

EDITION
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2020

LOGISTICS PILOT

 GERMAN PORTS

Magazine for Ports, Shipping and Logistics



Latin America – hope for the future or cause for concern?

Despite coronavirus, cocaine and Brexit
News from the main customs office in
Bremen

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Anchored in Emden
Anker Schifffahrt handles more
than just cars

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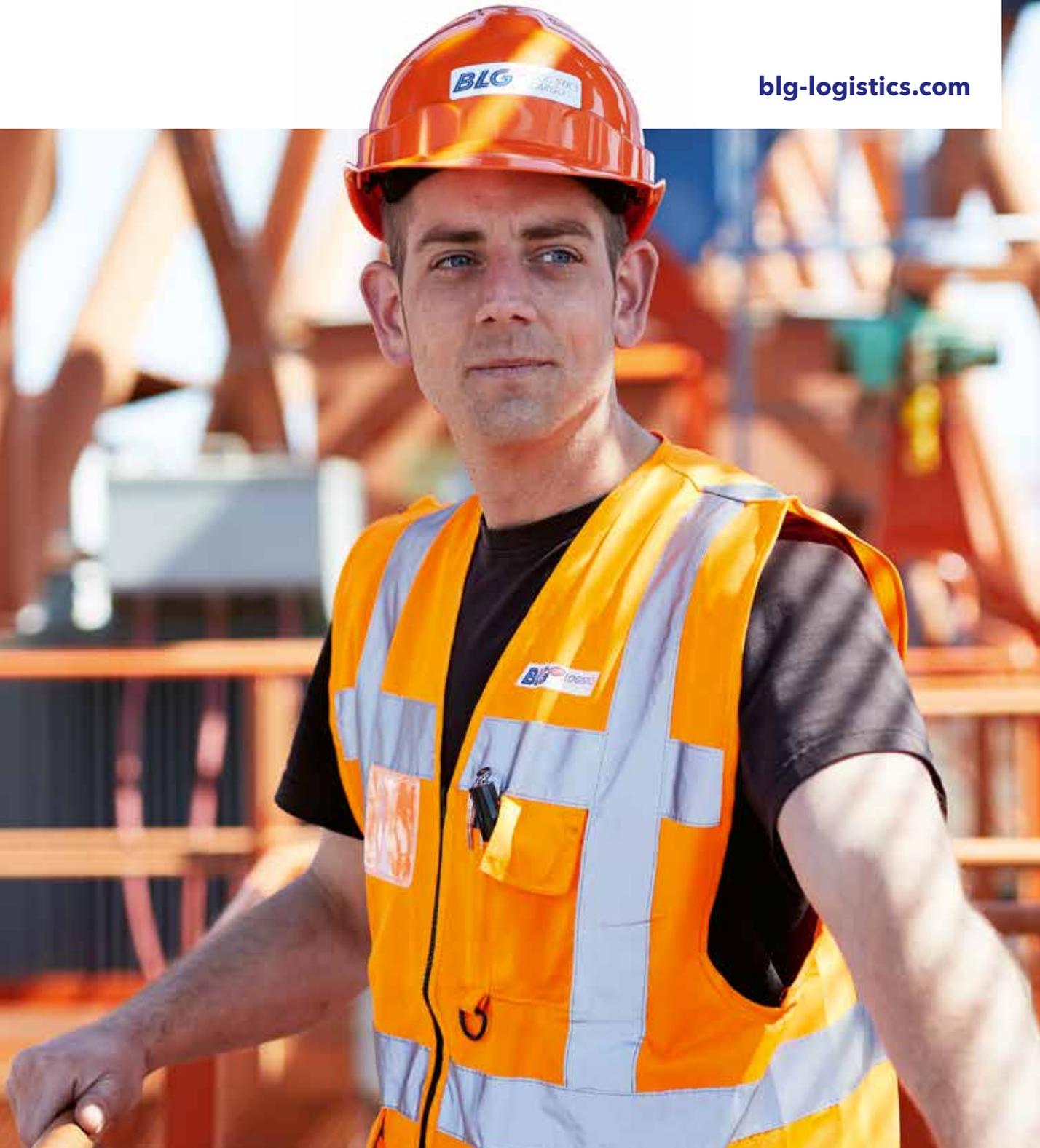
Small but strong
Boluda's tugs make their mark
in ten German seaports

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WAS WIR TUN, NENNT MAN LOGISTIK. WIE WIR ES TUN, LEIDENSCHAFT.

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“The potential is huge.”

Dr. Mark Heinzl, head of the North and Latin America division at the Association of German Chambers of Commerce



Dear Readers,

When we think of Latin America, we tend to think of the production and export of food and drink: coffee from Colombia, Costa Rica or the Honduras; soya beans from Brazil and Paraguay; beef from Uruguay; copper from Chile; and oil, primarily from Venezuela. From Bolivia comes lithium, from Cuba tobacco. All these goods are either raw materials – vegetable or mineral – or have been only lightly refined or processed. But they are goods that go to meet the basic needs of the rest of the world. More than 50 percent of the world’s coffee comes from Latin America, as does almost 50 percent of its soya beans and about twenty percent of its oil reserves. Chile and Peru together supply about one third of the copper processed in the world each year. Mexico and Brazil are among the top twenty industrialised nations in the world. Mexico in particular benefits from sharing a border with the US. Many primary and finished products are made there.

