

EDITION  
A P R I L  
**2019**



GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics

## PACKAGING & LOADING

**Main topic: breakbulk**

### **On the ball**

In the breakbulk and project cargo market, various business strategies compete with one another

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### **Individual and elaborate**

Kuehne + Nagel's logistics experts face new challenges every day

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### **Made-to-measure suits of wood**

Protection and appropriate handling determine the "pattern"

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## A competitive market with turbulence

Dr. Jürgen Sorgenfrei, managing director of MWP

Dear reader,

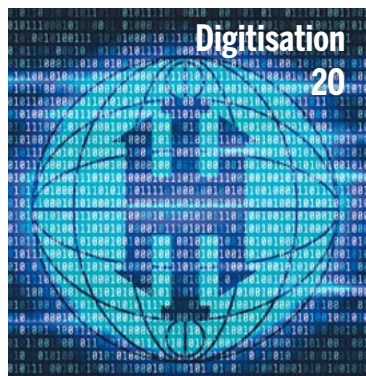
After Antwerp, Bremen's ports are Europe's second most important transshipment point for breakbulk cargo. This was demonstrated so successfully at the Breakbulk Europe trade fair, held for the first time last year in Bremen, that the fair will be repeated this year in May.

The more than two decades long period of disproportionately strong growth in sales figures for container traffic is drawing to a close. With increased competition in the future and increasing automation of container handling at the same time, many industry representatives and politicians are thinking about the strengths of breakbulk: strong ties to local skills, a high number of employees per tonne handled, and specialist companies with specialist equipment and expertise.

However, this market is also highly competitive and is affected by turbulence on the world markets, be it the decline in shipping rates, the emerging global recession or political influence. This makes it all the more important to keep an eye on all aspects of this market. The Breakbulk Europe fair in May will once again be a good opportunity to showcase the capacity of the Lower Saxony and Bremen ports.

Yours

Jürgen Sorgenfrei



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# Flying without wings

Breakbulk and project cargo experts can find a solution for almost any freight, be it for transformers, wind power components, yachts or forestry and steel products. This could even involve planes flying without wings, as can be seen here during a transshipment by BBC Chartering using the BBC Fuji for its client Airbus. This is part of the fortnightly transatlantic service that brings various large components, from fuselage segments to wings and tail units, from Germany to the US.







PHOTO: BBC CHARTERING



## IN BRIEF

**BREMEN/BREMERHAVEN.**

The port year of 2018 was a good one for bremenports, with the Bremen Senate approving more than **120 million euros for the renewal of port infrastructure.**

This includes the construction of the Columbus Wharf (from 2021), the north jetty (from 2021) and Wharf 66 (from 2020). Other items on the agenda this year include the demolition of the old West Wharf, the renovation of the Kaiserschleuse lock and improvements to the industrial harbour. In addition, work on the port for the Icelandic Finna fjord is to be stepped up.

**BREMEN/BREMERHAVEN.**

From autumn 2020, a **new IT system will optimise the planning and scheduling of train and wagon movements for the Bremen Port Railway.**

This will include operational planning, scheduling, accounting and evaluation as well as a customer portal. The project involves bremenports, the Senator for Economics, Labour and Ports, DB Netz AG and dbh Logistics IT. „In view of the steady increase in train traffic, a new, more efficient IT structure is urgently needed for the operation of the port railway,” says Robert Howe, managing director of bremenports.

**Mixed picture at Lower Saxony's ports**

**OLDENBURG.** At the **annual press conference of the seaports of Lower Saxony** in March in Oldenburg, the partners involved (see page 29) presented a mixed picture for the year 2018. Although the handling of sea freight of around 50 million tonnes meant a decline of around 6.6 percent compared to 2017, this was nonetheless the third-best result for the nine seaports in the past nine years. Bulk goods fell by 11.7 per cent to 35.78 million tonnes in 2018, while general cargo grew by 9.7 per cent to 14.06 million tonnes as a result of rising container volumes. Container turnover in Wilhelmshaven was

especially satisfactory with an increase of 18.3 per cent to 655,790 TEU. Although automobile turnover in Emden and Cuxhaven fell by 7.5 percent in 2018 to 1.78 million new vehicles overall, this is one of the three most successful years in the history of the Emden site. Other sea freight handling figures for 2018 are as follows: Brake: 6.28 million tonnes; Cuxhaven: 2.65 million tonnes; Emden: 4.47 million tonnes; Leer: 56,246 tonnes; Nordenham: 2.71 million tonnes; Oldenburg: 83,614 tonnes; Papenburg: 599,105 tonnes; Stade: 5.66 million tonnes and Wilhelmshaven 27.34 million tonnes.

**Flying the flag for breakbulk**

**DUBAI.** More than 3,400 breakbulk and project cargo experts from 70 countries met in February for the fourth **Breakbulk Middle East** conference in Dubai. The federal state of Bremen also flew the flag on the Arabian peninsula with a joint stand organised by bremenports, at which Bremeninvest and BLG Cargo Logistics were also represented. Bremen's Senator for Economics, Labour and Ports, Martin Günthner, was also present to hold talks with the Chamber of Foreign Trade, the Consulate General and the trade fair organiser ITE.

**BLG: for Puma on the jump**

**BREMEN/GEISELWIND.** In February **construction work commenced for the new logistics and distribution centre for the fashion and sports goods manufacturer Puma** in Geiselwind, northwest of Nuremberg. The work is being done by BLG LOGISTICS. The site of around twelve hectares will eventually be occupied by a highly complex multichannel plant, with a high degree of automation, shuttle technology and goods-to-person workplaces. The Puma and BLG contract began in 2017. The service provider won a tender to design the logistics facility and then operate it from 2020, as it has been doing for the Puma logistics centre in Schlüsselfeld since autumn 2018.



## New solar power sources in Emden

**EMDEN.** Photovoltaic systems have been in operation on the roofs of the NPorts workshop buildings in Emden since February. The **311 solar modules erected over an area of around 600 square meters can produce around 90,000 kilowatt hours of solar energy per year**, which is equivalent to the average energy consumption of 24 German households. "We have set ourselves the goal of making our ports sustainable and reducing CO<sub>2</sub> emissions," says Holger Banik, managing director of NPorts. "One possibility we are exploring is the expansion of renewable energies."



## Tedi settles for JadeWeserPort

**WILHELMSHAVEN.** Since January, the trading company Tedi has been processing part of its imports at the Eurogate Container Terminal Wilhelmshaven (CTW). The Dortmund-based non-food provider handles around 50 TEU per week via Wilhelmshaven. Tedi sees significant **location advantages in the tidal-neutral ship arrival and the direct rail link** between Wilhelmshaven and the Container Terminal Dortmund. The first containers of Tedi goods were cleared by OOCL Germany on January 29.



## Prague and Bremen strengthen ties

**BREMEN.** With a **new site office in Prague**, the Bremen ports are aiming to build on their market share in the Czech Republic. The port management company bremenports and the German-Czech Chamber of Industry and Commerce (DTIHK) signed an agreement in February. Martin Günthner, Bremen's Senator for Economics, Labour and Ports, said: "With the repositioning of port marketing, we have decided to strengthen our presence in key hinterland regions. Besides Austria, the Czech Republic is an important market for us."

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## IN BRIEF

**BREMEN.** Under the banner of **The Future of Work in a Changing Maritime Economy, the thirteenth Bremer Schifffahrtskongress** took place on the 19th and 20th of October 2018 in Silo XI. The focus was on national and international experiences and innovations relevant to the future of work. The highlights of the event included presentations by Dr. Heike Deggim (IMO), Anneliese Jost (BMVI) and Jan Willem Verhoeff (Royal Association of Netherlands Shipowners KVRN) as well as workshops on offshore, nautical and marine engineering topics.

**CUXHAVEN.** Royal Greenland already operates two production sites in Cuxhaven. A third area will soon be added for their prawn processing operation. The fishing and fish processing company will develop **a building in the fishing port as an operating facility.** Their contractual partner is the port company NPorts. By the autumn, the production areas should be ready, the processing machines put into operation and a connection established to the herring hall and fishing hall buildings..



