

EDITION
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 GERMAN PORTS

LOGISTICS PILOT

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Focus on:
Scandinavia

“Germany has much to learn from the Scandics”

Prof. Dr. Claudia Kemfert, head of the Department of Energy, Transport and Environment at the German Institute for Economic Research (DIW Berlin)



Dear readers,

Trade between Germany and Scandinavia is of great importance for both sides. For the Scandinavian countries, Germany is their primary trading partner. For Germany, trade with Scandinavia offers a window of opportunity after the UK’s withdrawal from the EU. The Germans should take advantage of this by filling supply chains.

There is a lot Germany can learn from Scandinavia. The Nordic countries have a high level of digital skills. At the same time, the Scandinavians show that commercial considerations can be combined with environmental protection and mitigating climate change. Denmark is aiming to reduce its greenhouse gas emissions by 70 percent by 2030 from 1990 levels. The current coronavirus pandemic will certainly see a reduction in CO₂ emissions in Germany, but experience shows that after such crises, emissions will return to, if not exceed, former levels.

Important economic decisions need to be taken now, and in such a way as to provide reliability for the future. To overcome the effects of the pandemic, the state will provide extensive economic aid. From the outset, this should be sustainable, so that the economy and society are protected from the effects of climate change and the decline in biodiversity. Support should be provided where possible for innovative green technologies. In this regard, the Scandinavians, with their high levels of investment in environmental technologies and research, should be our role models.

This applies especially to the shipping and ports sector, where we are still far from exploiting the potential for environmental and resource-saving technologies. IMO resolutions to reduce shipping’s CO₂ emissions by 50 percent by 2050 fall far short of what is required. Investment in new propulsion systems should continue apace, and after the crisis, renewable energies should be given priority. For the shipping industry, the supply of shore power to ships should become more attractive in terms of price. The German government’s announcement that it intends to create an exception for the reduction of the levies applied under the Energy Saving Act (EEG) should now be implemented without delay.

Yours sincerely, Claudia Kemfert

COVER IMAGE MONTAGE: HEIKE MAY; BETO; STÖCKLI/NASA; ERDOBSERVATORIUM; KESS KLINGE; PIXABAY (5); UNSPLASH (3); ISTOCK/BARANZOZEMIR; BREMEN PORTS; MACROVECTOR/FREPIK.COM; PHOTO PAGE 3: OLIVER BETKE/FOTO SEITE 3; OLIVER BETKE

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Northern powerhouse

It's not just in quality of life and educational standards that the Scandinavian countries lead the world. They are role models economically too, with low national debt, political stability and high levels of exports.

The economy in Scandinavia, like so much else there, appears to be in rude good health. Norway in particular is one of the most important exporters of oil and gas to the EU, while in the other Scandi countries, sectors such as wood and wood processing, mechanical engineering, shipbuilding and vehicle construction are all important pillars of the economy. For Denmark, Finland and Sweden, Germany is their most important trading partner for both imports and exports. For Norway, it is their second largest trading partner.



German-Scandi economic ties

Germany's trading partners in order of value

Exports 2019 (in €1,000)

1. USA	118,666,503
15. Sweden	24,925,211
18. Denmark	19,271,282
24. Finland	11,079,851
30. Norway	9,139,275

Imports 2019 (in €1,000)

1. China	109,661,989
20. Sweden	15,430,719
22. Norway	11,868,453
23. Denmark	11,817,458
28. Finland	9,092,136

SOURCE: DESTATIS 2020

PHOTOS: PORT OF GÖTTEBURG, FREEPIK.COM, FREEPIK.COM/FLATICON (8), INFOGRAFIKEN: HEIKE MAY

Norway

Capital:	Oslo
Pop. 2019:	5.4 million*
Size:	328,802 km ²
GDP/head 2019:	\$77,975*

*provisional assessment or forecast

Key import goods 2018

as % of overall imports

1. Vehicles and parts	11.4%
2. Equipment	11.1%
3. Chemical products	9.6%

Key export goods 2018

as % of overall exports

1. Natural gas	28.9%
2. Crude oil	26.9%
3. Food	10.3%

Key import countries 2018

by %

1. Sweden	12.1%
2. Germany	10.9%
3. China	10%

Key export countries 2018

by %

1. UK	21.6%
2. Germany	16.0%
3. Netherlands	10.6%

SOURCE: GERMANY TRADE & INVEST 2019

Sweden

Capital:	Stockholm	Size:	450,295 km ²
Pop. 2019:	10.0 million*	GDP/head 2019:	\$51,243*

*vorläufige Angabe, Schätzung bzw. Prognose

Key import goods 2018

as % of overall imports

1. Vehicles and parts	11.2%
2. Chemical products	10.3%
3. Equipment	9.5%

Key export goods 2018

as % of overall exports

1. Vehicles and parts	14.2%
2. Equipment	13.9%
3. Chemical products	11.6%

SOURCE: GERMANY TRADE & INVEST 2019

Key import countries 2018

by %

1. Germany	17.9%
2. Netherlands	9.4%
3. Norway	8.6%

Key export countries 2018

by %

1. Germany	10.6%
2. Norway	10.4%
3. Finland and Denmark	6.9% each

German export goods per SITC

as % of overall imports 2018



SOURCE: GERMANY TRADE & INVEST 2019

Denmark

Capital:	Copenhagen	Size:	43,094 km ²
Pop. 2019:	5.8 million*	GDP/head 2019:	\$59,795*

*provisional assessment or forecast

Key import goods 2018

as % of overall imports

1. Chemical products	12.3%
2. Food	11.2%
3. Equipment	9.5%

Key export goods 2018

as % of overall exports

1. Chemical products	21.2%
2. Food	16.1%
3. Equipment	14.4%

SOURCE: GERMANY TRADE & INVEST 2019

Key import countries 2018

by %

1. Germany	22.5%
2. Sweden	11.8%
3. Netherlands	7.7%

Key export countries 2018

by %

1. Germany	14.6%
2. Sweden	10.7%
3. UK	6.2%

Finland

Capital:	Helsinki
Pop. 2019:	5.5 million*
Size:	338,145 km ²
GDP/head 2019:	\$48,869*

*provisional assessment or forecast

Key import goods 2018

as % of overall imports

1. Chemical products	10.2%
2. Equipment	9.7%
3. Vehicles and parts	8.9%

Key export goods 2018

as % of overall exports

1. Equipment	15.5%
2. Paper, cardboard	11.3%
3. Raw materials (excl. fuel)	10.0%

Key import countries 2018

by %

1. Germany	15.2%
2. Russia	13.9%
3. Sweden	10.8%

Key export countries 2018

by %

1. Germany	14.8%
2. Sweden	10.2%
3. Netherlands	6.5%

SOURCE: GERMANY TRADE & INVEST 2019

IN BRIEF

BREMEN. At the end of March, bremenports became the first German port management company to publish its sustainability report online as well as in print. The report, which is certified by TÜV Nord, covers the economy, environment, society and employment for the years 2017/2018 and for the first time includes the UN's sustainable development goals.

BREMEN/WISMAR.

Together with the University of Applied Sciences in Wismar, bremenports has since March been training international specialists and managers around the world via its new online MBA entitled International Logistics and Trade. The course is aimed at aspiring business development managers, supply chain managers and international affairs managers. On completion, students are awarded their MBA from the University. The enrolment period for the winter semester 2020/21 runs until 31 August. More information at www.wings.de/logistik.



Bremische Häfen taskforce helps ensure continuity

BREMEN. Since the end of March, the Bremische Häfen taskforce has convened more than forty representatives from the port and logistics industry in the State of Bremen and from regional and national associations. The taskforce deals with crisis management and the economic impact of, and possible solutions to, the current pandemic. At its inaugural meeting on 25 March, Dr. Claudia Schilling, Bremen's Senator for Science and Ports, promised her support for the port and logistics companies

affected. "Bremen's ports are the engine of the Bremen economy," she said. "Every fifth job depends on them. In addition, the port and logistics industry plays a central role in ensuring that supply chains, and thus the supply of goods to Bremen and Germany as a whole, are maintained." In this context, bremenports points out that all those involved work closely together and that since the outbreak of the pandemic, Bremen's ports have been "fully functional".



Enercon bets on Emden

EMDEN. Ailing wind turbine manufacturer Enercon announced in April that it would in future be manufacturing concrete towers in Emden. According to managing director Volker Burkandt, this means that the WEC manufacturing site, which supports almost 190 jobs, is secure for now. Enercon has decided against the Magdeburg plant. A company spokesman explained that Emden has significant locational advantages. Thanks to direct sea and inland port connections, it is closer to important export countries such as the Netherlands and the rest of the Benelux region.



Mission accomplished

BREMEN. On May 2, a Boeing 777 from Shanghai landed at Bremen airport. On board were 750,000 facemasks and 250,000 protective suits from China, all destined for the state of Bremen. The production, purchasing and transport of the protective equipment were organised by Peter Nowack, head of Blumenthal's local office, together with TO Group and Hansetrans. The funding came from the Bremen Senate. "All this in eight days!" said Nowack. "It's amazing what Bremen authorities and companies have been able to accomplish in such a short space of time."



Environmental management award

WILHELMSHAVEN. The environmental management system at JadeWeserPort has been PERS-certified for the third time since 2015. PERS stands for Port Environmental Review System, a tool for analysing and monitoring environmental management, especially in ports. The certificate was issued by the EcoPorts international body on the basis of the current environmental report of the JadeWeserPort implementation company (JWPR). Photo: managing director Holger Banik (l.) and environmental coordinator Silke Lüders.