All these goods have to be transported around the world. The Panama Canal provides a stable connection between the two largest oceans in the world. Latin America’s location between Asia, Europe and the US is its great strategic advantage. But its domestic infrastructure sometimes leaves a lot to be desired. Routes to port are often a challenge. Despite strenuous efforts, the region’s economy has been growing below the global average for years, thanks to poor infrastructure, inequality, bureaucracy and corruption. Nevertheless, the potential remains high. Pent-up investment demand is enormous, and the region is rich in raw materials. German companies in the region are mainly located in Mexico and Brazil. If the continent can solve its structural problems and invest in efficient governance, infrastructure and education, the potential for growth is virtually unlimited.

Best wishes,
Mark Heinzl

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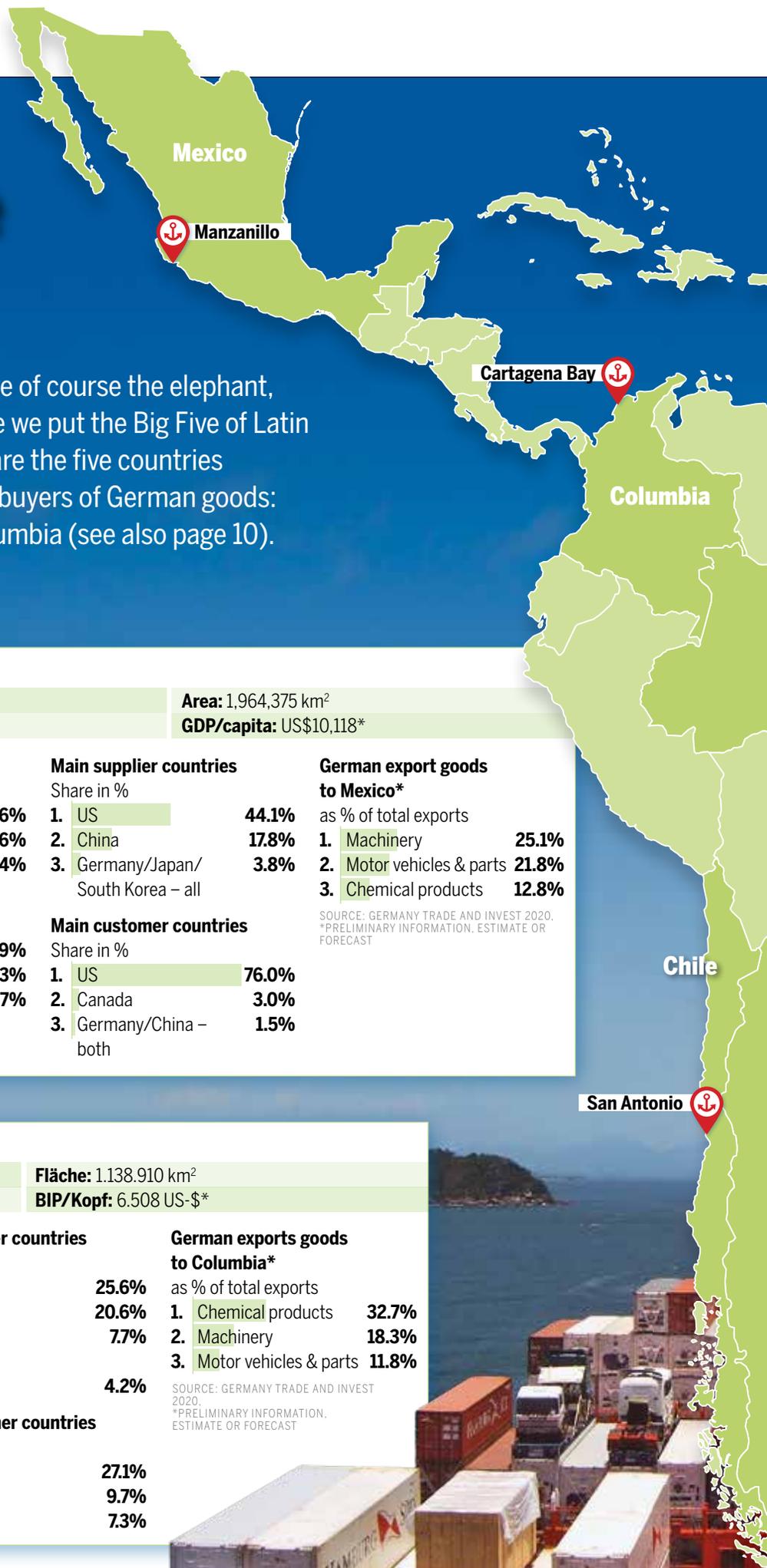
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Latin America

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Focus on the Big Five

For safari goers in Africa, the Big Five are of course the elephant, rhino, buffalo, lion and leopard. But here we put the Big Five of Latin America under the microscope. These are the five countries that last year were the region's biggest buyers of German goods: Mexico, Brazil, Chile, Argentina and Columbia (see also page 10).