## Additional space for automobile transshipment

**BREMERHAVEN.** At the beginning of the year, **an area of just over two hectares** in the Osthafen area was cleared of trees and shrubs. bremenports will shortly sand up the areas and prepare them for the final works. The site is needed by the BLG LOGISTICS GROUP **in order to develop its quayside operating areas for automobile transshipment.** Since the clearing of the area also involves the removal of natural resources, compensation will be paid to the municipality of Debstedt in the district of Cuxhaven.

## Shedding new light on track facilities

**EMDEN.** As part of the DUAL Ports EU-INTERREG project, NPorts has implemented an innovative lighting concept for track facilities in the port of Emden. These are used for manoeuvring, parking, loading and unloading car transporter trains. The heart of the new system is an **intelligent control system with motion detectors as well as light and track sensors that detect different light conditions.** For example, an average illumination of five lux is sufficient during downtime, while an average illumination of 30 lux is required for unloading.



## Increased offshore use for Rhenus



**EMDEN.** At the end of January, Rhenus Offshore Logistics won the **tender for the supply logistics for the BorWin gamma transformer platform.** This was installed off the coast of Borkum in October 2018 and is intended to convert the electricity generated by the wind turbines in the North Sea into a direct current supply for one million German households. From the offshore base port in Emden, Rhenus carries out the supply runs using the Eurus Express. Just prior to this, in cooperation with A1 Offshore Solutions, the logistics service provider had **commissioned the new Connector Express supply vessel.** This is used for supply runs, also from Emden, to several transformer platforms operated by TenneT in German waters, as well as for inspections and repairs of structures and submarine cables.





## A big step towards closing the gap

**CUXHAVEN.** NPorts has made preparations for the planned **closure of the gap between Europakai and the offshore base**. In February, the port company submitted the application documents to the Lower Saxony State Office for Water Management, Coastal Protection and Nature Conservation for review. It is now assumed that the zoning decision will be received within the next two years. More transshipment space is to be created at the site, as berths 1 to 3 at Europakai are just as busy as berth 4, which was inaugurated last autumn.



## Making the Oslebshaus lock intelligent

**BREMEN.** For 110 years, the Oslebshaus lock has served as a reliable access route to Bremen's industrial port. The lock gates are currently undergoing a complete renovation and are being adapted to meet revised flooding forecasts. In the course of the R&D project entitled Tide2Use - Intelligent Pumping Station and Lock Management at the Port, which is funded by the German Federal Ministry of Transport, Building and Urban Affairs, **the lock will be equipped with modern information and communications technology**. Energy efficiency is to be increased with the intelligent, integrated networking of ship traffic, lock operation and the associated pumping stations. Under the coordination of bremenports, BIBA, SCHULZ Systemtechnik and Aimpulse are involved in the joint project..



## Kick-off event for WASH2Emden

**EMDEN.** 140 participants accepted the invitation to the launch event WASH2Emden – Innovative and Environmentally Friendly Hydrogen Applications in the Emden Seaport at the end of February. In the course of the **18-month project, which was coordinated by Nports**, possibilities are being investigated for storing excess wind power in the form of hydrogen and making it usable for various functions in the port. The aim is to reduce emissions from land-based port operations, logistics and ships in port through the intelligent use of CO<sub>2</sub>-neutral technologies.



## EUROGATE: container handling volumes stable

**BREMEN.** In the 2018 financial year, the EUROGATE Group succeeded in keeping container handling volumes virtually constant. However, the total of **14.1 million TEU** handled at twelve locations in and around Europe represents a drop of 2.2 percent. At the German terminals in Bremerhaven, Hamburg and Wilhelmshaven, the container terminal operator was also able to roughly maintain the handling figures of 2017. A total of 7.76 million TEU (0.2 percent) were transported via the quays here, with only Wilhelmshaven importing an increase of 18.3 percent.



## Bundling the competences

**BRAKE/MINDEN.** In January, the **L.I.T. Group**, headquartered in Brake, **integrated Hölkemeier Spedition** in Minden, together with its branches in Porta Westfalica, Bad Oeynhausen and Vlotho, **into its group of companies**. With this step, both companies are pooling their competencies in order to drive growth together, and the L.I.T. Group is thereby strengthening its presence in East Westphalia. The Hölkemeier forwarding agency continues to operate under its own name as an independent business unit of the L.I.T. Group.





# On the ball





PHOTOS: ZEABORN – MICHAEL HOLZ STUDIO, HAMBURG

If you want to prosper in the breakbulk and project cargo business, you have to be flexible and on the ball. Some companies are focusing on new collaborations and new ships. Others are pooling their expertise or relying on a multipurpose strategy.

Last year, just in time for the start of Breakbulk Europe in Bremen, the largest international trade fair for general cargo and heavy lift logistics, Zeaborn brought the US company Intermarine on board as a partner, thereby becoming one of the world's leading heavy lift shipping companies. The Bremen-based company currently ranks third in terms of tonnage transported for multi-purpose vessels, just behind BBC Chartering from Leer and the Chinese Cosco shipping company. And from the run-up to this year's trade fair, it is clear that Zeaborn's expansion story is set to continue.

### “The crisis has long since passed”

As far as current market conditions are concerned, Zeaborn's chief executive Ove Meyer is clear. “The shipping crisis is long over. But some people seem to like to pretend that it isn't. Because if you keep the crisis alive by talking about it, it also obscures the fact that shipping companies and their management have to work differently and more intensively than before in order to prosper.” His management colleague ■■■

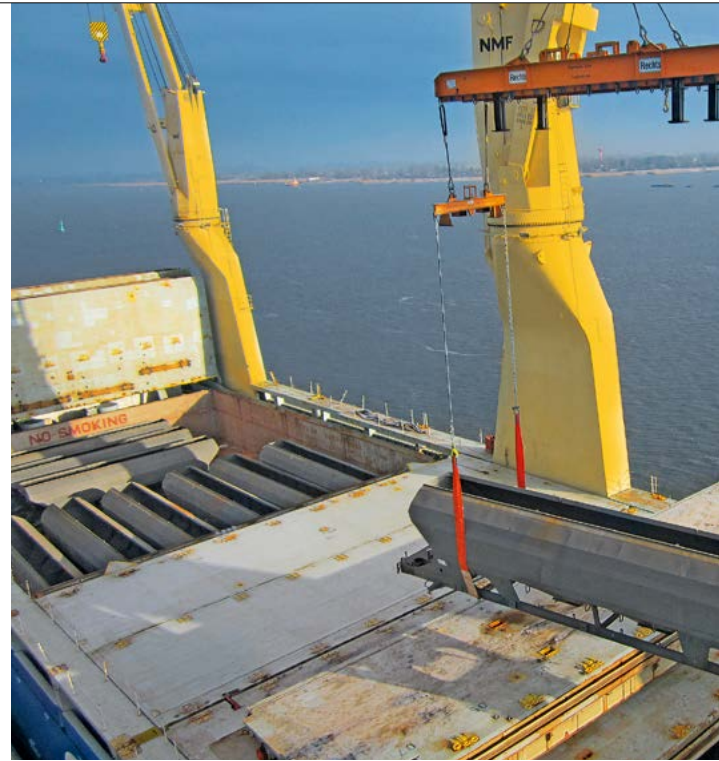


Joint managing directors Jan-Hendrik Többe (left) and Ove Meyer of the shipping company Zeaborn.

## “Don’t give up on innovative storytelling”

“Market conditions for project logistics are stable or growing.” This was the opinion of around 90 percent of those surveyed who took part in the fifth project logistics forum in the Bremen Parliament at the beginning of the year. At the event, the Bremen Port Authority, the Maritime Cluster Northern Germany, the NBS Northern Business School and the consulting firm ProLog Innovation conducted a survey to determine the mood in the industry. The biggest growth opportunities for project logistics were found to be the NAFTA region (Canada, Mexico, US), Southeast Asia and South America. “In comparison to last year’s survey, cost pressures were seen as by far the greatest challenge for companies. Then come digitisation, the search for employees and talent, and increased customer requirements,” says Professor Sven Hermann, managing director of ProLog Innovation and a professor at the NBS Northern Business School. In order to take into account the issue of digital transformation and its implementation by suitable staff, the organisers will supplement the expert forum next year with an additional topic entitled Recruitment and Personnel Development.

