



# TIEFGANG#11

## FREIGHT VILLAGE RANKING

For the first time, the Freight Village Wilhelmshaven has made the leap into Europe's top 20 highest performing freight villages. **Page 3**

## INTERVIEW

Logistics real estate expert Stephan Dalbeck talks about what the market expects from modern logistics locations. **Page 6**

## "20IN20" CAMPAIGN

To mark the 20th anniversary of Eurogate, standard containers can be stored in Wilhelmshaven for 20 calendar days free of charge. **Page 7**

## THERE FROM THE START

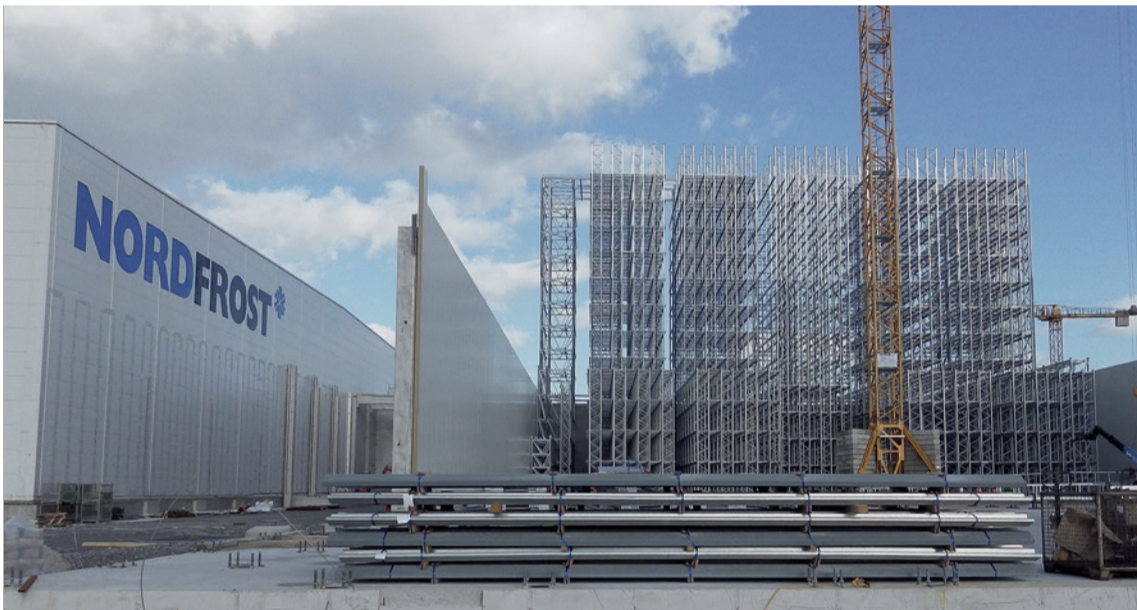


PHOTO: DIETMAR BÖKHAUS

*Nordfrost has been a tenant at Freight Village Wilhelmshaven from the very beginning. Germany's market leader in deep-freeze logistics has been based in the freight village since the deep-water port was opened in 2012 – and has been busily investing ever since.*

The diggers are currently on the move again in the Freight Village Wilhelmshaven: Nordfrost is building an 8,000 square metre three-aisled heavy-duty hall on the terminal site. This will be joined by a 36 metre high, fully automated deep-freeze high-bay warehouse, which will be ready for operation from 2021. The new warehouse will also have a hygiene area with packaging lines for food processing on behalf of customers.

The reason behind the construction measures is that Nordfrost is diversifying its business strategy on the site – the activities of Germany's largest deep-freeze logistics company today extend far beyond temperature-controlled

transport: they also include fresh goods and plus-grade temperature-controlled foodstuffs. The company has also added a further pillar to its business with their General Cargo/Dry Goods division.

Nordfrost has invested a total of around 110 million euros in the existing facilities in Wilhelmshaven, and is making the same amount available again for the ongoing construction measures. This move signifies a clear commitment to the site at the only deep-water container port in Germany.