Mexico (figures from 2019)

Capital: Mexico City

Population: 127.6m*

Area: 1,964,375 km²

GDP/capita: US\$10,118*

Top three export goods

as % of total exports

- 1. Motor vehicles & parts **24.6%**
- 2. Electronics **14.6%**
- 3. Machinery **9.4%**

Top three import goods

as % of total imports

- 1. Electronics **14.9%**
- 2. Machinery **13%**
- 3. Chemical products **9.7%**

Main supplier countries

Share in %

- 1. US **44.1%**
- 2. China **17.8%**
- 3. Germany/Japan/
South Korea – all **3.8%**

Main customer countries

Share in %

- 1. US **76.0%**
- 2. Canada **3.0%**
- 3. Germany/China –
both **1.5%**

German export goods

to Mexico*
as % of total exports

- 1. Machinery **25.1%**
- 2. Motor vehicles & parts **21.8%**
- 3. Chemical products **12.8%**

SOURCE: GERMANY TRADE AND INVEST 2020.
*PRELIMINARY INFORMATION, ESTIMATE OR FORECAST

Columbia (figures from 2019)

Capital: Bogotá

Population: 50.3m*

Fläche: 1.138.910 km²

BIP/Kopf: 6.508 US-\$*

Top three export goods

as % of total exports

- 1. Crude oil **32.8%**
- 2. Coal **17.8%**
- 3. Food **12.1%**

Top three import goods

as % of total imports

- 1. Chemical products **20.3%**
- 2. Electronics **10%**
- 3. Food **9.7%**

Main supplier countries

Share in %

- 1. US **25.6%**
- 2. China **20.6%**
- 3. Mexico **7.7%**
- ... **...**
- 5. Germany **4.2%**

Main customer countries

Share in %

- 1. US **27.1%**
- 2. China **9.7%**
- 3. Panama **7.3%**

German exports goods

to Columbia*
as % of total exports

- 1. Chemical products **32.7%**
- 2. Machinery **18.3%**
- 3. Motor vehicles & parts **11.8%**

SOURCE: GERMANY TRADE AND INVEST 2020.
*PRELIMINARY INFORMATION, ESTIMATE OR FORECAST

Brazil (figures from 2019)

Capital: Brasilia

Population: 211.1m*

Area: 8,515,770 km²

GDP/capita: US\$ 8,797*

Top three export goods

as % of total exports

1. Raw materials (excl. fuels) **30.6%**
2. Food **18.3%**
3. Crude oil **10.5%**

Top three import goods

as % of total imports

1. Chemical products **23.9%**
2. Machinery **9.4%**
3. Electronics **8.9%**

Main customer countries

Share in %

1. China **26.8%**
2. US **12.2%**
3. Argentina **6.2%**
- ...
6. Germany **2.2%**

Main supplier countries

Share in %

1. China **19.2%**
2. US **16.2%**
3. Argentina **6.1%**
4. Germany **5.8%**

German export goods to Brazil*

as % of total exports

1. Chemical products **30.3%**
2. Machinery **24.1%**
3. Motor vehicles & parts **11.2%**

SOURCE: GERMANY TRADE AND INVEST 2020.
*PRELIMINARY INFORMATION, ESTIMATE OR FORECAST

Chile (figures from 2019)

Capital: Santiago de Chile

Population: 19m

Area: 756,102 km²

GDP/capita: US\$15,399*

Top three export goods

as % of total exports

1. Raw materials (excl. fuels) **37.2%**
2. Food **22.8%**
3. Non-ferrous metals **21.9%**

Top three import goods

as % of total imports

1. Motor vehicles & parts **12.1%**
2. Chemical products **12%**
3. Machinery **11.5%**

Main supplier countries

Share in %

1. China **23.8%**
2. US **19.3%**
3. Brazil **8.1%**
- ...
5. Germany **4%**

Main customer countries

Share in %

1. China **32.4%**
2. US 13. **6%**
3. Japan **9.1%**

German export goods to Chile*

as % of total exports

1. Other vehicles **22.8%**
2. Machinery **21%**
3. Motor vehicles & parts **14.4%**

SOURCE: GERMANY TRADE AND INVEST 2020.
*PRELIMINARY INFORMATION, ESTIMATE OR FORECAST



Largest ports by country

Argentina (figures from 2019)

Capital: Buenos Aires

Population: 44.8m*

Area: 2,780,400 km²

GDP/head: US\$9,888*

Top three export goods

as % of total exports

1. Food **44.6%**
2. Raw materials (excl. fuels) **7%**
3. Motor vehicles & parts **6.6%**

Main supplier countries

Share in %

1. Brazil **20.5%**
2. China **18.8%**
3. US **12.8%**
4. Germany **5.6%**

Top three import goods

as % of total imports

1. Chemical products **21%**
2. Machinery **15.7%**
3. Motor vehicles & parts **11.2%**

Main customer countries

Share in %

1. Brazil **15.9%**
2. China **10.5%**
3. US **6.3%**

German export goods to Argentina*

as % of total exports

1. Machinery **32.8%**
2. Chemical products **23.1%**
3. Motor vehicles & parts **13.4%**

SOURCE: GERMANY TRADE AND INVEST 2020.
*PRELIMINARY INFORMATION, ESTIMATE OR FORECAST

Brazil

Santos

Buenos Aires

Argentina

IN BRIEF

BREMEN. Having already opened offices in Antwerp and Dubai, Bremen-based logistics firm Transport Overseas Group is now also represented in Berlin. The branch manager is Gunnar Hänel, who has years of experience in project logistics. The global Bremen-based company specialises in RoRo and project cargo and has a large network for worldwide shipping. As general agent for the Saudi state shipping company Bahri, the firm also offers regular shipments to the Middle East.

BREMEN. Since the classic ports sector is increasingly linked to logistics, the BHV was renamed BHV-Bremische Hafen- und Logistikvertretung (BHV Bremen Port and Logistics Agency) when its new constitution came into force on July 9, 2020. Instead of a president, the agency will have a three-member executive committee. The board comprises: Christoph Bruns (spokesman), Patric Drewes, Robert Howe, Christoph Holtkemper (treasurer), Werner Pöser (secretary), Ralf Miehe and Andreas Niemeyer.