The visitors were also asked who from their point of view is more innovative: the industrial side or the logistics service provider side? “The industrial companies are acting much more progressively here, especially against the background of the digitisation projects they have initiated,” says Dr. Patric Drewes, managing partner of Carl Polzin Seehafenspedition and member of the board of the Bremen Port Authority, summing up the results of the survey. But the fact that innovation also pays off for the service providers was undisputed by those taking part in the survey. In their view, no other characteristic currently seems more suitable for achieving a point of distinction in the market. Only then do process, price transparency and quality come into play as competitive factors. The issue of sustainability, on the other hand, appears to be irrelevant at present. Two thirds of the respondents rated the marketing of the service providers as satisfactory or sufficient. From their point of view, more progress is needed here. “If you want to demonstrate that you’re innovative, you should have a story to tell. The best story is one that inspires customers and employees and takes them on a journey towards Project Logistics 4.0,” suggests Hermann. “Because, let’s be honest, in times of rapid change, we have to change too. And those who do well should also tell their story, especially when it comes to technology.”



These railway wagons from the Far East were recently shipped to Brake for onward transport to Germany. The individual train elements together carried 9,000 tonnes of freight.

■ ■ ■ Jan-Hendrik Többe estimates there are currently 450 multipurpose freighters on the market. At the same time, the shipyards’ order book contains just ten multi-purpose new builds. “The supply of such ships will shrink in the coming years. The fleet in this sector is, on average, 15 years old, with a normal ship life of 20 years. Therefore we will not only charter more multipurpose freighters, but also build new ones ourselves and grow with the market.” In view of the stricter limits on sulphur content in fuel that will apply from 2020, he believes that the oldest multi-purpose freighters will cease to be used in the coming years. The decisive factor for this is their high fuel consumption. “They need to be replaced,” says Többe. At the same time Meyer sees a return to previous conditions. “Many heavy lift cargoes, such as components for wind power, are currently still being carried on container ships. But as these components become larger and larger, a significant part of them will return to the multipurpose freighter market in the foreseeable future.”

## J. MÜLLER – Concentrating in more efficiency

Last year, in a two-stage process, several operating companies were merged under the umbrella of J. MÜLLER AG. In January 2018, J. Müller Agri + Breakbulk Terminals in Brake was merged with J. MÜLLER Weser in Bremen. Then in April J. MÜLLER Stahl + Projekt Terminal in Brake





For some types of cargo, for example industrial filter systems, wooden crates are the best option for efficient transportation and protection against damage.



Transshipment of plants for the wind power industry entails handling unit weights of over 100 tonnes and lengths of up to 67 meters.

and J. MÜLLER Service were added. Under the new name J. MÜLLER Weser, the company now has six different business segments (general cargo; grain, animal feed and agricultural products; coffee; maritime proteins; ship services; and technology and operations) and specialises in the operation of seaport terminals and associated port- and shipping-related services at both locations “The associated merger of the three divisions – Forest Products, Iron and Steel, Wind Power and Projects – to form the General Cargo business unit has created new synergies,” says Jens Ripken, member of the management board of J. MÜLLER Weser of the developments of the past twelve months. “Space utilisation, processes and the use of equipment have all been optimised and handling capacity increased. Now we can react more flexibly to the market.”

As head of the general cargo division, Ripken is responsible for the entire breakbulk business. This is mainly pulp and paper, round and sawn timber and iron and steel, but also complete wind power and industrial plant. “When transporting generators, rotor blades and other large components for the wind power industry, unit weights of over 100 tonnes and lengths of up to 67 meters have long been standard for us,” says Ripken. But other partners also appreciate J. MÜLLER Weser’s handling and storage capacity and their extensive space and special equipment. Railway wagons from the Far East were recently shipped

to Brake for onward transport to Germany. The individual components reached 9,000 freight tonnes. Several components weighing up to 140 tonnes for two cement mills, which were delivered to Brake by inland waterway before being safely packed and sent on their journey to the Gulf of Mexico, accounted for 9,800 freight tonnes. The special challenges of recent months have also included the final assembly and shipment of industrial filter systems to South America. Here too the individual parts, up to 15 metres long and seven metres wide, weighed up to 140 tonnes each. And Ripken is looking forward to the future. „We want to consolidate and expand this structure in the coming years in order to continue to establish the port of Brake in the general cargo segment.

## Cuxport in multi-mode

In Cuxhaven this year, “multi” is increasingly on the agenda. In January, terminal operator Cuxport reported the completion of its foundation logistics project for the offshore wind farms of Deutsche Bucht and Borkum Riffgrund 2 as part of its multipurpose strategy. And in February, a multimodal heavy-duty cargo handling system for the aviation industry was implemented. The latter project involved 95 tonnes of heavy equipment, which was initially brought from Plochingen to Cuxhaven via inland vessel. At the



Jens Ripken, member of the management board of J. MÜLLER Weser, wants to develop the port of Brake for the general cargo market.

## Successful deployment – auxiliary police officers accompany GST

Interview with Axel Brockmann, President of the Lower Saxony police force

**In March 2016 Lower Saxony became the first German state to run a research project (lasting to June 2018) to ease the workload of the police force when it comes to escorting heavy haulage. More than 60 employees were involved from private freight escort companies to auxiliary police forces. How many oversized and heavy loads [abbreviated to GST in German] were accompanied during the test period, and what conclusions have you drawn?**

Overall this was a very successful project. With the support of the auxiliary police officers [known as HiPos in German], we have succeeded in relieving the Lower Saxony regional police force of more than half of all the GST loads in Lower Saxony that the police are obliged to accompany. Of the total of 55,722 GSTs in this period, the HiPos accompanied 31,303 independently, thus freeing up the main police to concentrate on their core tasks. Therefore, at the end of 2017, Stephan Manke, Secretary of State for the Interior, decided to continue and extend the HiPo programme. In order to recruit the necessary HiPos, we advertised training places in December 2017, for which 150 people applied. After the project we had 107 trained HiPos, who have been working with us since July 2018 as GST guides. They are employees of the freight escort companies and not of the state of Lower Saxony, which means that their deployment is managed by the companies.

**From your point of view, and according to the findings of the research project, are auxiliary police officers a security risk?**

It is quite clear that the accompaniment of GST loads by HiPos is not a security risk. One aim of the research project was to find out whether

this type of accompaniment is accepted by other road users and whether the training of HiPos is sufficient to guarantee the safety both of other road users and of the load itself. No complaints from road users were reported during the entire project period. The police have also expressed their satisfaction with the work of HiPos in their field reports. Throughout the project there was only one traffic accident involving a GST accompanied by HiPos, and it was just a minor prang, nothing serious.

**Over what period of time, and how, will the auxiliary police officers be trained? What distinguishes their skills from those of the main police?**

The HiPos were trained by the Police Academy of Lower Saxony. Only people with at least three years' experience of accompanying GSTs, and who had a licence to drive a BF3, BF3plus or BF4 generation escort vehicle, were eligible to apply.

**How has the number of heavy load transports in Lower Saxony increased in recent years, and what additional requirements do they involve?**

Over the past ten years, the number of GST loads in Lower Saxony requiring monitoring has risen from 12,000 to 20,000. In 2017 there were more than 28,000 GSTs. Even though last year there were again just under 20,000, the constantly high number shows that we are right to be working on the permanent and complete removal of the police from this task. Lower Saxony is the only federal state to go the way of using independently operating HiPos to support GSTs. However, this is only intended as a transitional solution until the nationwide introduction of GST support by the so-called Beliehene [loan officers].

**What course does the federal government have to set for this aim to be achieved and so that the police can concentrate on their core tasks?**

The federal government will soon issue the Road Transport Escort Ordinance. This will provide the federal states with the framework for training, monitoring and deployment of those who have been trained. Because only once the Ordinance exists can the federal states begin to create the regulations required. So Lower Saxony will continue to rely on the support of HiPos for GSTs for some time to come.