New website with in-house models

BREMEN. At the world's largest processing site for green coffee in Bremen, J. MÜLLER Weser handles more than 300,000 tonnes of beans annually. In addition to storage facilities, the company offers various services on-site, such as cleaning and blending. The company has also developed a new website, www.kaffee-jmueller.com, which showcases their coffee logistics expertise. For extra authenticity, the website features photos of current employees.



Stable turnover for 2019

WIESBADEN. German ports handled 294.5 million tonnes of goods last year. That was 0.3 percent less than in 2018, the German Statistical Office announced in March. The volume of imports rose by 0.3 percent year-on-year, while export volumes fell by 0.8 percent. 23.9 million tonnes of the transshipment volume were accounted for by Chinese trade, almost nine percent more than in 2018. Container transshipment in 2019 was 15.1 million TEUs. China also led the way in container traffic with German ports (3.1 million TEU).



Storm floods cause limited damage

OLDENBURG. Autumn to spring is storm surge season, when water levels in coastal areas, triggered by strong winds, exceed 1.5 metres above mean high water (MHW). As the storm surge balance sheet for 2019/2020 shows, the protective measures taken by NPorts against this natural phenomenon have had the desired effect: apart from rubbish driven into the port areas by the strong winds, only minor damage was recorded in Brake, Cuxhaven, Emden, Norden and Wilhelmshaven.



Bovenschulte comes to bremenports

BREMERHAVEN. Bremen's mayor Andreas Bovenschulte (l.) visited port management company bremenports in May. At Container Terminal Bremerhaven he was brought up to date about upcoming investment projects by managing director Robert Howe. Bovenschulte emphasised the need for Bremen's ports to emerge stronger than ever from the current crisis and noted that the Senate had passed important measures to support the port and logistics industry, such as deferrals for rent, lease, ground rent and port fees.

IN BRIEF

BREMEN. After the companies of logistics service provider Leschaco were granted the status of authorised economic operator (AEO) in Belgium and Brazil last year, the company was also certified in the Netherlands in March 2020. Leschaco Nederland is now an official business partner for customs clearance in international commerce.

BREMEN. The digital transformation of port management continues. In May, the software for managing Bremen's port fees was completely renewed. "Port fees are an essential component in financing port maintenance," says bremenports's managing director Robert Howe. "The aim of the project was to make the processes customer-friendly, transparent, fast and above all secure." This was achieved in cooperation with Bremen-based IT service provider Abat and its subsidiary ID-Impuls. According to bremenports, the system change will allow for enormous acceleration. In future, it should also improve the evaluation of data.



Rhenus extends container depot

WILHELMSHAVEN. In April Rhenus Midgard began expanding its container depot at the JadeWeserPort freight traffic centre. It was originally opened in July 2017 and is now to be extended by a third to about 4,000 square meters. Like the existing facility, the additional space is designed for the storage of containers for hazardous substances. Rhenus customers include freight forwarders, shipowners and companies from the chemicals and food industries. Construction work is scheduled to be completed this summer.

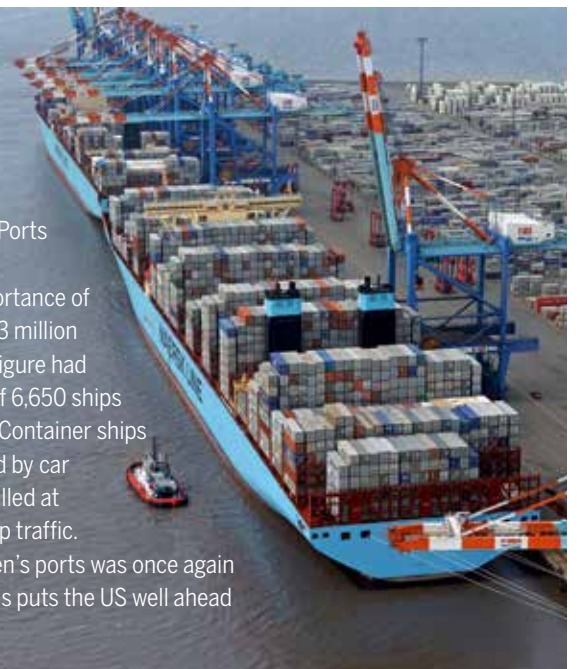
Broad support by and for Bremen industry

BREMEN. "Although many companies are currently going through a difficult time, we are experiencing an unbelievably positive response from business," said Bremen's Senator for Economic Affairs Kristina Vogt (left) in April. During the coronavirus crisis, Lloyd shipyard, Mercedes, the German Painters' and Carpenters' Guild, Stahlwerke Bremen, Bremen freight forwarders BLG LOGISTICS and the Lürssen shipyard have all donated facemasks. Disinfectant has been donated by the ArianeGroup while Beck's brewery has produced alcohol for disinfection purposes. Numerous other companies from the region have also made donations.



Hafenspiegel 2019: US again most significant trading partner

BREMEN. In April, Bremen Senator for Science and Ports Dr. Claudia Schilling and bremenports presented the Hafenspiegel 2019, which showed how much the importance of the ports has grown over the past 50 years. In 1970, 23 million tonnes were handled via Bremen's port. By 2019 the figure had risen to just under 70 million tonnes. In 2019, a total of 6,650 ships called at the twin ports of Bremen and Bremerhaven. Container ships accounted for the largest share (57 per cent), followed by car carriers with 29 per cent. The 130 cruise liners that called at the cruise terminal accounted for three per cent of ship traffic. In 2019 the most important trading partner for Bremen's ports was once again the US, to where 6.5 million tonnes were exported. This puts the US well ahead of China (3.1 million tonnes) and Mexico.





Volle Docks und Kais bei EWD

EMDEN. While many companies are concerned about a lack of orders in the wake of the coronavirus crisis, Emdner Werft und Dock (EWD) recorded high capacity utilisation in mid-April. Two cruise ships and four research vessels were in the yard for repairs. The cruise ships *Amera* and *Albatros* and research ships *Meteor*, *Maria S. Merian* and *Sonne* were accommodated at short notice, says managing director Niels Rehbock. And since 2019, defence research ship *Planet* has been on site for a general overhaul.



Seute Deern scrapped at Baltimore Pier

BREMERHAVEN. The wreck of the former museum ship *Seute Deern* has been removed from its berth in front of the German Maritime Museum (DSM) to the southern end of the *Alter Hafen*, where it is due to be dismantled. DSM is currently conducting a survey for a possible reconstruction of the ship. "We are making sure that the *Seute Deern*, with its special construction method, its interiors and superstructures is measured, photographed and documented accurately," says Dr. Lars Kröger, project manager for the redesign of the museum harbour at the DSM.



Mosolf parks vehicles in Jade-WeserPort distribution centre

WILHELMSHAVEN. In April, automotive logistics company Mosolf commenced temporary storage of vehicles in the JadeWeserPort freight centre (GVZ). This includes up to 2,000 returns from car rental companies. At the Hanover quay in Wilhelmshaven, the Mosolf Group plans to handle cars for transport to North Africa. By the middle of this year, up to 1,500 used cars are to be stored on 30,000 square meters. In the long term, a separate terminal is planned for car handling in Wilhelmshaven.



NPorts tests marine waste containers

OLDENBURG. In April, to counteract the increasing pollution of the world's oceans, NPorts installed two 'seabins' at its ports in Emden and Wilhelmshaven. The seabins are designed to collect plastic waste from the water in the harbours and enable the collection of relevant data. "Port management means taking responsibility, and environmental protection is a part of that. That's why we take innovative measures to protect ecosystems at our sites," says Holger Banik, managing director of NPorts.

BLG reports healthy results for 2019

BREMEN. At its first digital balance sheet press conference on April 29, the BLG LOGISTICS GROUP presented its previous year's results. "The company generated solid returns in 2019. Overall we have more than achieved our goal of keeping revenue at a consistent level," said chairman Frank Dreeke. Such a secure foundation should enable the company to weather the current crisis. For 2019, the BLG Group has reported a turnover of 1.16 billion euros, up 17.3 million euros (1.5 percent) on 2018. Pre-tax results (EBT) is at last year's level of 37.5 million euros.





The constant of the North

Hand on heart, who doesn't envy the Scandinavians? Once again they've come out top in the World Happiness Report. Economically, too, our friends in the North are some of Germany's most important trading partners.

For the ports in Lower Saxony and Bremen, trade with Denmark, Sweden, Norway and Finland is crucial. Especially as all four countries have a high degree of political and economic stability.



The latest World Happiness Report shows that, when it comes to life satisfaction, no-one beats the Scandinics. With Finland, Denmark, Norway and Sweden occupying first, second, fifth and seventh place respectively, they dominate the top ten. For many people Scandinavia is synonymous with stable political and economic conditions, high educational standards and the adoption of new technologies. Economically, too, the group score highly in GDP (see pages 4 and 5) and the Doing Business index. This latter ranking, which is drawn up annually by the World Bank, uses ten indicators to examine how difficult it is to set up a business in a country, the effort required to obtain building permits, and how easy it is to access credit and electricity. The Doing Business Index for 2020 puts Denmark in fourth place, Norway in ninth, Sweden in tenth and Finland in twentieth, two places ahead of Germany.