A first in Emden – LNG ship-to-ship refueling

EMDEN. For the first time ever, an LNG bunker process has taken place from ship to ship in Emden on the Siem Confucius. Around 1,500 metric tonnes of the minus 163 degrees Celsius cold LNG was transferred from the bunker ship Engie Zeebrugge to the 200 metre long vehicle transporter. Ships powered by LNG have been able to refuel on the Emspier ship-to-ship since November 2019. Prior to this, the legal basis for approval and the safety concepts had been developed with the fire department, the Waterways and Shipping Office and

the Directorate General for Waterways and Shipping. However, the Port of Emden has LNG experience dating back to 2015. The liquefied gas-powered Borkum ferry MS Ostfriesland operated by shipping company AG Ems is bunkered truck-to-ship. "Modern shipping needs up-to-date services in the ports," says Holger Banik, managing director of Lower Saxony Ports and the JadeWeserPort implementation company. "I am pleased that at Emden we can offer the shipowners and the port industry the right environment for switching to other fuels."



Bremen shippers remain confident

BREMEN. With cargo volumes down due to the pandemic, many companies in Bremen's haulage and logistics sector have emerged from the crisis with a black eye. Results are down compared to the 2019 financial year, but freight forwarders are confident they will at least break even in the near future, partly because of higher freight rates as a result of fewer ship departures. This was the assessment of the Bremen Freight Forwarders Association delivered at their press conference recently.



German wood for the Chinese market

NORDENHAM. German spruce wood worth €3m was shipped to China in July from the port of Rhenus Midgard. The 11.8 and 5.9 metre logs were transported to the bulk carrier Glorious Kauri in the city port by truck and barge. Within the port area, trucks were used to transport the logs from the various storage areas and the logs were then loaded on board with a port crane. A second loading took place in early September. About twelve ships per year are planned.



Sailors' Day celebrated at Bremen ports

BREMEN/BREMERHAVEN. The international event known as Sailors' Day was recently celebrated at Bremen's ports and around the world to thank sailors for their commitment and hard work. In her opening speech, the Senator for Science and Ports, Claudia Schilling, said that the recent pandemic has hit sailors particularly hard. Often confined to ship for months, communication with family and friends is difficult, and they live in uncertainty about whether and how they can return home on leave.



Reserve gate of the Kaiserschleuse rebuilt

BREMERHAVEN. In the course of the renovation of the Kaiserschleuse on the outer flood gate, which was completed a year ago, a lock gate has been converted to fit the new design. The success of the conversion has led to other gates being converted. The reserve gate has been moved to Kaiserdock 1 of the Lloyd shipyard and towed from its berth to the shipyard with the help of a floating crane and two tugs. The work on the reserve gate was recently completed. The costs amounted to approximately €1.2m per gate.



Test runs for car handling a success

WILHELMSHAVEN. In April and June, Jade Car Logistics and Jade-Dienst successfully handled two shipments of used cars to North Africa and the eastern Mediterranean. Each shipment involved about 700 vehicles, mostly cars and trucks. The core business of Jade-Dienst includes mooring, project cargo and transportation as well as the repair and maintenance of propulsion systems. Jade-Dienst also supplies ships, carries out work at sea construction sites and disposes of ship waste and waste oil.



Gebrüder Weiss acquires Ipsen Logistics

BREMEN. Subject to the approval of the competition authorities, Austria-based international logistics firm Gebrüder Weiss (GW) has acquired parts of the sea and air freight business of Bremen-based Ipsen Logistics. At the contract signing in Bremen, Hans-Christian Specht and Eduard Dubbers-Albrecht, managing partners at Ipsen Logistics, met with (from left to right) Gebrüder Weiss's Lothar Thoma, managing director of Air & Sea, and chairman Wolfram Senger-Weiss.



Volumes fall in first half-year

OLDENBURG. The first half of 2020 saw an eleven percent decline in maritime traffic for Lower Saxony's nine seaports. The port group handled a total of 24 million tonnes. But the pandemic did not affect all the ports adversely. There were positive developments in Papenburg and Oldenburg and also in Stade, where a stable half-year result was achieved with 3.36 million tonnes. There was an increase of eleven percent compared to 3.03 million tonnes in the same period of the previous year.

IN BRIEF

OLDENBURG. In March 2020, Niedersachsen Ports (NPorts) launched a new careers portal. Phase two has now gone live, allowing potential employees, trainees and students to explore further options. The portal also features a blog with contributions from the ports' day-to-day operations staff. The aim is to give a close-up view of working life at the ports. New blog entries are linked to LinkedIn, Facebook and Xing.

BREMEN. Despite the pandemic, the Weser and Weserbund trade association held its annual Weser Day this year. The event was attended by Enak Ferlemann (CDU), parliamentary state secretary at the Federal Ministry of Transport. Among the guest speakers was Bremen's senator for ports and science Claudia Schilling (SPD). As the new chairman of the association, Uwe Beckmeyer (SPD), Bremen's former ports and economics senator and currently the federal government's maritime coordinator, led the day's events.



53 e-vehicles reach BLG AutoTerminal

BREMERHAVEN. Chinese start-up Aiways has chosen AutoTerminal Bremerhaven as the first transshipment port for its electric SUVs. The vehicles are destined for the European market. Seaport and logistics service provider BLG LOGISTICS unloaded the new vehicles from a vessel operated by Wallenius Wilhelmsen Ocean. Before continuing their journey to France, they will be temporarily stored at Bremerhaven AutoTerminal. BLG LOGISTICS will be responsible for quality inspection and customs clearance on behalf of Aiways.