Record of success: 31,303 GSTs were accompanied by auxiliary officers during the project, thus significantly relieving the burden on the police.



■ ■ ■ multi-purpose terminal there, the goods were transferred to a ten-axle trailer with a four-axle tractor unit. The loaded truck with a total weight of 150 tonnes then drove the valuable freight onto the RoRo freighter *Ville de Bordeaux*, which is operated by the LD Seaplane shipping company. Since May 2018, the freighter has been calling at Cuxhaven regularly for project cargo to and from the French port of Saint-Nazaire. The route via Cuxhaven was selected because strict conditions and costly approval processes made road transfer unviable. “For heavy loads of this size, we often have to find alternatives to pure road transport, whether due to the size of the load, road conditions or time savings,” says Roland Schneider, Head of Business Development at Cuxport.

Previously, the world’s two largest installation ships, *Scylla* and *Innovation*, had regularly moored in Cuxhaven to implement the aforementioned offshore projects. The *Innovation* used the site as a base port for the installation of 20 suction bucket jacket foundations. The 50-metre high and 950-tonne heavy components were partly assembled and stored there, in order to then be installed approximately 40 km northwest of the island of Borkum. The *Scylla* moored at the new Cuxport berth 4 to load a total of 31 transition pieces (each weighing around 300 tonnes), and the monopiles (each weighing around 1,100 tonnes) for the *Deutsche Bucht* wind farm. “These projects have shown that, as part of its multipurpose strategy, Cuxhaven is ideally suited both for handling offshore segments and for heavy-lift cargo,” says Schneider.

## Looking forward to the second Breakbulk Europe

From 21 to 23 May, the industry’s leading trade fair, Breakbulk Europe, will open its doors for the second time in Bremen. Following the success of last year’s launch, those responsible for general and heavy lift cargo at the second most important transshipment centre in Europe want to make further gains this year. “This year, with 10,000 visitors from all over the world and 500 exhibitors, I am optimistic that we will exceed last year’s attendance figures,” says Michael Skiba, head of marketing at bremenports. The exhibitor area in the trade fair and congress centre has been expanded by a further 2,500 square metres to a total of 22,500 square metres.



Cuxport says it is pursuing a multi-purpose strategy. In February, it implemented a multi-modal heavy-duty handling system for the aviation industry.

“Bremen can be a port, and Bremen can be a trade fair. And in combination, our service offering is unbeatable,” said Bremen’s ports and economic senator Martin Günthner (SPD) in anticipation of the second Breakbulk Europe. Skiba believes that the Free Hanseatic City benefits from a wide range of location factors, including good accessibility on all traffic routes, whether via the trunk road network, the railway station, which is only 200 metres away from the exhibition halls, or the international airport, which can be reached by car within 15 minutes. The criticism of last year’s event that there were too few taxis available has been taken onboard. “That was an exceptional situation. In the 2018 heat wave, nobody wanted to walk,” says Skiba. “We have now issued 600 taxi licences in Bremen, which should be enough. At the same time, we are working on ensuring that the admission ticket to the trade fair can also be used for free public transport” – a service not yet offered by other trade fairs.

Further benefits, says Skiba, are the large selection of hotels within walking distance of the trade fair centre and the wide range of attractive locations around the market square. “In my experience, there is no better way to hold meetings and network in a relaxed atmosphere.” As in the previous year, the port management company bremenports will once again be able to count on the support of Messe Bremen and Bremer Touristik-Zentrale (BTZ) for Breakbulk Europe 2019.





Project loading by K + N: a bucket wheel being transported from Bremerhaven to Australia.

# From general cargo to project logistics in 129 years

Kühne + Nagel has been providing project logistics for many decades. To survive in this demanding specialist field, players need detailed preparation and a high degree of flexibility.

**A**lthough breakbulk shipments have been among the services provided by Germany's third-largest logistics company since it was founded in 1890, the specialists at Kühne + Nagel (K + N) are constantly faced with new logistical challenges – such as the marine transportation of a shiploader with 81,000 freight tonnes on a ship from China to Russia planned for the second half of the year. 37 metres in length, 25 metres in width and 47 metres in height, and weighing almost 700 tonnes, the freight is a true colossus. „In addition to our

logistics experts, our own engineers were involved in the planning right from the start in order to check the ship's features, such as the onboard lashings," explains Matthias Knicky, member of Kuehne + Nagel Deutschland's marine freight management team. Equally challenging was the dismantling of a complete sawmill in Switzerland, which was transported by 1,500 trucks and several block trains to the Neustadt port in Bremen, where it was sorted and packed. It was subsequently transported to a construction site in the US..





“In working with the Bremen ports, we particularly appreciate the flexibility in project shipments and the fast reaction times.”

Daniel Lange, K+N's project loading lawyer for oil and gas and project logistics

Even if the cargo is not always as large and heavy as in these projects, the project logistics sector differs considerably from standardised container transport. It starts with the preparation of the bid. “Each bid is unique and often very time-consuming, as we sometimes have to carry out feasibility studies in advance, plan the dismantling of machines and packaging, and check and calculate various scenarios,” explains Daniel Lange, the authorised signatory responsible for project cargo, oil & gas and ship logistics. One reason for this is that there are usually different options for sea transport, which then entail different pre-carriage and onward carriage as well as the use of different modes of transport.

But for breakbulk, conventional ships are often not enough. At K + N, only 20 percent of transportation is handled in this way. 40 per cent is transported on container carriers as OOG (out of gauge) cargo, which exceeds the normal standard sizes of the boxes, and 40 per cent on RoRo ships. Which type of ship is best suited to the cargo depends on many factors. Which tramp or liner ships can be considered for the route concerned and which of them have the right transport capacity at the scheduled time? Which port has the necessary infrastructure? How fast does the runtime have to be? What has to be taken into consideration during pre- and post-carriage?

### The more options, the greater the preparation

Each type of ship offers advantages and disadvantages that have to be weighed against each other on a case-by-case basis. “Conventional ships can carry (almost) anything but, unlike RoRo and container ships, do not necessarily have binding and predictable operating times,” says Lange. RoRo ships can now also transport heavy and large cargo. The increasing use of large container ships with cargo capacities of up to 22,000 TEU means that fewer ports are called at, so more transshipment is required. This, in turn, is often contractually excluded for breakbulk cargo, as the risks of transport damage due to the associated reloading are too great. The prices are also different. “We check in

each individual case which shipping option is most sensible for our customers,” says Lange. “The fastest is usually not the cheapest, and vice versa.”

In many cases, the location of the goods determines the port of loading, as with breakbulk it is usually the case that the bigger the cargo, the closer the port of loading must be. “With our RoRo liner services, we are just as well positioned in Bremerhaven for high and heavy as we are in Neustadt for conventional cargo,” says Lange. “Customer proximity is also crucial,” adds Knicky. “If the customer is located in Hamburg, transport will be from or to the Elbe.” The situation is different for cargo from southern Germany, says Lang. “Here we like to use inland waterway vessels on the Rhine for the preliminary leg and then ship from the western ports, as road transport would not be possible due to the height restrictions.”

### Flexibility and creativity required

The handling of projects at more and more locations around the world also means that life for the team at K+N remains full of challenges. “You learn with the customers, but the goalposts are constantly shifting. For example the import regulations and the infrastructure,” says ■■■



“Project cargo, oil & gas and ship logistics are and will remain an important element of our product portfolio.”

Matthias Knicky, sea freight manager, K + N Germany

### FACTS

#### Kühne + Nagel

Founded: 1890

Main business: marine freight, air freight, surface transport, contract logistics and integrated logistics

German HQ: Bremen

Employees: globally roughly 82,000, of whom 873 are in Bremen



Tower segments for wind turbines being transported by K+N from Bremen to the US by sea.

PHOTO: ULRICH MERTENS, ATTELIER FÜR KUNST UND FOTOGRAFIE

■ ■ ■ Knicky. And the travel areas change in accordance with the markets. “In 2018, there were a lot of mining projects in West Africa and Australia,” says Lange. However, the most important and stable market for K+N is North America, especially the US automotive industry and Canadian oil and gas.