Valued partners for Bremen and Lower Saxony

Our northern neighbours are also of great importance for the maritime economy in Lower Saxony and Bremen. “The Scandinavian region is often underestimated in its importance for Bremen’s ports,” says bremenports managing director Robert Howe. “Sweden, Finland, Norway and Denmark are also among our most important foreign trade regions worldwide, with around 8.1 million tonnes of imports and around 2.9 million tonnes of exports.” Every sixth tonne of sea cargo handled in the Bremen ports comes from or goes to Scandinavia. “This clearly makes northern Europe the number one destination among all European destinations,” says Howe.

“These figures are testament to the many long-standing and proven partnerships between us.”

“This also applies to Germany as a whole, because the Scandinavian countries have occupied a prominent position in the current account balance of Lower Saxony’s ports for years,” says André Heim, marketing manager at Seaports of Lower Saxony. “A wide range of different types of goods pass through the quay, especially cars, containers, forest products, trucks, RoRo transport and project cargo.” The JadeWeserPort also plays an important role here. “As the easternmost deep-water port in the North Range, we have optimal conditions to act as a hub for cargo volumes in Scandinavia,” says Andreas Bullwinkel, managing director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing. “JadeWeserPort is connected to the numerous feeder ports in Scandinavia via several weekly routes in the Baltic Sea region. The Scandinavian countries represent an indispensable trading partner for us, especially in short sea traffic.”

The following statements from the companies KESS, BLG LOGISTICS and Cuxport show which challenges the partners have to contend with in their daily business, which strategies they use in their respective markets and which specific features characterise trade with Scandinavia.

Customers follow their own individual strategies

Through its subsidiary K-Line European Sea Highway Services (KESS), founded in 2003, the Japanese shipping company K-Line transports up to 900,000 vehicles annually with eleven car carriers in European short-haul traffic. ■■■



The markets in Scandinavia cover about 30 percent of the total volume of K-Line subsidiary KESS.



The 7,845m Öresund Bridge, which connects Copenhagen with Malmö, brings numerous new cars to Denmark by truck.

■■■ “Eight of these ships, carrying up to 1,500 cars, are regularly calling at ports in Scandinavia. The market there covers about 30 percent of our total volume,” says Jan Hagemann, general manager at KESS, outlining his company’s role around the Scandinavian peninsula. The strongest market for KESS in the region is Sweden, with up to seven calls per week. From Germany, the UK and Belgium, liner services call at the ports of Malmö, Halmstad and Södertälje (near Stockholm) several times a week. Each car manufacturer has developed its own individual strategy for which port to use to supply the market from this hub,” says Hagemann, explaining the different logistics chains in the automotive industry that are characteristic of the Swedish market. KESS handles its second highest volume in Scandinavia

via Finland with two to three arrivals per week. This is because over 100,000 passenger cars are built there per year on behalf of a German car manufacturer. “Finland is currently the strongest export country for us in Scandinavia,” says Hagemann. The focus is particularly on the port of Uusikaupunki, from where shipments are made to Bremerhaven and then around the world. “In the past, the frequency of departures was even higher than today because Finland was an important transit country for the Russian market. Since then the Russians have pushed ahead with the modernisation of their ports and their infrastructure to such an extent that they can do a lot on their own,” he explains. Since the KESS fleet was largely built to the highest ice class 1A, the shipping company is able to guarantee supplies in Finland throughout the year, even under difficult weather conditions.

The smallest market for KESS in Scandinavia is Denmark, with about one to two calls per month. Automotive logistics for Germany’s northern neighbours are usually handled via ports in Sweden or Bremerhaven, from where they are forwarded by road. As for Norway, it is not currently served by the K-Line subsidiary.

“In general, Scandinavia is an important market for us. It has a relatively stable economy and a constant level of car sales, which are distributed evenly throughout the year. In comparison, the UK market, for example, is subject to considerable seasonal fluctuations,” say Hagemann. On the other hand, the rapid growth in e-mobility, especially in Sweden and Norway, as well as the environmental awareness of the Scandinavians, pose real challenges for his company. Hagemann points to the growing transport volumes of e-vehicles. “At first glance, this would not seem to make any difference. But since e-vehicles are equipped with a much heavier battery than conventional passenger cars, and this battery is also associated with higher

With over 2.3 million vehicles per year, the Bremerhaven car terminal is one of the largest car ports in the world.





Not only are German vehicles distributed from Bremerhaven to Scandinavia and the European market, the location is also in demand as a hub for import vehicles from the Far East.

fire hazard potential, this makes a considerable difference to shipping companies' cargo plans."

Cars are the route to success

Good connections to the north are also important for BLG LOGISTICS (BLG), especially in the automotive sector. "Of the more than six million vehicles that we transport each year, we ship more than 320,000 from or to Scandinavia," says Stefan Nusch, marketing and sales director at BLG Automobile Logistics. Of these, around 140,000 vehicles are from Sweden, 110,000 from Finland and 70,000 from Norway. From the German point of view, the high-sales market of Sweden is primarily an export market, for which which Cuxhaven functions as BLG's main transshipment centre. From there, the seaport and logistics service provider controls the transport of the Volkswagen, BMW and Mercedes brands by short-sea feeder.

In vehicle transport with Finland, however, BLG acts predominantly as an import port operator. The cars produced there are brought to Bremerhaven on two ships a week before they are sent on to the European market or overseas. Parallel to this, Bremerhaven is the BLG hub for car exports to Norway. The site is the port of departure for both German manufacturers and import vehicles from the Far East. Like KESS, BLG also has a high proportion of e-vehicles in the Norwegian market. "The share of these EVs is around 30 percent," says Nusch. "For us, however, handling them is no different from handling conventional cars, as we load the cars according to the stowage plans of the shipping companies."

Nusch sees the sometimes limited parking space capacities in the ports there as a particular challenge in doing business with the Scandinavian countries. "Since for many customers we assume a buffer function, we have to look close-

ly at how we can find the right mix between the quantities requested and the local space available," explains Nusch. Looking ahead, he has one idea in mind that he would like to introduce to his business partners in Sweden: "For historical reasons, the Scandinavians are very water-heavy in their transport chains. But rail offers very a good opportunity to handle more traffic by rail." The railway infrastructure in Sweden is well designed for this, he says, as demonstrated by field tests that BLG carried out for Volkswagen at the beginning of this year with test trains. "This option would help the environment and port operations. It would also save a considerable amount of time. Train delivery from the VW plant to their Swedish destination took around 24 to 36 hours, while the same delivery by water took between 96 and 120 hours," says Nusch.

Forest products another important element

Alongside car transport, the shipping of paper and cellulose products is another key element of BLG's business with Scandinavia. This area of of the logistics company's activity – together with steel products, machines and other XXL goods – is assigned to the breakbulk sector and is largely managed from the Neustadt port. "Our focus here is on Sweden with 200,000 tonnes of kraftliner per year and Finland with about 60,000 tonnes of bale cellulose and about 30,000 tonnes of kraftliner per year", says Horst Kaupke, sales and marketing manager at BLG. Bremen has been the port of choice for Smurfit Kappa in this market for more than 50 years. In Piteå in northern Sweden, the company operates the largest paper mill for kraftliner in Europe and supplies its own folding boxboard plants in Germany with packaging paper via BLG in the Neustadt port. "Every Monday we dispatch a RoRo ship with paper rolls from the North in Neustadt harbour. ■■■



Aerial view of the Cuxport terminal. In recent years, Cuxhaven has developed into an important hub for trade with the Northern countries.

PHOTOS: CUXPORT, ISTOCK/BARANOTZEMIR, HENRIK MONTGOMERY/EPA, SHUTTERSTOCK, SCHWEDISCHE HANDELSKAMMER IN DER BRD

■ ■ ■ In total, Scandinavian volume accounts for about 20 percent of all handling,” says Kaupke. This also includes sawn timber from Sweden, which is transported to Bremen and from there shipped to the US. The same applies to special cellulose, which comes from the USA and is destined for Denmark.

Coronavirus halts Cuxhaven’s growth strategy

In recent years, Cuxhaven has developed into an important international hub for Scandinavian traffic. Every year recently, the third largest car port in Germany has shipped more than 390,000 new cars from name manufacturers to and from the UK and Scandinavia. “Thanks to its good connections, the location is highly attractive for producers and transporters from the Scandinavian countries,” says Arne Ehlers, deputy chairman of the Port Economic Community of Cuxhaven (HWG) and managing director of Blue Water BREB.

Against this background, the Swedish market is served by KESS with two weekly departures from the BLG terminal. Cuxport also functions as a transshipment centre for the dispatch of new vehicles to Denmark and Sweden by truck and ship. The range of services is rounded off by the weekly transport of high-and-heavy project loads with the Wagenborg shipping company’s RoRo line from the Cuxport terminal to the Swedish ports of Södertälje and Piteå. In addition, Turku in Finland is served by Mann Lines with a liner service. “Due to the effects of the pandemic on the global economy, however, many ships are currently lying up and many liner shipping companies are only operating very sparsely,” says Oliver Fuhljahn, head of automobile logistics at Cuxport and Cuxhaven and location manager for the Seaports of Lower Saxony. “We are therefore not expecting any significant increases and currently regard the Scandinavian market as static,” he adds. “But we expect a slow recovery as soon as production starts up again.” (bre)



In trade with Scandinavia, paper and cellulose products are among the main cargo handled. Major BLG business partners in this market have their headquarters in Sweden and Finland.



“Soft on people, tough in business.”