YOU CAN READ A REPORT ON NORDFROST'S ACTIVITIES AT CONTAINER TERMINAL WILHELMSHAVEN ON PAGES 4 AND 5.

## SIGNED: CHINA LOGISTICS INVESTS 100 MILLION EUROS

One of the largest Chinese logistics companies is investing around 100 million euros in Freight Village Wilhelmshaven. With the signing of a building lease contract in February for an area of 20 hectares, China Logistics gave the go-ahead for its "China Logistics-Wilhelmshaven Hub" logistics centre. In the future, the centre will process Chinese goods on 40,000 square metres of hall space and 110,000 square metres of uncovered storage space. Construction is scheduled to start in the winter of 2020/21, with the start of operations scheduled for 2021. A second phase will include a further hall with 20,000 square metres of space. The long-term goal of the Chinese partners is to process around 100,000 TEU per year. The site will have a rail connection so that trains from China could also be routed to Wilhelmshaven.

## AE TRADE ONLINE INCREASES PRESENCE

Online retailer AE Trade Online is expanding its capacities at Freight Village Wilhelmshaven, with an extension to the warehouse to be completed by mid-2020. This will increase their storage area by 1,200 square metres to around 2,700, and provide space for around 3,000 pallets. By the end of the year, the company is also planning to build an office complex for its administration. AE Trade Online sells high-quality decorative articles for home and garden under the Vivanno brand name. They are imported directly from Asia and shipped from Wilhelmshaven directly to end customers throughout Germany.



*"The Wilhelmshaven seaport offers the best nautical conditions and excellent hinterland connections, and our front row spot in the port means we can ensure our import and export processes are as fast as possible."*

Britta Bartels, Managing Director of Nordfrost GmbH & Co. KG

PHOTO: NORDFROST

## THREE QUESTIONS TO ...

*Dr Jörg Mosolf, CEO of the Mosolf Group, on the background to the company's move to Container Terminal Wilhelmshaven.*



PHOTO: MOSOLF GROUP

### **Dr Mosolf, what goals are you pursuing by locating your project office at Freight Village Wilhelmshaven?**

In the medium term, we will transfer the entire portfolio of our group of companies here to Freight Village Wilhelmshaven. This includes automobile transshipment, the sale and distribution of our Tropos ABLE compact electric commercial vehicle for urban logistics, and RoRo activities in the inner harbour with automobile transshipment to North Africa. We have a lot of plans, and this is the best place for us to grow in Northern Europe.

### **To what extent does Freight Village Wilhelmshaven offer the optimal conditions for your activities?**

It provides the infrastructure we need and proximity to the markets. We have a double-track railway connection, proximity to the motorway and are looking forward to expansion stage 2 of the deep-water port. In addition, there is plenty of space available and a great supply of labour.

### **Are you considering expanding your presence at Freight Village Wilhelmshaven in the medium or long term?**

Absolutely! We already feel very much at home. We are among the pioneers here, shaping the future of the port. We are very satisfied with the connections to Africa, as well as the automobile-related services at the Wilhelmshaven site that really add value – we are already making a start with those now.



PHOTO: MOSOLF

## MOSOLF LEASES LOGISTICS **SPACE FOR CARS** IN THE FREIGHT VILLAGE WILHELMSHAVEN

*By the middle of the year, a space of 30,000 square meters  
will accommodate up to 1,500 used cars.*

At the beginning of April, the automotive logistics company Mosolf began temporarily storing vehicles at the Freight Village Wilhelmshaven. The first vehicles were delivered just four days after the company signed a leasing agreement for three hectares of car parking space in the Freight Village Wilhelmshaven TruckServiceCenter.

The Mosolf Group, which is celebrating its 65th anniversary this year, will use car transporters to deliver more cars via the A29 motorway to be stored for various manufacturers in the next few weeks. By the middle of this year, a space of 30,000 square metres will accommodate up to 1,500 used cars. The lease initially runs until 30 June 2020 with the option to extend it further.