“The market is currently very competitive,” says Lange, “but this is increasingly normal.” However, a large part of the breakbulk freight is based on very long-term projects, so any recession would only be felt with a delay – although even now, when order books are relatively full, business is not easy: “Margins are under pressure and there is a lot

of competition,” says Lange. “It’s not just the broad-based service providers like us that are active on the market, but also specialist companies,” says Knicky. These are merging more and more often, which only increases the pressure.

### Breakbulk is going digital

What has changed on the customer side, which includes EPCs (engineering, procurement, construction) as well as manufacturers, is increasing standardisation. „We’re getting more and more online tenders from our customers,” Lange says. „However, online platforms for the brokerage of freight space in the charter market don’t yet exist. Nevertheless we are watching the market very closely so as not to lose out if the market becomes more digital.“

However, this does not mean that digitisation has not already led to significant changes. Depending on customer requirements, web-based status messages can be sent, which is especially helpful for large-scale projects with tight schedules that depend on various construction phases and countless individual parts. This way, the information relevant for processing can also be made available on site.

„For customers with really large projects and lots of engineers on site, sensible planning can save a lot of money,” says Lange. „To achieve this, we have to coordinate which parts go where and when, and whether, for example, single-variety or congestion-optimised loading is more effective.“

All this requires good preliminary coordination and very close cooperation with the customer, who ultimately makes the decision on the basis of the options presented. „Although many things can be planned in advance, there are always uncertainties in our business, ranging from the weather to machine parts built differently than originally planned,” says Knicky. And that costs time and money. „Our web-based IT platform OGS (One Global System) helps us tremendously in our operational handling. Our customers also appreciate the visibility and increased information that is available at the touch of a button,” says Lange. (cb)

More information:  
[www.kuehne-nagel.com](http://www.kuehne-nagel.com)



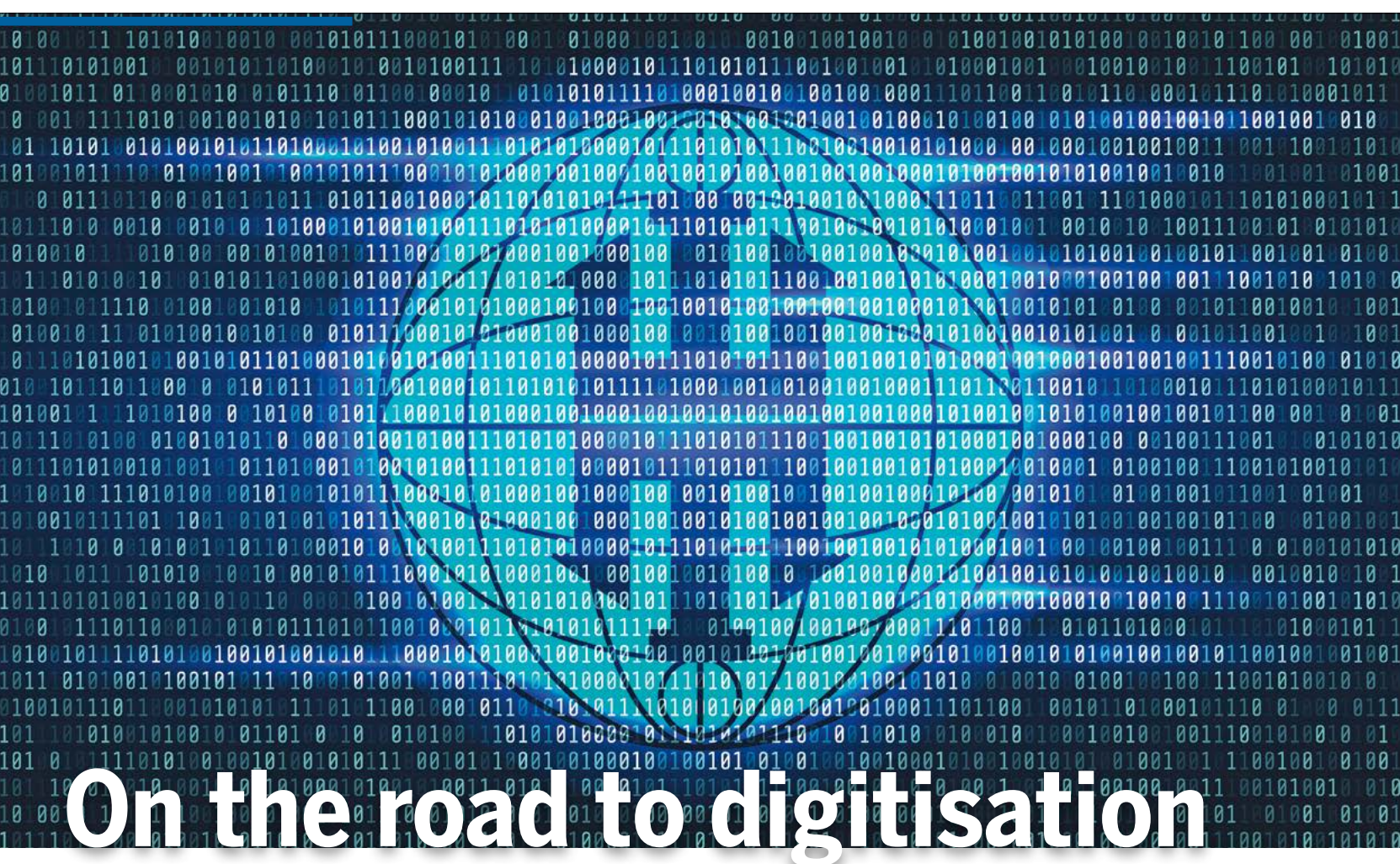
# Our Ports. Your Future.

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[www.nports.de](http://www.nports.de)







Breakbulk is often associated with manual handling. With its stake in the consulting firm Prolog Innovation, Bremen-based project logistics specialist Hansa Meyer Global shows that there is plenty of innovation potential in the market..

**A**s a logistics service provider, there are many ways to meet the challenges of digitisation. Hansa Meyer Global has founded its own company for technological transformation (headed by Prof. Hermann) and acquired a majority stake in it. Since 2016, Prolog Innovation (Prolog), a consulting firm from Bremen, has helped Hansa Meyer Global and other companies to design change processes and develop sustainable digital business models. “But we have always been an innovation driver in the industry,” says Marc Höhne, director of business development at Hansa Meyer Global. For Höhne, the advantage of the model with Prolog and the partnership with Hermann is obvious. “Like a think tank, Prolog offers us a free innovation space that combines digital with new work and allows us to be creative. The Prolog team can work independently in a value-adding and methodical way without being involved in our business processes, but without being too far away from us

either.” Ideas from day-to-day business can be taken up, but equally, innovations can be initiated with the benefit of an outsider’s view. If such issues were to be dealt with just by Hansa Meyer Global, they would quickly come up against the demands of day-to-day and project business.

### Sector must embrace change

Marc Hauswald, managing director of Hansa Meyer Global, believes that the potential benefit of digitisation extends to project logistics. Höhne thinks it is important to note that digitisation is not something that simply took place between 2010 and 2019, but has long been an integral part of business processes in many companies. Nevertheless, one thing is often not understood: “It’s really about how we manage the transition, and our industry is lagging behind.”



At Hansa Meyer Global, the implementation of their organisational and digitisation strategy is an ongoing process continuously supported by Prolog. A functioning interface between the two companies is vital. "Our business development team was created for this purpose. It acts as an intermediary in this context and at the same time as a strategic consultant for management," says Hauswald. This was particularly necessary due to the shift in roles, which, in addition to the pressure to act resulting from digitisation, had an intensifying effect on the economic crisis of 2008: "Shipping companies are increasingly offering comprehensive services for freight forwarding, and vice versa. In addition, EPCs (engineering, procurement and construction) and other general contractors are increasingly controlling logistics." One example is oil and gas companies that purchase complete packages on their own or as part of a consortium, which can lead to a merging of roles. "The project business has thus become more complex for freight forwarders, and value creation is becoming more difficult," says Höhne.