Interview with Thomas Ryberg, president and chief executive of the Swedish Chamber of Commerce in Germany.

Scandinavia is much more than elk, home furniture, crispbread and safe cars. In your experience, which industries play an important role in trade between Sweden and Germany?

RYBERG: Swedish-German relations have a long tradition, and Germany is Sweden’s largest international trading partner in both import and export. Swedes value Made in Germany as a mark of quality, especially for equipment, cars and chemical products. Many German companies have established a presence in Stockholm, Gothenburg and Malmö. Currently the region around Gothenburg is booming, because from there Oslo and Copenhagen are just three hours away. Conversely, paper and paper products, but also equipment and engineering technology, as well as pharmaceutical products and cars from Sweden, are in high demand in Germany.

What should German companies be aware of when they move to Sweden?

There are various ways in which Germans and Swedes are more similar than people think. But there are also little things in which we differ and that can lead to unpleasant situations if we ignore them. For example, we Swedes have a much less hierarchical way of thinking and, as a result, a different way of making business decisions. For us, consensus is particularly important. For Germans this can take some getting used to. But I admit that sometimes we Swedes are also a bit strange. Many of us go out and buy products just because they are new, whereas Germans usually buy them only after careful consideration. Although once they have decided on a brand, they stay loyal to it longer than we do.

What special opportunities does trade between Germany and Sweden offer?

A good example of efficient cooperation is the German-Swedish innovation partnership. The German Chancellor Angela Merkel and Swedish Prime Minister Stefan Löfven signed the agreement in 2017, and it was extended last year at the Hanover Fair to include batteries and AI. In addition to digitalisation and the boosting of development and research in SMEs, the main focus will be on e-health, mobility and testbeds for industry 4.0. These are all areas in which both countries have strong potential and where cooperation will also strengthen the international importance of the EU.

Is the Nordic tradition of seafaring, trade and the Vikings still reflected in trade with Scandinavia today?

I think so, because throughout their history the peoples of Scandinavia have learned trade from the bottom up. But we are often underestimated. And then our business partners get all the more irritated when we Northerners make difficult decisions with a smile on our face so as not to be ripped off. We are soft on people, but tough in business.

**Close cooperation:
In 2017, German Chancellor
Angela Merkel and Swedish
Prime Minister Stefan
Löfven signed an agreement
on the German-Swedish
innovation partnership, to
which other joint projects
have since been added.**



W H E N E V E R Y
W O R D C O U N T S

In business, we Germans often talk a lot and talk quickly. This is one of several characteristics that do not always go down well in Scandinavia, land of 'jante' and 'hygge'.

More information:
www.interintra.com



In terms of kilometres, Scandinavia is not nearly as far away from Germany as South Africa or China. “But in some ways, light years separate us from the North,” says Dr. Liane Steiert, trainer for intercultural cooperation, based on her years of experience and numerous stays in the region. Even between Sweden, Norway, Denmark and Finland, there are sometimes considerable differences that need to be kept in mind if you don’t want to slip up in business or be dumped straight into the ‘typical German’ category. “The Scandinavians are at least as different and multi-faceted as people in the German-speaking region. Here too one should never lump Germans, Austrians and Swiss together,” says Steiert.

In Sweden, the jantelagen (law of the jante) applies. This is a social code of conduct that reflects the Swedish way of social equality and makes it almost impossible for people to be intrusive or to put themselves in the limelight. “This kind of modesty applies to a certain degree to all Scandinavian countries. The principle of equality also means that professional life is much less characterised by visible hierarchies than in Germany,” says Steiert. Against this background, the Scandinavians do not appreciate it if someone acts like the proverbial “pike in a carp pond” and thinks he has a monopoly on the truth. From Gedser Odde to the North Cape, agreement and consensus are reached mainly through protracted discussion. “Many Germans therefore tend to say that the people in the Northern countries are conflict-averse. I don’t think that’s true. They simply have a different way of dealing with conflicts and different views,” says Steiert.

She calls the Swedes the “world champions of long-term consensus building”. In Sweden, everyone in the discussion has a say. This also applies to the Danes and Norwegians, although the Norwegians in particular like to speak in short sentences, calmly and slowly. Therefore, like many Scandi-

PHOTOS: ANITA JEANINE PHOTOGRAPHY/UNSPASH, SHUTTERSTOCK/CHONES, KEVIN NOBLE/UNSPASH, CAMPAIGN CREATORS/UNSPASH, STEIERT



navians, they perceive a fast, excited way of speaking, as we Germans often speak, as negative. This applies even more to the Finns. “The Finns generally don’t talk much, but every word counts, and it is always chosen with care,” says Steiert. At the same time, it is not uncommon in the land of a thousand lakes for business relationships to be established outside the office in a restaurant or sauna. This is very different from Sweden and Denmark, where guests look after themselves after work, apart from maybe a delicious dinner, because the hosts retreat into the circle of their families. “The conclusion that Scandinavians work less because they leave work early is not appropriate, however. With a healthy life balance, they can be reached via email after office hours and do some work in the evening, perhaps when the children are in bed,” says Steiert.

Be on time

The Danes are real family people, for whom happy coexistence is very important. Their attitude to life is described by the term ‘hygge’, which means cosy or comfortable. Since strangers are often called ‘uhyggelig’, the Danes rarely invite them home. In the North, people greet each other, both privately and in business, in a very relaxed manner, with a handshake and first- name terms. This even applies between journalists and politicians. “As a German visitor, this can be quite irritating at first,” says Steiert. It is helpful to know that respect is not expressed by the use of the surname, but by appropriate behaviour. The dress code in Scandinavian offices is similarly casual. Wearing ties is rather unusual here, but this changes when it comes to business dinners or family celebrations. In all four countries, great importance is attached to a stylish appearance, and men like to wear a tie on such occasions. And no matter where and with whom a meeting is about to take place, punctuality is highly valued in the Nordic countries: making someone wait is considered rude. The same applies to taking up the time of a business partner beyond the agreed appointment time. This kind of rudeness is said to be very common in Northern Europe, especially among Germans. In Scandinavia, where due to the aforementioned principle

of equality business titles are not considered very important, business cards are often exchanged without much formality.

Too much information

Looking at the situation as a whole, Steiert raises some concerns: “Anyone who operates in Scandinavia in the same way as in Germany shouldn’t be surprised if things don’t go to plan. The key question is: What do I want to achieve?” She recommends listening carefully and asking the right questions. “The Germans are not a nation of questioners, but rather a nation of knowledgeable people. This doesn’t go down well in Scandinavia.” For business correspondence, she also advises not just asking for facts and figures, but saying explicitly what they are needed for. “Scandinavians tend not to provide a cornucopia of information,” she explains. However, if this attitude, and the Scandinavian peculiarities mentioned above, are taken into account, the chances are that business with our Nordic neighbours will work out just fine. ... (bre) ■

The Scandinavians are good conversational partners in business talk, but have a different way of dealing with different views than Germans do. Punctuality is also very important to them.

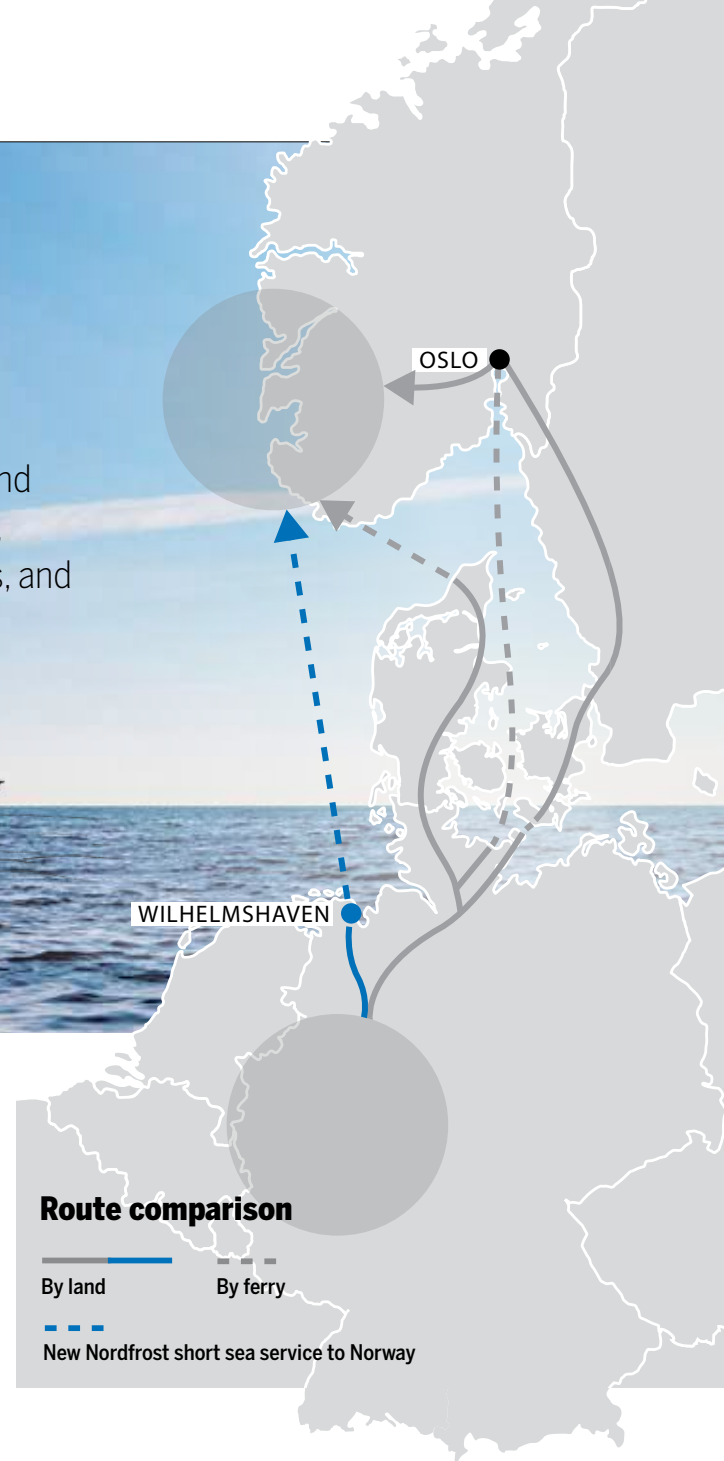
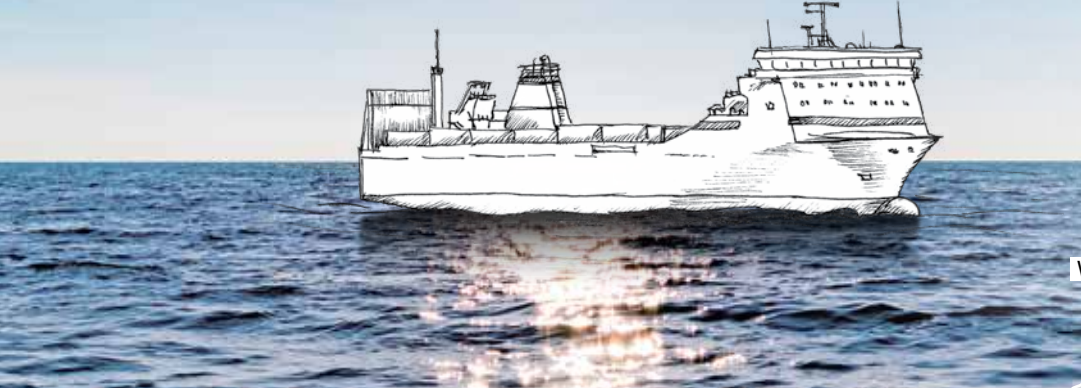
“The Scandics tend not to provide loads of information”