New build project provides boost

LEER. The 4,000 square meter transshipment centre for Karl Huneke Straßen- und Tiefbau is intended to give an economic stimulus to the port of Leer. The area on Sägmühlstraße, which was built in spring and has already commenced operations on the quay, is mainly used for handling bulk goods, such as peat and topsoil, to a maximum capacity of 90,000 tonnes per year. Besides Huneke, the area can also be used by other companies. The firm of Rhenus, and natural stone company Weco, have already invested several million euros in their sites.



New warehouses on Lower Saxony quay completed

BRAKE. The J. Müller group has commissioned two new warehouses directly on the water at Lower Saxony quay, creating a total of almost 30,000 square metres of covered storage space. The warehouses are part of the company's growth and efficiency strategy for the pulp and wood product sectors. The forest products sector is also destined for expansion. Since the covered storage space is located directly on the quay, distances between ship and warehouse are minimal, thereby increasing efficiency and profitability. J. Müller's investment in the facilities totals €13.8m. Construction contracts for the projects were as far as possible awarded to local companies.

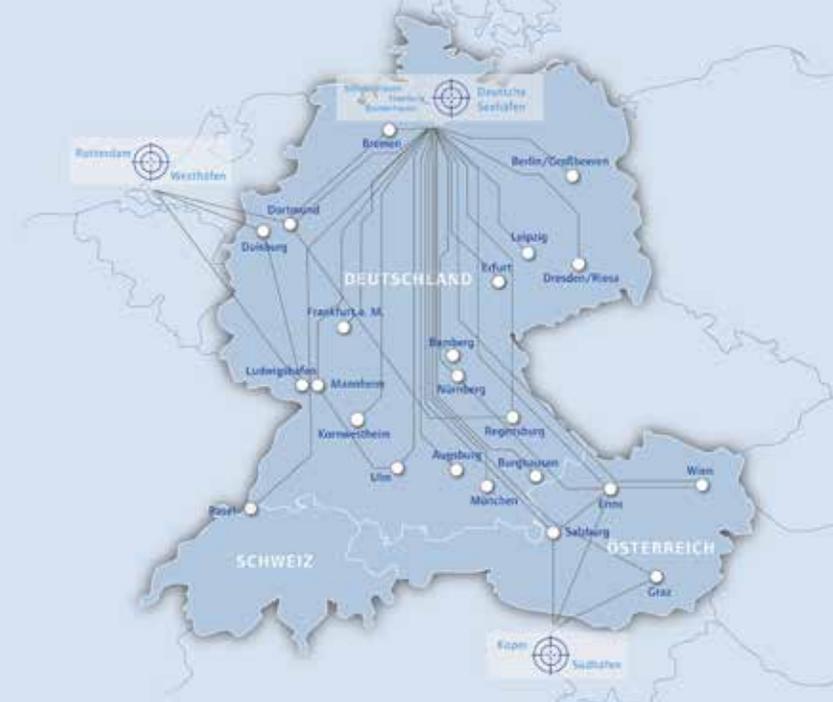




Norddeutsche Hafenallianz ist überfällig

HAMBURG/BREMEN/BREMERHAVEN/WILHELMSHAVEN.

Hamburg's senator for economics Michael Westhagemann has recently highlighted a topic that has occupied the North German seaport transport industry for over 20 years: the opportunities and risks of closer cooperation between the leading universal port locations on the Weser and Elbe, now supplemented by the deep-water port on the Jade. "We have to start thinking North German when it comes to the ports, not in terms of state borders," the senator told the Hamburger Abendblatt in August.



100 Verbindungen von und nach Bremen

BREMEN. At the start of September, TFG Transfracht opened up its Bremen location to all 22 terminals in its nationwide AlbatrosExpress network. This is the first time that transport in seaport hinterland traffic between Bremen and Austria and Switzerland has been made available. The company is providing the German-speaking region with a hundred new connections per week, thereby consolidating its train network and expanding its services as part of its international strategy.



HHLA partners with Braunschweig ports

HAMBURG/BRAUNSCHWEIG.

Hamburger Hafen und Logistik (HHLA) and the Braunschweig port operations company have signed up to a strategic partnership to promote inland shipping for container hinterland traffic between the two ports. For the roughly 180 kilometres between Hamburg and Braunschweig, which is too short a distance for rail, inland waterway vessels with a transit time of 24 hours can be a viable alternative to container transport by road. In 2019, 70,000 TEUs were moved between the ports via inland waterways.



#IWTS 2.0 - Innovation Challenge on October 8

BREMEN. Although inland navigation offers viable and sustainable transport alternatives, it can be something of a niche sector, at least in the tributaries off the Rhine. Its share of the €1tn European transport market is just six percent. At the online event #IWTS 2.0 – Innovation Challenge on October 8, students' ideas for the development of inland navigation will be discussed. The keynote speech and moderation will be provided by former federal minister Kurt Bodewig, European Coordinator for Motorways of the Sea at DG Move.



New west quay completed

BREMEN. After a construction period of around three years, the west quay in Kaiserhafen III has finally been opened by the senator for science and ports, Claudia Schilling. "The development of the port facilities is a key responsibility for the Senate," said the senator. "I am very pleased that with the west quay another piece of maritime infrastructure has now been comprehensively modernised." With the dismantling of the old quay, the port basin of Kaiserhafen III has become nine metres wider, making it easier for larger ships to manoeuvre.