## Digitisation essential for new role understanding

This is another reason why Hansa Global is fundamentally asset-light, providing its services without its own capital-intensive transport, but developing individual concepts for worldwide logistics and transport projects across all modes of transport, including pre-, main and onward carriage. "That's why we call ourselves transport architects," says Hauswald. What does that mean? "We focus on quality, service and expertise as well as innovative ideas in order to handle small and large projects for our customers and to guarantee the quality of their customer journey."

An increasingly important component is the digitisation of project logistics. "For us, this means that we have evolved from a project forwarder to a project logistics provider to a project host." Everything that can support our development and the transformation of our role is used on the IT side. "We want to be more than just the transporter and organiser," states Höhne. The goal is to minimise risk and cost through optimised data logistics and to increase the efficiency of the supply chain and workflow. "We think end-to-end."



Marc Hauswald, managing director,  
Hansa Meyer Global



Marc Höhne, director of business  
development, Hansa Meyer Global

## Collaborative platform designed for networking purposes

One important component of the digitisation strategy in the future will be a platform solution. This is a data exchange and information system that involves all stakeholders as early as possible. "It is very likely that we will use private blockchain techniques that are open to a defined group of people, based on public ledger technology, using smart contracts," says Höhne. "This way, we can bring together all relevant information in a rule-compliant, transparent and self-regulating way and control processes in a results-oriented manner." Different licensing models and degrees of cooperation are planned in order to take the interests of the various parties into account. The first stage of the collaboration platform is aimed at customers from the equipment construction industry. "The project has already been initiated and we are talking to our first pilot customers," reports Hauswald. "There's a lot of interest because every company feels they have to do something. But there's still a lot of uncertainty about digitisation."

One reason for this is that the platform requires the most important KPIs from the various parties involved. In terms of the objective of a smooth end-to-end process, there are not many such KPIs, but some customers still need to be convinced that everyone involved will ultimately benefit from this development. "The SME sector in particular must consider strategies and must not be afraid to deal with competitors," says Höhne. He has already had his first win. "We have a preliminary commitment from a customer for a pilot project of one year." The goal is clearly defined. "We want to position the platform on the market by 2022," says Hauswald. "And so far, there is no competitor working on a comparable solution." (cb)

## FACTS

### Hansa Meyer Global

**Founded 1988**

**Sector: transport and logistics services for breakbulk and project logistics**

**HQ: Bremen**

**22 branches worldwide**

**240 employees worldwide**

**Sales (2018): €140m**

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



In 1878, brothers Heinrich and Carl Gluud founded a crate factory in Bremen. Today the company is a leading specialist in wooden packaging for heavy goods.

**P**ackaging fulfils a multitude of functions. It protects the goods from damage, contamination and weather fluctuations such as temperature, humidity and solar radiation. At the same time, it is designed to ensure appropriate handling during transport and storage, which places high demands on its strength and seal. “Good export packaging is of the utmost importance, especially when loading heavy cargo on breakbulk vessels,” says Jens Dörken, managing director of Carl GluudIt. “It is often exposed to wind and weather on board and has to withstand some violent shocks during loading and unloading as well as during truck transport on bad roads.” In its more than 140-year history, the company has specialised not only in the core business of wood wholesale but also in manufacturing wooden packaging for a wide variety of requirements, from small wine crates to heavy lift crates for plant construction. The latter can weigh up to 60 tonnes. “We do special projects that can be anything but standard,” says Dörken of the custom-made “suits of wood” that he and his 65 employees produce in Bremen.

### Production docket as cutting template

It all begins with an on-site inspection of the breakbulk goods, where measurements are taken and consideration is given to what would be the most efficient packaging. From the data generated, the mechanical load and the strength certificate are calculated in the design office, on the basis of which a production docket is created for a heavy lift crate. The docket states whether the outer skids of the transport case should be set single or double for stability purposes, where heavy goods corners are required to prevent damage from slings, and whether a so-called hamburger frame is used in addition to the wooden lids to ensure the packaged goods are even more secure in the case. In addition, the document





Heavy goods packaging made of wood must withstand a variety of stresses during the journey. Jens Dörken, managing director of Carl Gluud (left), can count on his state-certified wood technician Markus Neumann and his team of experts for their production skills.

stipulates how and where ring eyes, bearing timbers and possible supports are to be used.

“Considering all safety aspects for man and machine, we try to reconcile the customer’s wishes with what is actually possible,” explains Markus Neumann, who works for Carl Gluud in three functions: as a state-certified wood technician; as a publicly appointed and sworn surveyor for seaworthy export packaging; and as an aviation security officer. With this extensive expertise, Neumann monitors all stages of the production process, from initial inspection to the handover of the packaged load for transport. As a sworn inspector, he also testifies and provides expert opinions to courts and authorities when it comes to advising, monitoring and issuing certificates for seaworthy packaging.

“The crucial moment is when the crate is lifted into the air to be loaded,” says Neumann. Because then the entire force of the load, including the packaged goods, is exerted on the packaging construction. If, for example, insufficiently thick beams have been used, fractures may occur due to the high bending load. The same applies to incorrectly positioned lining timber if the transverse

pressure load becomes too great. “Since every specialist company works with different empirical values, there are several ways to produce safe packaging,” says Neumann. “Every order is something of a one-off.”

### Shortage of decent wood

“I am very pleased to be able to draw on the expertise of Markus Neumann and our packaging team,” says Dörken. “Together they make a significant contribution to making seaworthy exports even safer.” He knows full well that there are currently only a handful of publicly appointed and sworn experts in Germany who specialise in this area. But the managing director is much more concerned about the poor quality of wood that is currently on the market, which he attributes to the hot summer of 2018. The heat weakened the immune system of the trees, so that many branches dried up and pests were able to take advantage. For this reason, there is currently a shortage of good wood, which is necessary to ensure high-quality packaging for industrial and export goods that meet the HPE standards to which Gluud is committed. (bre)

### FACTS

#### Carl Gluud

Founded 1878

Wood import and trade, manufacture

of compact wooden packaging,

logistics consulting and order picking

for export and import goods

65 employees

More information:  
[www.gluud.de](http://www.gluud.de)





# Chartering on a broad basis

BBC Chartering relies on flexibility via a worldwide chartering network, a diverse fleet and strategic partnerships.



Svend Andersen, chief executive of BBC Chartering, a Briese Group company

With more than 6,000 port calls per year and around 160 multipurpose, project and heavy-lift cargo vessels, BBC Chartering is the market leader when it comes to the global transport of heavy and bulky goods and project cargoes of all kinds. These include steel products, wind energy components, large-scale plants for the energy industry and mining, and equipment for the oil and gas industry. The sister company of the Leeraner Briese Group sees itself as a charterer whose main task is to meet the special transport requirements of its customers with appropriate shipping capacities. To this end, BBC Chartering has gradually expanded its worldwide network in recent years. "It

has always been our belief that our success is inextricably linked to broad market coverage and our system of alliances and partnerships. This is the backbone of our strategy," says Svend Andersen, chief executive of BBC Chartering.

## Apac service as mainstay

The key element of the company's activities is its apac (any port, any cargo) service, which includes a combination of liner and tramp services. Using this service, says BBC Chartering, any port in the world can be called at with any cargo. The concept involves booked orders being processed in combination with other cargoes on a ship





Transport of a deckhouse for FPSO units on the BBC Greenland. The cargo weighed about 830 tonnes.

that will sail to the relevant region. This way, customers can be sure that their product will arrive at the desired destination within the time frame they have been advised, while BBC Chartering ensures optimum utilisation of its fleet. “We primarily book cargo. That is our focus,” says Andersen. “Ships are our tools and we use them efficiently. Some departures are organised more as scheduled services, others less so. What is decisive, however, is that we can offer a transport solution for our customers and their loads at any time.”