Dr. Liane Steiert, intercultural cooperation trainer



Maritime motorway to Norway

Ferries are set to operate regularly between Wilhelmshaven and Norway – thanks to deep-freeze logistics company Nordfrost, which aims to use their own port site, including RoRo facilities, and to charter shipping.



In future, an approximately 150-metre long freight ferry with a capacity of 100 to 130 vehicle units will connect Wilhelmshaven to Norway several times a week.

For several months, a team from deep-freeze logistics company Nordfrost has been working flat out on the pet project of company founder Horst Bartels: a ferry connection between Wilhelmshaven and Norway. The ships are set to dock and undock at the RoRo facility in Wilhelmshaven several times a week, regardless of tide, thanks to a water depth of eight to ten metres. A seven hectare site will be used. The company has been handling bulk ships on the company’s own premises since the 1970s. At that time, mainly food products, such as dairy, meat and fish, and sugar and potatoes were handled, as well as wood. Over the years these goods were increasingly transported in containers instead of in bulk. Even offshore activities, which for a while were carried out on land, have recently become rarer. In their place, project cargo and box stowage have been handled here, but due to re-routing to the container port eight kilometres away, this function will in future be relocated to the company’s new heavy-duty hall. Accordingly, Horst Bartels had been considering how the space in the inner harbour could be put to use.

Chartering of 150-meter ferry planned

There are also plans for a ferry connection to expand the company’s portfolio: “With forty logistics centres in Germany and Europe-wide deep-freeze transports, we have a broad base in our core business, on which we are developing port

logistics as a new strategic business,” says managing director Britta Bartels. “My brother and I are convinced of our father’s idea and want to implement it in his spirit.”

A four-member project team is currently sounding out the market for suitable ferries. “We are doing market analysis and making contacts with potential business partners,” says Jan Sprock, who has been working for the deep-freeze logistics company as operations manager of ferry services since last autumn. Some things have not yet been decided. However, a few details have been settled. A ship is to be chartered rather than purchased outright. Sprock is currently taking over a 150 metre long freight ferry with a capacity of 100 to 130 vehicle units and up to twelve cabins.

More information:
www.nordfrost.de

FACTS

Nordfrost

Established: 1975

Head office and European base:
Schortens

Ranking:
Germany's leading service provider in deep-freeze logistics, market leader in Europe for deep-freeze capacities and among the top ten in deep-freeze warehouse logistics worldwide

Logistics centres:
40 in Germany

Deep-freeze pallet spaces:
810,000

Sales:
approx. 430 million Euro 2019

Employees:
approx. 3,000

The market has been analysed to determine the most suitable ports in Norway and appropriate departure frequency. "One port of call will probably be in southern Norway, but there may also be two weekly departures on the western coast," says Sprock. Another option is a triangular connection with integration of the eastern coast. Currently, about two to three departures per week are planned, depending on the number of ports. "We assume that the ferry connection will generate users almost by itself. Nevertheless, we want to find ports in Norway with which we can meet the greatest possible demand," says managing director Bartels. "To this end, our project team in Norway has looked around and promoted our plans."

The company sees potential customers for exports to Norway in the construction and energy industries, where general cargo from excavators to generators is often shipped on Mafi trailers. In combination with the container port of Wilhelmshaven, the ferry will create a fast connection between Asia, Europe and Norway. "Handling the boxes here is extremely simple," says Sprock. "A container arriving from Asia doesn't need to be handled a second time with container gantry cranes, but is simply transported to the ferry by chassis or Mafi trailer and picked up again at the port of destination." When importing from Norway to Germany, the new service is intended to appeal primarily to customers in the food industry for frozen and fresh goods. From Wilhelmshaven, there is a connection to the company's own Europe-wide deep-freeze transport network, through which the goods are distributed by truck throughout Germany and Europe. Furthermore, containerised goods can be shipped overseas via the container port.

Routes shortened by up to 800km

But there are also other reasons why Nordfrost assumes that the new ferry connection will be well received. A large part of the freight for the Western European market is currently transported from Western Norway via Denmark or Sweden. "The ferry connection will save up to 800 kilometres of road, depending on the destination, and of course CO₂," says Sprock. Such a connection would also be in line with the European Commission's concept of introducing 'maritime motorways'. As part of intermodal transport chains, these transnational maritime links are highly frequented and handle large transport volumes, just like conventional

motorways. "And combined transport is also conceivable for us," says Sprock. In future, the company's own rail connection, which currently serves the Nordfrost seaport terminal in the Wilhelmshaven container port, could be used for this purpose. In the medium term, Wilhelmshaven could even become a point on the new Silk Road, says Sprock. "From China the goods can then be transported by rail directly to Wilhelmshaven and from there by ship to Norway." In addition to the ecological advantages, he adds, there are also time savings. "With the ferry, transport is up to six hours faster than the next best alternative," Sprock points out.

In view of the increasing shortage of drivers, which will be exacerbated by quarantine regulations and entry restrictions during the current pandemic, the ferry service will also allow for personnel savings. The company is focusing primarily on unaccompanied transport, but there is also a benefit for scheduling. Unlike before, the Scandinavian ports can now be reached from North Rhine-Westphalia without truck drivers having to take a rest stop.

As far as the local conditions in Wilhelmshaven are concerned, even though the RoRo ramp is already in place, there are still a few things to do before the ships can dock at the 470-metre quay. Previously unpaved areas have to be paved and a new gate control system implemented. According to Sprock, the goal is already within sight. "Around the middle of the second half of the year we will have created the conditions for the start of the ferry service." (cb)

The 40 metre high-bay warehouse currently under construction could also be used for goods from Norwegian food exporters.



The climate change pioneer

bremenports is aiming to achieve in just over two years what is mandatory by 2050 under the European Green Deal: by the end of 2023, its entire port infrastructure is to be completely CO₂-neutral.

Environmental protection and climate change have been at the top of the agenda in Bremen's ports for over a decade now. As early as 2009, the port management company was the first company in the German port industry to draft a sustainability strategy, which it named 'greenports.' "This was a matter close to the heart of the management," says Uwe von Bargaen, director of environmental and sustainability affairs at bremenports. One of the fundamental changes in this context was to establish the structures required to make energy savings possible. "For many years, investment and expenditure were seen solely from a financial point of view," says von Bargaen. "At that time, it was necessary to first anchor the idea of environmental protection in the company."