At the same time, the Mosolf Group is further expanding its presence on the Freight Village Wilhelmshaven site. The company has recently taken over a 930 square metre hall plus office space that will serve as a sales and service centre for the Tropos electric commercial vehicle and other vehicle services.



# FREIGHT VILLAGE WILHELMSHAVEN LEAPS INTO THE TOP 20

*The Deutsche GVZ-Gesellschaft (German Freight Village Association, DGG) has published the results of the third freight village site ranking in Europe. The Freight Village Wilhelmshaven made a big leap to 16th place, with its existing options for expansion scoring particularly highly.*



<b>Bremen</b>	<b>1</b>	
	<b>2</b>	<b>Quadrante Europa Verona</b>
<b>Nuremberg</b>	<b>3</b>	
	<b>4</b>	<b>Zaragoza</b>
<b>Berlin South Grossbeeren</b>	<b>5</b>	
	<b>6</b>	<b>CLIP Logistics</b>
<b>Parma</b>	<b>7</b>	
	<b>8</b>	<b>Bologna</b>
<b>Cargo Center Graz</b>	<b>9</b>	
	<b>10</b>	<b>Padova</b>
<b>Nola</b>	<b>11</b>	
	<b>12</b>	<b>Berlin West Wustermark</b>
<b>RRT Kouvola</b>	<b>13</b>	
	<b>14</b>	<b>Torino</b>
<b>Leipzig</b>	<b>15</b>	
	<b>16</b>	<b>Freight Village Wilhelmshaven</b>
<b>Ennshafen</b>	<b>17</b>	
	<b>18</b>	<b>BILK</b>
<b>Erfurt</b>	<b>19</b>	
	<b>20</b>	<b>ZAL Barcelona</b>

Every five years, DGG compiles the European freight village ranking, which provides important insights into the world of freight villages in Europe. The member countries of the European freight village umbrella organization Europlatforms, which accompanied the study for the first time, were a major focus of this year's analysis. The aim was to gain new insights for the further development of freight villages in Germany and Europe by comparing the performance of the sites.

What is striking about the results is the increase in the number of countries with freight villages in the top 10 compared to 2015. Whereas in the past, Italian and German locations dominated the top 10, Spain, Austria and Poland are now also represented. This leads to the conclusion that the European freight village landscape is broader than five years ago.

## CENTRES CONTINUE TO DEVELOP

The ranking also shows that the centres have developed throughout Europe and have been among the most exciting and successful logistics locations for years. This is reflected, for example, by the high number of employees, the range of service facilities and the committed freight village sponsors.

In addition, freight villages are successfully positioned in the logistics market thanks to their centrality and often trimodal transport connections. The associated (intermodal) networking of locations is also becoming increasingly important. Freight villages also benefit from the tailwind provided by the many new city logistics projects in urban European regions.

## EXPANSION CAUSES PROBLEMS

But where there is light, there is also shadow. Only a few locations with expansion options such as those at the Freight Village Wilhelmshaven can expect to develop accordingly. Moreover, the shortage of skilled workers is no longer a predominantly German challenge. For the first time, risks from the impact of climate change were also discussed in detail, and the negative effects of trade conflicts and Brexit have also been identified as possible risks. Due to its timing, however, the effects of the corona crisis were not taken into account in the current ranking.

## AN EXPRESSION OF DYNAMIC DEVELOPMENT

The Freight Village Wilhelmshaven was ranked an excellent 16th place in the third European freight village ranking, which was compiled by the Deutsche GVZ-Gesellschaft (German Freight Village Association, DGG) based on 38 evaluation criteria. This may at first surprise some observers, but it is an expression of the dynamic development in recent years.

The aim of the study was to gain valuable new insights by comparing sites' performance for the further development of freight villages in Germany and Europe. In the evaluation of the individual sites, the team of experts placed great emphasis on intermodality, freight village management and space options.

In all three points, the Freight Village Wilhelmshaven performs well above average. First and foremost, the freight village management in Wilhelmshaven is considered the benchmark in Germany. Wilhelmshaven's innovative events, diverse marketing activities and intensive investor support stand out in particular.