Hope for the future – or cause for concern?

PHOTOS: CRAZYRONGYIA/SHUTTERSTOCK - FREPIK.COM, GERMANY TRADE & INVEST



Since the beginning of the year, the pandemic has been causing considerable disruption to global logistics chains to and from Latin America.

Experts are watching with concern, but nevertheless see signs of long-term growth potential in the region.

Europe and Latin America enjoy extensive and long-term trade relations. A look at the exact figures, however, shows that the region does not come close to the economic significance that the US, China, or France have for Germany. Last year, exports to Latin America accounted for only 2.6 percent of German exports. In 2019 no Latin American country was among the top twenty export destinations for the German economy. According to the Federal Statistical Office (Destatis), the biggest buyer of German products in the region was Mexico (22nd place), followed by Brazil (27th), Chile (50th), Argentina (53rd), Colombia (56th) and Peru (70th). The situation is similar for imports: Mexico (30) and Brazil (32) are the dominant Latin American supplier countries. Peru (60), Chile (62),

Argentina (63) and Colombia (71) follow at a considerable distance. In view of these figures, Jenny Eberhardt, senior manager for America at the economic development agency Germany Trade & Invest (GTAI), says that “Latin America’s importance as a trading partner has remained at a low level in the recent past. But the volume of foreign trade between Germany and the Latin American countries has – with a few exceptions – risen slightly over the past few years.”

A market of over 650m consumers

Against this background, GTAI has identified machinery, automotive and automotive parts and chemical products as the most important German exports to Latin America (see pages 4 and 5). In return, it is mainly raw materials and foodstuffs that are imported into Germany. “Some Latin American countries are among the leading producers of raw materials and agricultural products worldwide, such as Chile in the case of copper, Argentina and Brazil in the case of soy and beef, Brazil and Colombia in the case of coffee and Mexico in the case of avocados,” says Eberhardt. She also mentions the world’s largest lithium deposits in the Argentina-Bolivia-Chile triangle. The light metal found there is especially important for battery production.

The fact that Latin America is of great importance to Germany – despite the relatively low absolute figures – is shown by the fact that numerous German companies, including major automobile manufacturers, have been present in the region for decades. “São Paulo is the world’s largest German industrial location outside Germany. Over one thousand German companies are represented there,” says Eberhardt. “In addition, Latin America is a large market with over 650 million people and a young population with high levels of consumerism. This makes the region highly



“São Paulo is the world’s largest German industrial site outside of Germany.”

Jenny Eberhardt, senior manager for America at Germany Trade & Invest (GTAI)



Different colours, different cargo: In its orange containers Hapag-Lloyd transports dry goods and in its white containers temperature-sensitive goods such as fruit and vegetables, meat and fish, and medicines and blood plasma.



“For us, it’s vital to get our containers quickly to where they are needed.”

Andres Kulka, managing director for Latin America at Hapag-Lloyd

■ ■ ■ attractive.” For comparison, the EU has 446 million inhabitants.

Among the companies for whom Latin America plays an important role are shipping company Hapag-Lloyd, logistics service provider Leschaco and port services provider J. MÜLLER. Hapag-Lloyd currently operates more than twenty liner services to the region. “Our customers and the products we transport are as diverse as the individual countries in Latin America,” says Andres Kulka, managing director of Latin America at Hapag-Lloyd. The dry market mainly transports raw materials such as copper, cellulose and other wood products, but also chemicals, car parts and electronics. The reefer containers, on the other hand, are mainly filled with cherries, bananas, pineapples, grapes, apples and meat. “With a 40 percent share of our total reefer business, the region is of particular importance to us,” Kulka said.

He describes the current development in Latin America as “very challenging” due to Covid-19. In principle, he said, the pandemic could hamper economic growth up to 2021. “Nevertheless we believe in the region and are cautiously optimistic, especially with regard to our reefer business,” says Kulka. However, in both the reefer and dry segments, global trade fluctuations mean that there are considerable imbalanc-

es in empty container flows. “Germany has a trade surplus with all its partners in Latin America. This means that more products and containers are exported to the region than are imported from there. For us as a carrier, it is therefore crucial to get our containers to where they are needed as quickly as possible. So far we have been very successful in doing this.”

Major construction site infrastructure

The firm of J. MÜLLER is also active in Latin America, mainly in the areas of agricultural and forestry products, for which Brazil is considered the world’s main exporter and the metropolis of São Paulo is an important business location. Sebastian Behrendt is J. MÜLLER’s representative in São Paulo. “In South American business culture great emphasis is placed on personal contact, so it’s important to have a native speaker on site”, says Behrendt. With a view to the whole of Latin America, he notes that “the countries in the region are still undoubtedly developing, with a strong concentration of their economies in metropolitan areas.” South America also suffers from a lack of infrastructure, he says. “In Brazil, around 70 percent of all transportation is by road, despite the fact that this vast country would be better suited for rail or coastal or inland water- ■ ■ ■

PHOTOS: HAPAG-LLOYD, RENAN ARAUJO/UNSPASH, DEUTSCH-BRASILIANISCHE INDUSTRIE- UND HANDELSKAMMER

“If you wait until a market becomes more mature, you miss out on the opportunity to shape it.”



Interview with Ricardo Castanho, head of market entry and business development services at the German-Brazilian Chamber of Industry and Commerce in São Paulo

LOGISTICS PILOT: Mr Castanho, how do you assess Latin America's economic development in recent years?