Once the ball was set rolling, other milestones quickly followed. Environmental management was established in 2010, followed two years later by sustainability management. In addition, energy management has been in place since 2015 and in the same year bremenports was certified for the first time in accordance with the applicable environmental standard DIN ISO 50001. "We have drawn up an action plan for the sustainable and resource-saving use of energy, increased the share of renewable electricity to over 90 percent, and equipped the lighting masts of the port railway with

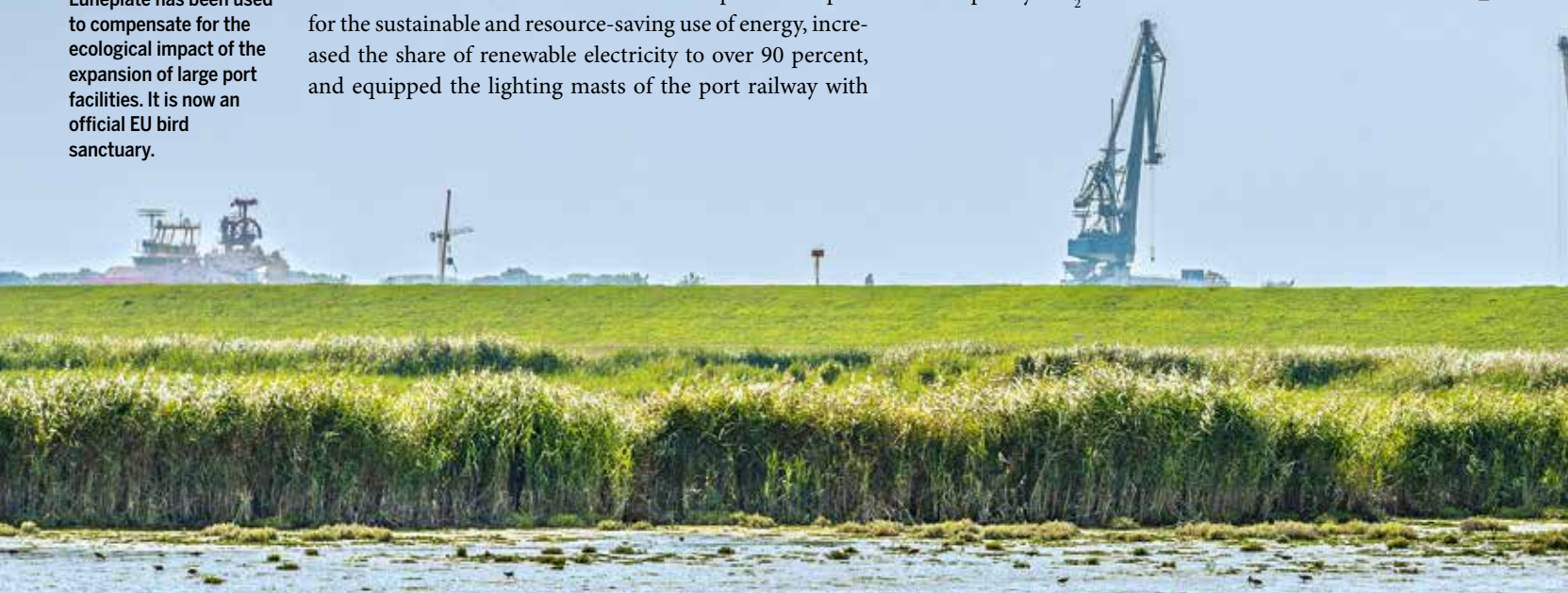
the latest LED technology," says von Bargaen, summarising what has been achieved. And the measures taken within the framework of 'greenports' are already bearing fruit in other areas as well. Dredged material from the ports has been considerably reduced and a nature reserve of European significance (Luneplate) has been created, which has been the focus of worldwide attention and has received several awards.

Emissions reduced by 70 percent

In the past eight years, the climate balance of Bremen's ports has also improved significantly. Compared with 2011, when more than 7,000 tonnes of CO₂ were emitted, emissions were reduced by more than 70 per cent last year. Since 2013, 100 tonnes of these emissions have been saved every year by offsetting air travel and business trips. "In this respect, we go far beyond what is usually achieved," says von Bargaen. Since 2013, the port management company's CO₂ emissions have been neutralised. Progress is also being made to achieve the next target. By the end of 2023, port infrastructure is to be completely CO₂-neutral. This includes the emissions of

For over 20 years, the Luneplate has been used to compensate for the ecological impact of the expansion of large port facilities. It is now an official EU bird sanctuary.

PHOTOS: BREMENPORTS (4), TOBIAS METZNER





The Sea Eagle (left), launched in 2016, is part of the 'greenports' brand. It has a hybrid drive whose exhaust-optimised diesel engine enables fuel savings of 25 percent and significantly reduces emissions of nitrogen oxide and CO₂. The bremenports fleet currently comprises eight electric and three hybrid vehicles.

major energy consumers such as the port railway, locks and workshops as well as the vehicle fleet of bremenports. "In particular the switch to green electricity and the ongoing electrification has already significantly improved the CO₂ footprint here," explains von Bargaen.

However, the details are quite challenging. How, for example, does one convert a 50-year-old hopper barge? "No engine manufacturer tells you that," says von Bargaen. "That's why we tried gas-to-liquids, i.e. GTL fuel, and have already had some good results with it. In addition to the e-vehicles already in use, bremenports would also like to use hydrogen-powered vehicles. "This was decided internally three years ago, but unfortunately such cars are hardly available today," says von Bargaen, whose hopes are now pinned on the third quarter of 2020. All in all, with regard to 2023, the director of environment and sustainability sees the Bremen ports as being on the home stretch.

Sharc research project in the overseas port

By the time the infrastructure becomes climate-neutral in two years' time, von Bargaen's colleague Tobias Metzner should already have prepared essential steps towards

the next goal. "The port location as such should then become CO₂-neutral," says the project manager. Since this includes the entire port industry with many large and small companies, the first step is to develop concepts for sustainable energy management in the overseas port. Since the beginning of the year, Siemens, the German Research Centre for Artificial Intelligence (DFKI), the Technical University of Berlin and the Institute for Energy and Environmental Services at the Bremen University of Applied Sciences have all been working on a smart port application concept for the integration of renewable energies as part of the Sharc research project coordinated by bremenports.

"Together with project partners BLG and EUROGATE, we are determining the data on energy consumption, i.e. electricity, heating and cooling as well as fuels," says Metzner. In the overseas port this concerns the consumption of electricity by container gantries, gantry cranes and lighting, and of gas by heating systems, combined heat and power plants and a wood chip plant. In addition, there are van carriers, reach stackers and other logistics equipment as well as company vehicles and buses.

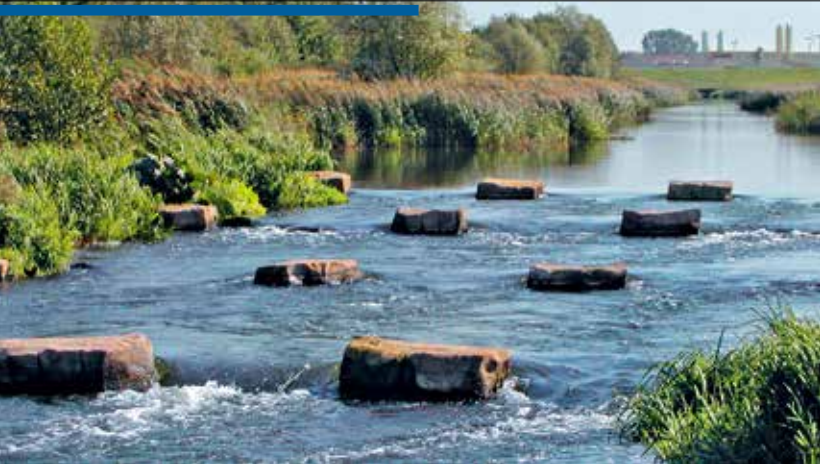


Uwe von Bargaen, environment and sustainability director at bremenports



Tobias Metzner, project manager at bremenports





Parts of the Dorumer Moor in the district of Cuxhaven are being rewetted to form a 'climate moor' to compensate for bremenports' CO₂ emissions.

bremenports awarded

This year, bremenports won the NordWest Award for its CO₂-Neutral Port project. Since 2014, the prize has been awarded every two years by the Northwest Metropolitan Region to highlight the region's strengths. Thanks to consistent energy management and the use of renewable energies, bremenports' CO₂ footprint has been reduced by around 70 percent since 2011. With the Sharc project (see adjacent article), additional measures are currently being planned for a CO₂-neutral port. "We are very pleased that our achievements to date and the projects currently underway have been honoured in this way," says bremenports managing director Robert Howe.



■ ■ ■ The data is then used to model various future scenarios and to simulate effects such as the development of energy consumption, costs and CO₂ reductions as well as environmental impacts. To do this, it is necessary to look at where additional renewable energy can be generated or developed for the port and how this can be better integrated into the port infrastructure and superstructure. For this purpose, energy-optimised operating processes and the active management of flexible energy consumers and producers are considered. "The challenge here is to anticipate how, for example, energy prices and CO₂ pricing will develop and affect the technology," says Metzner. "We have discussed a lot and evaluated a large number of different sources. We need to avoid making investments that won't pay off later".

The next step is to develop a preferred scenario including an investment plan and a business model. It is already clear that this involves considerable cost. "The investment sum is in the two to three-digit million range," says Metzner. "As a result, we will then know what the energy turnaround in the port could cost."

In view of the clear positioning of Bremen's climate protection policy, Robert Howe, managing director of bremenports, is optimistic that the analysis will enable the project to be implemented quickly. "Our ambitious goal is to implement the technical and organisational measures from 2021 onwards. The pioneering role that we have been playing with 'greenports' for a decade is also an obligation for the future." (cb)

PHOTOS: BREMENPORTS (2), BREMER SENAT



Shorepower to be extended

Interview with Dr. Claudia Schilling, Senator for Science and Ports of the Free Hanseatic City of Bremen

LOGISTICS PILOT: Senator Schilling, what importance does the Bremen Senate attach to the issue of climate change in Bremen's ports, and what are the biggest challenges?