Taking into account the fact that a significant number of freight villages have no or only very limited options for expanding their space and are therefore increasingly limited in their chances of developing, the prospects at Wilhelmshaven in this respect are of additional importance.

Despite all the positive developments, however, there are still considerable challenges for the Freight Village Wilhelmshaven, as there is still room for improvement in the key company and human resources indicators compared with the rest of Europe. Those responsible for the freight village are aware of this, and it will be one of the central tasks in the coming years.



PHOTO: DGG

## DR THOMAS NOBEL

Managing Director  
of the Deutsche GVZ-Gesellschaft mbH (DGG), Bremen

# NORDFROST GIVES YOU A FIRST ROW SEAT

*The location is unique: the Nordfrost Seaport Terminal extends directly behind the container transshipment facilities at Port of Wilhelmshaven. The family-owned company has been building up a comprehensive range of port logistics services here since 2012 – proving that it has mastered supply chain management for all types of goods.*

Even without a visit to the deep-freeze warehouse, which has a temperature of -22 degrees Celsius, the tour of the Nordfrost warehouses in the Freight Village Wilhelmshaven logistics area is impressive. Branch manager Philipp Brandstrup casts out his arm over dozens of pallets full of sacks with white contents: “This is milk powder from German dairies, which we store in containers for sea transport to Asia.” At the rear of the hall, a Nordfrost team uses special forklifts to manoeuvre further pallets to the top level of the approximately 15-metre high shelving system. “These are export goods too, but they will only be shipped in a few days,” Brandstrup explains.

In the next hall the scene is similar, except this is where imports are handled. Warehouse workers are unpacking a container with garden furniture. “These are destined for a large chain of DIY stores – we pick them here for delivery to the individual branches,” says Brandstrup. The tour between the huge shelving systems on one side and the staging areas on the other side of the warehouse could go on for some time, but Brandstrup stops at a wall with a large number of aerial photographs documenting the growth of the Nordfrost Seaport Terminal Wilhelmshaven.

## **CONTINUOUSLY EXPANDING CAPACITY**

In mid-2012, operations began with the fresh produce terminal – two halls with a total of 30,000 pallet spaces – and the official control centre with space for the veterinary office, the Chamber of Agriculture, the Federal Office for Agriculture and Food and the Lower Saxony State Office for Consumer Protection and Food Safety. This was followed in early 2018 by the two halls of the deep-freeze warehouse with a total capacity of 35,000 pallet spaces, and in autumn 2018 by the two halls of the General Cargo Terminal on the northern side of the building, where milk powder and garden furniture are currently handled on a total of 20,000 square metres. In the same year, the centre for food processing with a 2,500 square metre hygiene area was put into operation. And the view from Brandstrup's office window, looking out onto the Container Terminal Wilhelmshaven container gantry cranes, shows that construction work continues unabated on the 33-hectare Nordfrost site.

Branch manager Philipp Brandstrup in Nordfrost's general cargo warehouse at Container Terminal Wilhelmshaven



Within a few years, the seaport terminal in the Wilhelmshaven container port has developed into a very important location among the 40 Nordfrost sites nationwide. With the Container Terminal directly on one side and the motorway access road on the other, as well as its own rail connection, the location is ideal for a logistics all-rounder like Nordfrost. "The Wilhelmshaven seaport offers the best nautical conditions and excellent hinterland connections, and our front-row spot in the port ensures our import and export processes are as fast as possible," says Nordfrost Managing Director Britta Bartels.

#### THE PORT IS DEVELOPING POSITIVELY

Of course, in her view as an entrepreneur, transshipment at Germany's only deep-water port should be growing even faster. But Britta Bartels is convinced that the port will develop: "We are pleased that, with China Logistics, another investor has chosen Wilhelmshaven with the potential to attract further cargo volumes to the port. This once again confirms the appeal of the Wilhelmshaven container port. We, above all our father and company founder Horst Bartels, have always believed in it from the very beginning and have promoted it, both in constant customer contact and with investments."