RICARDO CASTANHO: Latin America has developed very strongly economically in the past ten years. Colombia has shown growth of four percent per year, Peru has significantly reduced poverty in the country, and Chile has pioneered renewable energy. Brazil has also continued to show great leadership potential in both the agricultural sector and in the oil, gas and infrastructure sectors. The entire region offers great potential in the areas of renewable energy, infrastructure, mining and digitalisation. Biogas is a major topic for Brazil and of course also for German companies interested in technology transfer. Green hydrogen also offers surprising economic, social and ecological opportunities and, anchored in Germany's recent green hydrogen policy, will from now on gain enormous importance, especially in Brazil and Chile.

What challenges do you have to deal with day-to-day and in which areas does Latin America need to improve in order to become more attractive for German companies?

According to a survey we conducted among board members, the biggest challenges in the current situation are low demand and weak supply chains. Fortunately 68 percent of companies stated that they are not looking to reduce headcount. A third of companies believe we won't return to pre-crisis levels until 2021. In discussions with potential new entrants to the Brazilian market, it is clearly felt that 2020 will be a major challenge for the majority of companies and is considered by many not to be a good time for embarking on new initiatives abroad. But we are pleasantly surprised that digitalisation – which has been underway in Latin America for a long time now – will continue to make the local market amenable to German companies. We received a high number of inquiries from German companies in 2020, but bureaucracy and intercultural differences are often hurdles for German companies. What Latin America should improve in order to become more attractive therefore varies according to one's point of view. In my opinion, companies should be engaging now and not later. If you wait until a market becomes more attractive, you won't help shape the transformation and you'll have to deal with completely different barriers afterwards.

Some experts warn that Latin America could once again become a crisis region. They talk of stagnating economies, social conflict and mass protests. Do you share this opinion?

No, I don't. Latin America is a huge geographical area, and not all countries are comparable. On average, these democracies are young, and mass protests do not necessarily mean a serious crisis. Just like many countries worldwide, the region has been severely affected by the pandemic, both socially and economically. The developing economies in this region will now have to go through a recovery phase. More precise figures on Latin America's growth in the second half of the year will be published later. But Brazil is a country that has already weathered lots of international crises. We are confident that we'll soon be able to resume the growth curve that we had before the current crisis. With the government's reform agenda, the country could once again become an attractive investment opportunity for German companies.

São Paulo is the largest city in Brazil. More than twelve million people live in its catchment area.

The city is regarded as Brazil's economic, financial and cultural centre and is the world's largest German industrial site outside Germany.



way transport.” Behrendt believes additional instability is caused by politics. Countries like Argentina, Brazil and Chile have for the past thirty years enjoyed economic growth, political stability and international investment, but are now experiencing increased unrest, whether that’s due to corruption scandals, economic crises or protests for social justice. “The maturity of the institutions there is put to the test every day. Almost every country is still gathering the experience it

needs to introduce necessary reforms and to avoid regular economic and social crises. If they succeed, it will make them more attractive for international investors.”

All in all, however, Behrendt thinks that Latin America is “very important for the global industry” and thus has great growth potential. But he sounds a note of caution. “In the near future, the countries there will realise that economic growth cannot be based on exports of raw materials and consumer goods in the long term, but that they have to invest in technologies, sustainable energy sources and major infrastructure projects - i.e. in rail networks, ports and waterways. Because that is where the real potential for the region’s true development lies.”

“Almost every country in Latin America is still gathering the experience it needs to introduce necessary reforms.”

Sebastian Behrendt, J. MÜLLER’s agent in São Paulo



Free trade agreement as catalyst

Another company that has had offices in Brazil and Mexico for decades is Leschaco. The logistics company has its own organisation in Chile and is present in almost all countries within the region in the form of partnerships with agency reps. Their focus is on international air and sea freight transportation. Leschaco also offers local services to provide customers with a seamless end-to-end logistics chain. These include activities in the field of customs clearance, initial and final transport within country and storage and interim storage for goods. “Thanks to this service package we’ve have been able to achieve above-average growth rates in Latin America for many years, although the general economic situation there has not always been the best,” says Martin Sack, regional head for the Americas at Leschaco. “This year, we have of course affected by the pandemic and are seeing a decline in business compared to the previous year.” Nevertheless Leschaco remains optimistic about developments in the region. The Bremen-based company is even considering further investment in the near future to expand the company’s network in Latin America.

Like his colleagues at Hapag-Lloyd and J. MÜLLER, Sack also sees a possible catalyst in the planned free trade agreement between the EU and the Mercosur countries (Argentina, Brazil, Paraguay and Uruguay). “This would lead to an enormous increase in trade in goods between Europe and the Mercosur region. The economy and companies on both sides would benefit, including the logistics sector.” But there is still a long



Thanks to J. MÜLLER, agricultural and forestry products make their way from Brake to all parts of Latin America, and from there to Lower Saxony.

“The FTA would significantly increase trade between Europe and the Mercosur region.”

Martin Sack, regional head Americas at Leschaco

way to go before this is implemented. This is because the agreement is currently undergoing formal legal review and will only be submitted to the participating states for consideration afterwards. “I don’t expect the agreement to come into force before 2021, and possibly not until 2022,” says Sack.



Tank containers are regarded as a safe, flexible and universal transport solution for liquids of all kinds. Leschaco uses them for its overseas logistics.