CLAUDIA SCHILLING: Climate change plays a very important role in Bremen's ports. With its 'greenports' strategy in 2009, Bremen was the first German port to develop a sustainability initiative. Among other things, we have committed ourselves to the World Port Climate Initiative and grant discounts on port fees for environmentally friendly shipping. With our port management company bremenports, we are also ensuring our ports help combat climate change. The challenge lies in combining the fight against climate change with economic and temporal feasibility.

Is it possible to impose stricter requirements on the companies under their leasehold contracts with regards to port infrastructure and the entire port site? If so, do you plan to do so?

Most of the companies have been operating in our ports for decades, which means that their contractual cooperation has a different foundation. I am counting on the port and logistics companies to make their own contribution to the fight against climate change, which has already been done through range of projects and initiatives, as detailed in the companies' environmental reports.

Under your coalition agreement, one pillar of Bremen's ports' climate change strategy is onshore power. What are the actual plans in this regard?

Bremen has nearly finished equipping all the berths for smaller ships, such as inland waterway vessels, with shore power. But we don't want to leave it at that. We intend to permanently install onshore power facilities for all ships from the Federal Maritime and Hydrographic Agency that have their home port in Bremerhaven's Fischereihafen I, and also for the units assigned to the Institute of Fishery Ecology and the Federal Ministry of Agriculture. In addition, two berths at the container quay, one in the automotive sector and potentially one for the cruise ship market, are due to be equipped with such facilities.

What is your position on the proposal to make the use of onshore electricity within the northern range ports mandatory and – as far as is permitted under competition law – to introduce uniform framework conditions for pricing and purchase in order to counteract distortions?

In view of the immensely high investment costs for onshore power, wherever these installations exist and ships have the technical capacity, onshore power should be accepted by ships and shipping companies. This is precisely what the German coastal states and the federal government stipulated in a joint declaration of intent last autumn. On the other hand, I am sceptical about the question of uniform prices throughout Europe. In my opinion, it is more crucial that onshore electricity should not be much more expensive than if the ships generate their own electricity, so that it makes not only ecological but also economic sense for shipowners to purchase onshore electricity.

More information:
www.bremenports.de
www.dfki.de



From traditional to digital

Since its foundation 25 years ago, Weserport has been investing in infrastructure and has become the port service provider with the highest handling volumes in the Bremen ports. Now, with IT support, handling is set to become even more efficient.

We specialize in conventional port handling,” says Heiner Delicat, managing director of Weserport, which was founded a quarter of a century ago as a joint venture between the Rhenus Group, Stute Verkehr and Stahlwerke Bremen and is now managed by Rhenus and ArcelorMittal Bremen. “ArcelorMittal is both our shareholder and our largest customer, but we also work for many other companies.” Loading and storage is mainly for bulk and general cargo. In addition to steel, ore and coal, this includes components for wind power and industrial plant as well as bulk goods of all kinds.

The port logistics company is located in the Oslebshausen district beyond the industrial port lock, where bulk and general cargo has been handling containers for over one hundred years. The area on the right bank of the River Weser, where around half of Bremen’s urban transshipment still takes place, is also considered a centre of Bremen’s port and logistics industry. Since its foundation in April 1995, Weserport has contributed a total of 195 million tonnes to this activity.

To ensure that such volumes could be handled there, the company has invested heavily in infrastructure. “In the first few years of business, the port facilities had to be upgraded

because they were in a poor state of repair as a result of the austerity programme put in place by Klöckner-Werke Bremen as the former owner,” says Delicat. In addition, one crane bridge was completely replaced, another one was upgraded and modernised and the existing gantry crane was completely refurbished. Track systems and pavements were also modernised or extended.

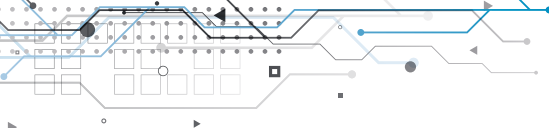
Quay lengths increased by over 25 percent

“An important milestone in 2006 was the expansion of our Terminal 1 for combined transport,” he says. “We were able to extend the pier by 120 metres, which of course allows the handling of considerably more ships.” Equally decisive was their purchase of ECL in 2007. “As a result, Weserport became the owner and operator of Terminal 4 in the potash port, and the managed quay length increased from 1,400 to 2,000 metres. In addition, the handling volume rose by one million tonnes to over nine million tonnes per year.”

Of particular importance for the port logistics provider’s development was the deepening of the industrial port lock and the port basins in the industrial port between 2013 and 2017. Since then, the water depth here has reached up to 10.5 metres – a huge advantage. “An additional metre means about 4,000 to 5,000 tonnes more cargo per shipload for a Panamax ship,” explains Delicat. “This has an enormous effect because it lowers the price of transportation.” Another important acquisition was the new 125-tonne mobile harbour crane.



In the foreseeable future, the entire process chain at Weserport is to be digitalised, which for conventional handling is quite a demanding process.



In addition to these superstructure measures, the IT system has also been updated, but the main focus has been on increasing capacity. “In recent years, we have invested heavily in upgrading the port facilities and have become the port service provider with the highest turnover in the ports of Bremen,” says Delicat.

Satellite-supported logistics

The next step is to become even more efficient. “One lever for optimising processes is more precise planning based on better figures,” says Delicat. This is to be achieved through satellite-supported visualisation and managing warehouse processes. Working with Bremen-based space technology group OHB and four other project partners, warehouses can be shown in 3D. By mid 2021, this is to be extended to include multifunctional areas for general cargo such as steel coils. The steel coils, which are stored in three rows one above the other, still have to be marked beforehand for logistics purposes and some of them will have to be searched for later. Both of these tasks can be dispensed with in the future: “If the coil is located very precisely, the system signals to the forklift driver exactly where it has been stored and he can pick it up with pinpoint accuracy by the shortest route,” says Delicat.

In the coming years, it should also be possible to carry out an automated inventory check for bulk material for both import and export. To this end, all the necessary equipment such as grabs, wheel loaders and trucks as well as conveyor

belts have to supply the relevant data in order to enable digital, fully automated inventory management. “Our goal is a total port planning system that covers all capacities across our four terminals,” says Delicat. This would make it possible to define the optimum sequence of ships in advance. It would also be possible to know exactly how many employees are needed for which processes and when. What several people are doing today would in future be taken over by a system that makes appropriate planning suggestions. This would reduce personnel costs, which are the main driver in a conventional terminal. Such a system would make it possible to prepare for the future. “Our aim here is not to employ fewer people,” says Delicat, “but in view of the shortage of skilled workers, we need automation in order to deploy employees for manual processes more efficiently.”

Focusing on digitalisation

Digitalisation at Weserport has been given a particular boost by the arrival of joint managing director Rudolf Egbert last year. While Delicat is responsible for sales, finance and marketing, the computer scientist has assumed responsibility for the operational processes in the port. “Since then, we have made real progress,” says Delicat. Nevertheless, it’s an ongoing process that will continue for several years.

Processes are to be further optimised. What can currently be done with coils, namely the tracking of cargo progress via scanning, should also be possible in other cargo segments in the future. “We want to provide the data we already have to our customers in the agricultural products, fertiliser and animal feed markets,” says Delicat. However, this is just an add-on service that isn’t intended for sale – but it is extremely important for trading companies, industrial customers and freight forwarders. Further digitalisation will take place step by step. “It will still take some time, but in the foreseeable future the entire process chain in the port will be digitalised,” says Delicat. “An important link in the digitalisation of the global supply chain will be realised, and our customers will benefit from fantastic support in their supply chain management”. (cb)

FACTS

Weserport

Established: 1995

Joint venture

between Rhenus Gruppe and Arce-lorMittal Bremen

Market: neutral seaport service provider (cargo handling, clearance, chartering and stevedoring)

Infrastructure:

Four multifunctional terminals

Suprastructure:

motorway and rail connections

Premises:

over 330,000 square metres

Equipment:

Eight cranes for heavy loads of up to 100 tonnes per square meter

Sales 2019:

Seven million tonnes

Rhenus Group annual sales 2019:

€5.5bn



More information:
www.weserport.de

IN BRIEF

**HAMBURG.**

With effect from July 1, **Hans Schäfer**, currently managing director

of global sales at Hapag-Lloyd's corporate headquarters, will take over the management of the Asia region at the shipping line. He succeeds Lars Christiansen, who will return to his home country Denmark for family reasons on June 30. "Hans Schäfer's knowledge of sales and his many years of experience form an important basis for managing one of our core markets and for further growth in Asia," says Hapag-Lloyd chief executive Rolf Habben Jansen. Danny Smolders, currently responsible for sales in the Turkey region at Hapag-Lloyd, is Schäfer's potential successor.

BREMEN. At the end of March **Peter Siemering** resigned as managing director of the Bremen Economic Development Agency (WFB Wirtschaftsförderung Bremen), where he worked for the marketing and tourism division. "After 23 years in Bremen's service, we bid farewell to a valued expert in tourism and marketing," said Kristina Vogt, Bremen's Senator for Economic Affairs, Labour and Europe. Andreas Heyer, chairman of the management board of BEDA, will temporarily assume Siemering's duties.