The plans and projects for the Nordfrost seaport terminal in Wilhelmshaven led to diversification in the company's development. Germany's largest deep-freeze logistics company has long since ceased to focus solely on temperature-controlled goods in its growing port logistics business. In addition to deep-frozen products, Wilhelmshaven also transports fresh goods (0-7 degrees Celsius) and food at 14-18 degrees Celsius, and has also created a further pillar with their General Cargo/Dry Goods division.

#### FEARLESS IN THE FACE OF A CHALLENGE

The Nordfrost specialists are not afraid of taking on a big project – they are currently building an 8,000 square metre three-aisled heavy-duty hall on the terminal site. With

the help of the overhead cranes, which can carry up to 120 tons, even very heavy loads can be moved there. The hall with its own rail connection is designed for project cargo, which is considered to have particular growth potential in Germany as an export and mechanical engineering nation. "In our hall we can pack components of all sizes up to heavy loads, and not just for sea transport," Philipp Brandstrup explains. "Here, we will also have the option dismantling large systems or shipping them as a whole." In brief, because more and more machines and systems are too big to be transported by road in their entirety, there is a demand for suitable assembly stations directly in the seaports. "Here, too, Wilhelmshaven has the decisive advantage that the assembly halls are located right in the port, meaning that there is no need for complicated road transport on the last mile," says Brandstrup.

#### THE FUTURE HAS BEGUN

Since 2012, the company has already invested 110 million euros in the facilities that are currently in operation at Freight Village Wilhelmshaven. With the ongoing construction that started in June 2019, the same amount will be made available until 2021 to pave the way for the future. The company is keeping its origins in mind – besides the aforementioned heavy goods hall, the plans currently being implemented include a 36-meter-high deep-freeze high-bay warehouse, which will be operated fully automatically from 2021. This includes a further hygiene area for food processing to customer order where packaging lines will be used. A new office building and the rail connection on the Nordfrost seaport terminal site round off this construction phase. On the area of between 10 and 11 hectares that will then still be available, they are considering building multipurpose halls that can be used flexibly to cater to the diverse needs of shippers wanting to ship via Wilhelmshaven.



Ground-breaking ceremony in March 2017 for the construction of the deep freeze facilities at the Nordfrost seaport terminal in the Freight Village Wilhelmshaven. Company founder Horst Bartels (centre), who died in February, with his son Dr Falk Bartels (left) and daughter Britta Bartels (right).



PHOTOS: JADEWESERPORT/AXEL BIEWER, INGE MEYER

*For logistics real estate expert Stephan Dalbeck, it is only a matter of time until space becomes scarce at Freight Village Wilhelmshaven too.*

# GLOBAL HUB WILHELMSHAVEN

**Mr Dalbeck, the market for logistics real estate is experiencing a real boom. Can you already estimate what effects the Corona crisis will have on the market?**

It is still too early to make an exact forecast. The logistics sector will certainly not remain unaffected. While some food and online retailers, for example, are just reaching the limits of their capacity, the situation in the automotive industry is quite different. In the long term, however, I think that the crisis will reinforce existing trends such as online trade, which is continuing to grow.

**What does the market expect from modern logistics locations?**

Modern logistics locations have very good, ideally trimodal, transport connections. In addition, they have excellent infrastructure with very good performance when it comes to the power supply, high capacities in terms of Internet connections and telecommunications, and good accessibility for workers. The potential labour supply is also an increasingly decisive factor. If the location then also offers opportunities for future expansion, it is almost perfect.

**Can you imagine that the demand will change in the future?**

Users already expect more and more flexibility in terms of space requirements, technical equipment and running times. Developers have to reconcile these expectations with the sometimes very specific usage concepts. One change, as the climate protection debate continues, will certainly be to promote the use of rail and waterways. Our own intermodal rail freight hub, "iPort Rail" in northern England, has already shifted much of its freight from road to rail, thus reducing CO<sub>2</sub>. Here, too, it is important to choose the right location to ensure it has the necessary flexibility.