## Increasing skills

To expand its market share and develop its range of services, BBC Chartering relies on various partnerships. “This enables us to serve geographical and niche markets,” says Andersen. In the breakbulk segment, for example, one such partnership is the Global Project Alliance founded in 2018. BBC Chartering and the Dutch heavy lift specialist Jumbo are working together on a project-by-project basis to jointly market their complementary services as a volume-oriented market leader and as a leading super heavy lift operator. Other examples of successful cooperation are the regional breakbulk service CaytransBBC, which is operated with Dan-Gulf Shipping on the US Gulf Coast, and the West Coast South America Service with Seaboard Marine, which the partners say has led to increased market coverage in South America. In addition, BBC Chartering launched the new brand BBC Yacht Transport at the beginning of this year together with Dutch partners. This enables the BBC Chartering fleet to meet the transport needs of this special customer segment.

## Diverse by design

In order to ensure maximum flexibility, BBC Chartering uses a fleet of different ships, most of which are chartered on a long-term basis. They have a loading capacity of 4,300 to 56,000 DWT and have their own cranes, the most powerful of which, following fleet expansion at the end of the year, can lift up to 1,400 tonnes. “We can now transport 95 percent of the market for generators, turbines, modules and power plant components,” says Andersen. Between February and September last year, for example, BBC Chartering shipped a series of deckhouses for floating production storage and offloading units (FPSO) from Masan in Indonesia to Suape in Brazil. One of the FPSO deckhouses was 44 metres long and weighed around 830 tonnes. These shipments were planned by the company’s own specialists in heavy lifting and transport engineering, who used an external floating crane.

## It’s a people business

Despite the growing number of international trade wars, Andersen is optimistic about the future. “We operate globally and are not dependent on the development of individual trade routes. In other words, if, due to current political developments, certain regions or ports become restricted, BBC Chartering, thanks to its worldwide network, can react to changing market conditions at any time.” Andersen stresses that “although our business is changing, it is and will remain one thing: a people business. Every breakbulk shipment and every project is unique and requires tailor-made, non-standard solutions. Trust-based partnership and ultimate reliability are therefore non-negotiable.” (bre)

## FACTS

### BBC Chartering

Founded:  
1997 in Bremen

HQ: Leer

Core competence:  
Shipment of general  
cargo, heavy cargo  
and project cargo

Employees:  
400 worldwide in  
33 offices, of which  
about 150 in Leer  
(Ostfriesland) and  
Bremen

More information:  
[www.bbc-chartering.com](http://www.bbc-chartering.com)

## IN BRIEF

**OSNABRÜCK.**

Since January, as global head of seafreight at Hellmann

Woldwide Logistics, **Gerald Mayrhofer** has been responsible for the company's ocean freight operations. Mayrhofer has more than 20 years' experience in the international transport business and has held various management positions for Schenker, Red Bull and Senator International Spedition. In 2017, the ocean freight market contributed around a quarter to the Hellmann Group's total sales and in 2018 posted significant growth.



**HAMBURG.** With effect from 1 May 2019, the supervisory board of Hapag-Lloyd

has appointed **Maximilian Rothkopf** to the executive board. From 1 July, he will succeed Anthony Firmin, who is retiring, as the new chief operating officer. Rothkopf, who holds a doctorate in business administration, has been a partner at McKinsey & Company since 2014 and is a member of the global travel, transport and logistics management team. In his new function, he will assume operational responsibility for Hapag-Lloyd's worldwide shipping business.

## Strack takes over leadership of Zeaborn Ship management

**BREMEN.** **Holger Strack** has been sole chief executive of Zeaborn Ship Management since the beginning of the year and is responsible for all the third-party ship manager's shipping activities. His predecessor Nils Aden left the company at his own request at the end of 2018 to take up a new challenge. At the end of May, managing director Isabelle Rickmer will also leave the group at her own request. "We would like to thank both of them for their extraordinary commitment and wish them all the best in their personal and professional lives," says Ove Meyer, managing partner of the Zeaborn Group. "At the same time, with Holger Strack's highly developed skills and many years of experience, we know that the company is in the best of hands." Strack will "continue to steer the group safely through the integration phase."



## New regional representative for MCN board

**NORTH GERMANY.** Change of state representation on the board of the Northern Germany Maritime Cluster (MCN): Hanns Christoph Saur of the Ministry of Economics, Labour and Health of Mecklenburg-Western Pomerania has succeeded at the end of January by **Hans-Georg Tschupke**, head of innovation for the Senator for Economics, Labour and Ports in Bremen. The federal state of Bremen has therefore taken over the annually rotating representation of the five coastal states on the MCN board and the chairmanship of the state coordination committee.



## Kokkelink takes over NPorts branch

**CUXHAVEN.** Since March, **Knut Kokkelink** has been the new head of the NPorts Cuxhaven branch. After a two-month transition period, the civil engineer took over the role of Hans-Gerd Janssen, who retired after more than 33 years in the port and shipping administration of Lower Saxony and NPorts. In June 2017, Kokkelink was appointed head of the technical department in Cuxhaven and Stade, where he was responsible for new construction projects at the sites.

## Digital experts for the Röhlig Group

**BREMEN.** At the beginning of the year, the Röhlig Group expanded its advisory board with the appointment of digital specialists **Verena Pausder** and **Jan Brorhilker**. Pausder is founder of the children's app Fox & Sheep, while Brorhilker is a partner at Ernst & Young. "Their many years of experience with digital business models provides valuable impetus for developing our growth strategy with digital projects," says Thomas Herwig, chairman of the advisory board.







## Dettmer Group adds Arnd Dunse to management team

**BREMEN.** Arnd Dunse joined the Dettmer Group management team as chief commercial officer in February. As a former supervisory board member of TUI AG and member of the management board of TUI Deutschland, Dunse has extensive knowledge of operational management systems and investment management. For the Dettmer Group, he will be responsible for the account management, IT and mergers & acquisitions departments, thus playing a key role in the company's growth strategy.



## Imperial Logistics International appoints Sandro Knecht

**DUISBURG.** In January, the logistics service provider Imperial Logistics International appointed Sandro Knecht to the newly created position of chief commercial officer, where he will be responsible for business development, marketing and customer relationship management. Knecht, who previously held senior management positions at Ceva Logistics, will report from his Zurich office to the chief executive of Imperial Logistics International, Hakan Bicil.



## New management trio at NSB

**BUXTEHUDE.** At the beginning of the year, the NSB shipping company instituted a generational change in its management team. Helmut Ponath handed over his duties as chief executive to his son Tim Ponath (centre), who is now also spokesman for the management board in addition to his role as chief operating officer. Markus Thewes (right) was appointed chief commercial officer and Dirk Kleinekampmann as chief financial officer. Thewes manages commercial issues such as marketing and sales, public relations and new project planning. Kleinekampmann is responsible for the development of financial engineering, project financing and automation.

Join 26 companies from Bremen's port and logistics business at the  
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DOMSHOF 8-12  
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# BRE AKB ULK



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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 trade fairs with very different focal points will be taking place. Breakbulk Europe, which will be taking place for the second time in Bremen, will focus on project cargo, while Transport Logistics in Munich will focus on the complete range of logistics, mobility, IT and supply chain management. The HUSUM Wind fair is mainly attended by companies from the wind energy sector.



Three days of heavy loads and harbours in the Bremen exhibition halls: the Bremen stand was not the only place where there was a lot of activity last year.

**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

**EXPO REAL**  
www.exporeal.com

**7. – 9.10.2019**  
Munich, Germany

**Breakbulk Americas**  
www.breakbulk.com

**8. – 10.10.2019**  
Houston, USA

**CIIE China International Import Expo**  
www.ciie.org/zbh/en

**5. – 10.11.2019**  
Shanghai, China

## Customer events

Want to get to know us better and discuss the latest developments with industry experts? The two event series Logistics Talk and Hafen trifft Festland, due to take place in Bielefeld and Neuss and in Salzburg and Kassel respectively, offer the perfect opportunity. Or you can come to Munich for Transport Logistics, where we look forward to welcoming you to the Lower Saxony Evening and the Bremen Reception.



Hafen trifft Festland is designed to inform guests about the latest developments in the ports of Lower Saxony and the deep-water container port of Wilhelmshaven.