Kobernuss sells up

UJELZEN. On March 1, food logistics specialist Hubertus Kobernuss sold his company, Jürgen Kobernuss Spedition, to Werther Logistik. The food transport and logistics company employs around one hundred people and operates around sixty silo vehicles. Kobernuss has however retained Kobernuss Logistik, a micro-company with two trucks driving for Werther. Werther Logistik is an owner-operated, independent transport and logistics company. Kobernuss is still a member of the supervisory board of the German Federal Association of Road Haulage and Logistics (BGL) and vice president and chairman of the Road Haulage Association of the Lower Saxony Transportation Industry Association (GVN).

Timo Schön moves to Jade-Dienst

WILHELMSHAVEN. As of 1 Juni, **Timo Schön** will join the management of the maritime service provider Jade-Dienst, which since the beginning of the year has been majority-owned by new shareholders J. Johannsen & Sohn of Lübeck and Hamburg Lines Men GmbH. Schön is a qualified shipbroker with over twenty years' maritime expertise. He currently acts as management spokesman for the port marketing company Seaports of Niedersachsen, which is currently looking for his successor.



Wolfgang Sichermann leaves DMZ

HAMBURG. Qualified engineer **Dr.-Ing. Wolfgang Sichermann**, managing director of the German Maritime Centre (DMZ), is expected to resign his position in autumn 2020 for personal reasons. He has asked the executive board to transfer his responsibilities. "We have taken note of his decision with great regret," said Dr. Reinhard Lüken, chairman of the board of the German Maritime Centre. Sichermann has agreed to continue his duties until the position is filled.

Van der Schalk appointed Clecat president

BRUSSELS. The European Association for Forwarding, Transport, Logistics and Customs Services (Clecat) has elected **Willem van der Schalk** as its president. Van der Schalk, chief executive of Hamburg freight forwarder A. Hartrodt, was nominated by the DSLV Bundesverband Spedition und Logistik. He represents the interests of German seaport forwarders on the executive committee of the DSLV and, as chairman of the Hamburg Freight Forwarders' Association, is a member of the DSLV's general executive committee. He succeeds Steve Parker as Clecat president.



Wimmer succeeds Blackburn Mosolf looks to Onnen-Lübben

BREMEN. The executive board of the **German Logistics Association (BVL)** has said farewell to its honorary chairman **Robert Blackburn** (r.) with thanks and appreciation. Blackburn, who has served full-time on the board of the Stanley Black & Decker Corporation since 2019, said that this position now requires his presence in the US. **Thomas Wimmer** (l.) takes over his role at BVL for a transitional period. He was elected chairman in March and will temporarily suspend his directorship.



WILHELMSHAVEN. In April **Inke Onnen-Lübben** took over the management of the branch of Mosolf in Wilhelmshaven. Her responsibilities include supervising the construction of a car handling terminal for ship loading in the inner harbour and the storage of vehicles in the open areas of the JadeWeserPort freight centre. The industrial engineer was most recently responsible for business development at Böwa and for twelve years worked for the port marketing company Seaports of Lower Saxony.



New CFO for Leschaco Group

BREMEN. On April 1, **Sirka Hintze** (second from left) was appointed as the new chief financial officer (CFO) of the Leschaco Group. Hinze is a financial expert with over twenty years' professional experience, including at HSH Nordbank, VTG and as head of finance, North America, at Marquard & Bahls in Houston. The role had previously been held by Rainer Barthel, who was appointed in October 2014. He will retire at the end of this year and until then will support Hintze in her new role.

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2020

August

19 – 21.8.2020 ■ **Intermodal South America**
www.intermodal.com.br/en
 São Paulo, Brasil

September

4.9.2020 ■ **30th Lower Saxony Ports Day**
www.seaports.de
 Emden, Germany

4.9.2020 ■ **Captains' Day**
www.bhv-bremen.de
 Bremen, Germany

16.9.2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Leipzig, Germany

24.9.2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Graz and Vienna, Switzerland

29.9. – 1.10.2020 ■ **Breakbulk Europe**
www.europe.breakbulk.com
 Bremen, Germany

October

5 – 7.10.2020 ■ **EXPO REAL**
www.exporeal.net
 Munich, Germany

20.10.2020 ■ **logistics talk, eve of conference reception, German Logistics Conference**
www.bremenports.de/veranstaltungen
 Berlin, Germany

20 – 23.10.2020 ■ **German Logistics Conference 2020**
www.bvl.de/dlk
 Berlin, Germany

November

3 – 5.11.2020 ■ **3rd Breakbulk Americas**
www.americas.breakbulk.com
 Houston, US

4.11.2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Stuttgart-Sindelfingen, Germany

5 – 10.11.2020 ■ **CIIE**
www.ciie.org
 Shanghai, China

10 – 12.11.2020 ■ **transport logistic America**
www.tl-americas.org
 Miami, US

18.11.2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Munich, Germany

19.11.2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Bielefeld, Germany

December

1 – 4.12.2020 ■ **WindEnergy Hamburg**
www.windenergyhamburg.com
 Hamburg, Germany



GERMAN PORTS

Save the date

Due to the current pandemic, it is difficult to predict when and to what extent scheduled events will take place. Some of the dates listed here for the maritime and logistics industry have recently changed several times, and there will certainly be further postponements after we go to press in May. All details provided here are therefore subject to change. Please check carefully before making arrangements. Thank you for your understanding.

- Trade fairs** ■
- Customer events** ■
- Other highlights** ■



PHOTOS: BREMENPORTS (2), SHUTTERSTOCK/M. UNAL, OZMEN

“You can’t just move it to later in the calendar”

Since January, the coronavirus pandemic has transformed life around the world and imposed wide-ranging restrictions on our lives. And of course countless events have had to be postponed or cancelled.

This also affects the maritime and logistics industry in Lower Saxony and Bremen. Breakbulk Europe, which was to take place in Bremen from 26 to 28 May, has been postponed until the autumn. As things stand at present, it is now scheduled to open in the Hanseatic city from 29 September to 1 October. Several dates of *Hafen trifft Festland* and the ‘logistics talks’ series have also had to be postponed. In other cases it is still not clear whether a postponement will be required.

“None of this is as simple as it looks at first glance,” says Michael Skiba, head of marketing at bremenports. “It’s just not possible to simply move an event to another day. At events of this kind, numerous factors and interests have to be taken into account, from premises and hotel capacities to coordination with the partners involved.” In the case of Breakbulk Europe this has been relatively uncomplicated for bremenports. The organiser of the world’s largest trade fair for project cargo and bulk goods, the Hyve Group, have proposed a new date, which has been checked with Messe Bremen. “On the one hand, it was necessary to find a time window in which all four exhibition halls were free, and on the other hand, the date couldn’t collide with the preparation for the *Freimarkt*,” says Skiba. The Bremen *Freimarkt* is one of the largest and oldest folk festivals in Germany and takes place every year from mid to end October in Bremen on the

Bürgerweide in front of the exhibition halls, which otherwise serves as a parking and exhibition area, and in one of the halls. “However, this does not automatically mean that the hotel rooms will be available at the new date,” says Skiba. “Other bookings have already been made for the alternative date that has now been found, for example in the tourism sector. Coordination is still required.”

At their own events, such as *Hafen trifft Festland* (Lower Saxony) and the ‘logistics talks’ series (Bremen Ports), the Seaports of Lower Saxony, JadeWeserPort-Marketing and bremenports also need to coordinate with their various partners in the port industry as to how potential new dates fit into their calendars and whether the relevant experts would still be available. This is not always easy, as the parties involved often have a busy schedule. “Over the next few months, there may be a competitive situation where numerous events from the first half of the year are held in the second half,” says Susanne Thomas, who is responsible for press and public relations at JadeWeserPort-Marketing. “This will cause the schedule to clog up and the options for good locations will be few and far between.” André Heim, marketing manager at Seaports of Lower Saxony, adds “This development will also have an impact on the response. I think that in the coming months many event organisers will have to make do with fewer attendees.” (bre)





Focus North America

EDITION
AUGUST
2020

Focus on North America

In the next issue we'll be taking a look at North America. In 2019, the US was the most important customer for German exports. At the same time, Germany has for many years been the US's most important trading partner in Europe.

Point of View

Neil van Siclen, founder of Admundi Professional and expert on transatlantic relations, on North America.

“ We Americans are generally an optimistic people. Where others see problems, we see challenges and opportunities. But our innate optimism has been dented by the current pandemic. If you look at the results of a survey of members of the US Chamber of Commerce, our outlook is less positive. At the beginning of January 2020, 96 percent of members were anticipating growth. By April, that figure had fallen to three percent. As a result, willingness to invest in the US has fallen from 85 to below 45 percent. In addition, according to Bloomberg's Consumer Comfort Index, US consumer confidence fell to 49.9 points, the most dramatic decline since 1985.

At the same time, the signals from Washington are devastating: in the absence of a national response to the epidemic, the fifty states are trying to develop their own response, with very different results. One could be forgiven for thinking that America is currently two completely different countries. One is a country that listens to scientists and health experts; the other is a country that ignores these very people. Some are concerned about the welfare of the people, others are loyal to the president and their own wallets. Some demand comprehensive tests for the coronavirus, others want to get back to business as quickly as possible.

As long as there is no national action, the pandemic will continue to rage in America. There is a person sitting in the White House who does not want to take the national initiative, who does not want to take responsibility and who is not prepared to listen to experts and scientists. As long as America does not fight the virus uniformly across the country and test kits are insufficiently available, the current crisis will remain a sword of Damocles hanging over the head of transatlantic trade and logistics.

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- Seaports of Niedersachsen GmbH

BREAKBULK EUROPE

→ NEW DATES:
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