**How do you rate urban environments as sites for logistics projects?**

Development space in urban environments is not only scarce, but also expensive. End customers simply will not accept higher delivery charges for financing inner-city logistics concepts, so it is not worth investing in densely built-up areas. Berlin is an exception – land prices are just about affordable around the motorway ring.

**What are the location advantages of Freight Village Wilhelmshaven from the perspective of a property investor?**

The trimodality, the excellent hinterland transport links, the availability of space and the potential labour supply are Container Terminal Wilhelmshaven's greatest advantages in terms of location. In addition, there is an enormous potential for global goods traffic via the deep-water port – traders and transport companies alike see the location as a global hub. From our point of view, it is only a matter of time until space also becomes scarce at Container Terminal Wilhelmshaven. The advantages of the location are clear, and more and more market participants are seeing them too.



Stephan Dalbeck is Business Development Director at industrial and logistics real estate investors Verdion.



PHOTO: VERDION



# EUROGATE PROMOTION “20in20”

*Standard containers are stored at  
Container Terminal Wilhelmshaven  
free of charge for 20 calendar days.*

Eurogate celebrated its 20th anniversary last year. To mark this occasion, the container terminal and logistics group launched its “20in20” campaign at Eurogate Container Terminal Wilhelmshaven: Until the end of this year, all shipping companies and shippers have the chance to store their standard containers for 20 calendar days free of charge. The campaign is limited to ISO standard containers (20, 40 and 45 feet, and High Cube) and applies to local import and export cargo. It does not apply to non-ISO containers, refrigerated containers, dangerous goods, empty containers, transshipment and break-bulk cargo, nor to other Eurogate terminals.

## CONTAINER TERMINAL WILHELMSHAVEN IS THE PORT OF THE FUTURE

Torsten Meyer, Sales Manager at Eurogate, cites the great importance of the deep-water port for the future development of German maritime logistics as the reason Wilhelmshaven was selected for the campaign: “Container Terminal Wilhelmshaven is Germany’s container transshipment centre of the future. The nautical conditions here are ideal for vessels of all sizes, especially for the growing number of ultra-large container vessels with a capacity of more than 20,000 TEU. Its exposed location, short estuary trips, non-tidal berthing facilities and a guaranteed water depth of 18 metres at the quayside put Container Terminal Wilhelmshaven on a par with Rotterdam and are otherwise unparalleled in Europe”.

The “20in20” campaign runs until the end of the year.

*“In times of fluctuating and sometimes uncertain shifts in the global economy, we are offering our customers significantly more flexibility with the ‘20in20’ campaign. Delays in vessel calls or even cancellations won’t result in additional financial burdens.”*

Torsten Meyer, Director Sales at Eurogate



## LOGISTICS COMPANY BEEKEN PARTICIPATES WITH ITS OWN CAMPAIGN

The logistics service provider Beeken, which operates its own site in Wilhelmshaven, has joined the campaign and is offering customers its own discount as part of the “Site Programme 2020”. For every 20th container of a volume placed with the freight forwarder, customers will receive a 20 percent discount on the trucking price, free loading and unloading at the company’s own multi-user terminal and free storage of the goods it contains for 20 days. This promotion also applies to ISO standard containers if all containers are transhipped (in and out) via Container Terminal Wilhelmshaven. Dangerous goods, refrigerated containers and break bulk are excluded.

PHOTO: EUROGATE



PHOTO: [M] PIXABAY

## TFG TRANSFRACT **EXTENDS** HINTERLAND **CONNECTIONS**

Container Terminal Wilhelmshaven and Freight Village Wilhelmshaven customers now have even more options for shipping their goods to the European hinterland. TFG Transfracht, the market leader in containerised hinterland transport at German seaports, is integrating the Container Terminal Graz into its AlbatrosExpress network and further expanding the connections between Austria and the German seaports. TFG is thus consistently pursuing its internationalization strategy and is now offering new transport options from Graz to the North Sea ports and on the Koper-Graz route.

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