**Hafen trifft Festland**  
www.seaports.de, www.jadeweserport.de

**11.4.2019**  
Salzburg, Austria

**16.5.2019**  
Kassel, Germany

**logistics talk**  
www.bremenports.de/veranstaltungen

**9.5.2019**  
Bielefeld, Germany

**27.6.2019**  
Neuss, Germany

**Niedersachsen-Abend transport logistic**  
www.seaports.de

**5.6.2019**  
Munich, Germany

**Bremen-Empfang transport logistic**  
www.bremenports.de/veranstaltungen

**6.6.2019**  
Munich, Germany

## Other highlights

This year's IAPH World Ports Conference in Guangzhou will again be attended by numerous representatives of port administrations and companies from all over the world. The PPI Transport Symposium in Tarragona focuses on the transport and distribution of forest products.

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

**5. – 11.5.2019**  
Guangzhou, China

**PPI Transport Symposium**  
events.risiinfo.com/transport-symposium/

**16. – 18.9.2019**  
Tarragona, Spain



# Review

At the Intermodal South America in São Paulo, bremenports and Seaports of Lower Saxony were present with their strategic partners at a joint stand under the umbrella brand of German Ports. They also appeared under their own brands in Berlin, Regensburg, Leipzig and Oldenburg.



## EUROGATE receives delegation

**WILHELMSHAVEN.** The new Chinese Consul General Du Xiaohui visited the EUROGATE Container Terminal Wilhelmshaven in March together with representatives of the Chinese economy. The eight-member delegation was welcomed by Michael Blach, chairman of the EUROGATE Group Management Board, and Mikkel Andersen, managing director of the terminal. The delegation also included Captain Xiao Buzhou, vice president of Cosco Shipping Lines (Europe) and representative of Chinese companies. They were all impressed that in 2018 the JadeWeserPort recorded double-digit growth in turnover for the third year in a row.



## Lower Saxony ports hold their annual press conference

**OLDENBURG.** In March, the seaports of Lower Saxony posted their performance data for 2018. In addition to a decline in the total volume of seaborne cargo handling (see page 6), there was also growth in container volumes in Wilhelmshaven and continued high automobile handling in Emden. In addition, Dr. Bernd Althusmann, Lower Saxony's Minister of Economics, Labour, Transport and Digitisation, Timo Schön, managing director of Seaports of Lower Saxony, and Holger Banik, managing director of Lower Saxony Ports, provided information on upcoming investments and the prospects for the port of Lower Saxony.



## Fruit Logistica

**BERLIN.** With more than 3,200 exhibitors from more than 90 countries, FRUIT LOGISTICA proved immensely popular again this year. At the leading trade fair for the international fruit and vegetable industry, which took place from 6 to 8 February in Berlin, bremenports, together with co-exhibitors DAL Deutsche Afrika Linien, Fruit Insurance and Heuer Logistics, demonstrated the logistical competence of Bremen's ports in the handling, insurance and shipping of fresh products. "The trade fair creates excellent opportunities for making contact with the most important target groups in the fresh produce market," said Michael Skiba, head of marketing at bremenports.



## Hafen trifft Festland

**REGENSBURG/LEIPZIG.** On 14 February in Regensburg and 12 March in Leipzig, the Seaports of Lower Saxony, JadeWeserPort, EUROGATE and TFG Transfracht presented the logistics portfolio that the ports of Lower Saxony have to offer in the form of Germany's only deepwater container port, Wilhelmshaven. In Regensburg, the Hafen trifft Festland event was linked to a BMW factory tour under the title of Fascination of Production. In Leipzig there was a look behind the scenes of Porsche manufacture and a voyage of discovery through the history of the sports car. The logistics service providers from the two economic regions then used the get-together for networking.



## Intermodal South America

**SÃO PAULO.** Brazil is Germany's most important trading partner in South America, especially when it comes to handling vehicles, machinery and forestry products as well as raw materials and products from the agricultural and food sectors. The team was accordingly represented at the German Ports joint stand at the Intermodal South America (19 to 21 March). bremenports and Seaports of Lower Saxony were present together with representatives of BLG Cargo Logistics, EUROGATE, J. MÜLLER Weser, Anker Schifffahrt and Container Terminal Wilhelmshaven JadeWeserPort-Marketing. Once on site, the partners used the occasion to visit other clients in the metropolitan region.

# EDITION JUNE 2019

## Main topic Fairs

Germany is the world's most popular trade fair location. Manufacturers and sellers from all countries come here to promote their goods and services and make contacts.



## Point of View

**Andreas Bullwinkel, managing director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing, on trade fairs and exhibitions.**

“ For the ports of Lower Saxony and Bremen, taking part in a wide variety of national and international trade fairs is par for the course and has long been an integral part of location marketing. From Husum to Houston, from Munich to Mumbai, and whether it's project logistics, wind energy or the broad issue of container transport, the northern German ports of Emden, Bremerhaven and Stade offer the logistics industry a broad range of solutions to the many challenges they face. What might sound rather abstract and commercial can in many instances be compared to a kind of family reunion for the maritime shipping industry. The industry's leading trade fair, transport logistic in Munich, is the perfect place to re-establish forgotten connections. The focus on the exchange of ideas in a relaxed and informal atmosphere creates a dialogue around current and future projects, a mutual sounding-out of potential synergies and business models, and a linking of customers with service providers. Whether before, during or after the trade fair, contact such as this serves to generate increased usage of the ports of Lower Saxony and Bremen, which in turn helps create jobs.

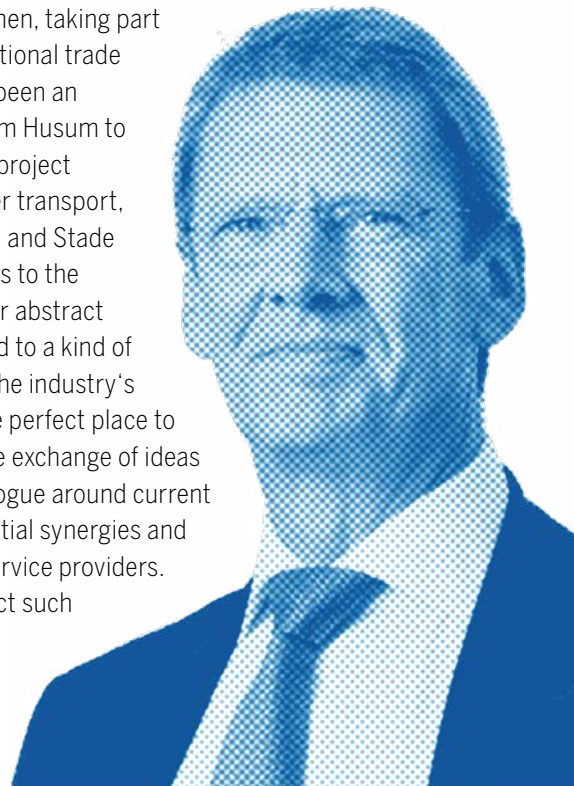


FOTO: JADEWESERPORT

### LOGISTICS PILOT

ISSN 2195-8548

#### Publisher:

bremenports GmbH & Co. KG  
Hafenstraße 49, 28217 Bremen  
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

The advertising price list from 1 November 2018 is valid.  
www.bremenports.de/logistics-pilot

#### Publishing house:

DVV Media GmbH  
Heidenkampsweg 73-79, 20097 Hamburg  
www.dvvmmedia.com

#### Project management:

Thorsten Breuer, responsible;  
Karin Kennedy

#### Editors:

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

#### Layout:

Design: Christine Zander  
www.artlidesign.de

#### Print:

müllerditzten<sup>AG</sup>, Bremerhaven  
www.muellerditzten.de

**LOGISTICS PILOT** is published six times a year in a run of 5,000 copies (German).

All editions are also available as PDF files in German and English. Scan the QR code or go to [www.bremenports.de/logistics-pilot](http://www.bremenports.de/logistics-pilot)



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### This magazine is a joint project of:

- bremenports GmbH & Co. KG
- Bremische Hafenvertretung e.V.
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