Protectionist tendencies

Jenny Eberhardt of GTAI also believes that the signing of the free trade agreement would further strengthen trade relations between Germany and Latin America. Germany’s automotive, chemical and mechanical engineering industries in particular could benefit from customs advantages over their global competitors. But there’s no guarantee an agreement will be reached in the near future. “Due to the pandemic, the trade agreement is not currently at the top of the priority list for many countries in Latin America. And the pandemic tends to encourage protectionist tendencies,” says Eberhardt. But the past few months have also shown that many Latin American companies are able to react to new conditions faster and more creatively than many had expected. “From start-ups to global players, the crisis has forced them to become more efficient and introduce new technologies more quickly. The supply chains of many companies are currently experiencing a huge increase in efficiency and digitalisation. Those that do not actively address the issue of digitalisation now run the risk of not surviving. But this also opens up opportunities for new products and business models.”

At the same time, Eberhardt also points out that the economic prospects for Latin America are anything but rosy at the moment. “Many countries have been hit hard by the pandemic and have not yet reached the peak of the crisis. According to the IMF, this year alone the region’s GDP is expected to fall by more than nine percent. The UN Economic Commission for Latin America and the Caribbean (CEPAL) expects that in the second half of 2020, around 2.7 million companies in Latin America will have to close and 8.5 million jobs will be lost.” In light of these figures, it’s tempting to view Latin America more as a problem child than as a star performer. On the other hand, the region has already proven on several occasions in the past that it is capable of overcoming crises. (bre)

How is the regional market looking?

Johanna Sternberg,
deputy managing director of the International Chamber of Commerce (AHK) in Chile:

Over the last three decades Chile has seen constant growth and a stable, market-based environment. This has given the country the ability to cushion the current crisis with various aid packages. For Chile, sustainability is a decisive factor for the future, and the country has done pioneering work in the field of renewable energies.

Carina Batz,
manager of the International Chamber of Commerce (AHK) in Columbia:

Due to the pandemic, predicted growth in Colombia has gone from 3.5 percent to minus eight percent. But thanks to strong government investment to improve productivity and the national infrastructure, the country has great growth potential in areas such as infrastructure, energy and the agro-industrial sector.

Julieta Barra,
international trade manager at the International Chamber of Commerce (AHK) in Argentina:

While the Argentinean economy grew in 2015 and 2017, the following two years saw a slump in GDP of 2.6 and 2.2 percent. The outlook for 2020 is starkly negative due to the pandemic. Experts currently estimate contraction of around 12 percent. Argentina is also suffering from structural inflation, which has risen sharply in recent years..

Jan Patrick Häntsche,
deputy managing director of the International Chamber of Commerce (AHK) in Peru:

In the last 15 years, Peru has shown consistent growth above the regional average. This has significantly reduced poverty in the country and allowed important infrastructure projects to go ahead. The mining sector has made a significant contribution to this trend.

81.6 kilometres

The Panama Canal



A typical journey through the Panama Canal takes between eight and twelve hours. The price is calculated according to the type and size of the ship. Since May, advance payments for transit reservation fees have been suspended due to the pandemic.

“An indicator of world trade.”

The 81.6km Panama Canal, which connects the Atlantic to the Pacific, is one of the most important waterways in the world.

According to the Panama Canal Authority (ACP), last year more than 252 million tonnes of cargo passed through the Canal's locks in a total of 12,291 transits. The number of transits in the past three years has constantly been over 12,000 and cargo volumes have amounted to over 240 million tonnes. “The Panama Canal is not only an important waterway that saves shipping companies the long journey around Cape Horn or through the Strait of Magellan, but also an important indicator of economic development in the world and in Latin America,” says Mark Heinzl, head of the North and Latin America at the Association of German Chambers of Industry and Commerce. Martin Sack, regional head of the Americas at Leschaco, adds that “the Panama Canal simplifies and accelerates global trade. Latin America is one of the biggest beneficiaries of that. Following the completion of the expansion in 2016, post-Panamax ships will now be able to cross the

Canal, thus connecting South America, the Caribbean and the east coast of the USA with Asia even more effectively.” Currently about one third of the volume shipped through the Canal (180 million tonnes) is on the trade route between the eastern USA and Asia. Goods with origin or destination in Europe account for 13 percent of the total cargo volume. After a slight increase in revenues from transits in the first half of 2020, there have been signs in recent months of a decline in the number of transits and the volumes transported, and not only because of the pandemic. “Even before the pandemic, it was already apparent that the trade dispute between the US and China would reduce the flow of goods,” says Heinzl. This would be a heavy blow for Panama. The ACP collected around US\$3.1bn last year in transit fees, which is five percent of the country's GDP. But despite this development, Sack is not worried. “The Panama Canal will only become more important for Latin America in the future, not less.” (bre)

PHOTO: ARTESZFRANCO/PIXABAY

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Don't get straight to the point

At business meetings in Latin America, patience and small-talk are vital. You can also score points by being smartly dressed – and bringing marzipan.

At first glance, it would seem reasonable to assume that business meetings with companies in Latin America would be broadly similar to meetings with partners in Southern Europe. But appearances are deceptive. “As is often the case, the devil is in the detail,” says Rodrigo Pacheco, a corporate communications specialist at shipping company Hamburg Süd. Pacheco is German-Chilean and for almost twenty years has been working for the shipping company on its Europe-South America business. He has extensive first-hand experience of the countries in the region. He warns against getting to the point too quickly, as Germans like to do. “In Latin America, you need to first establish a personal and then a business relationship. Without trust nothing gets done. It’s absolutely counterproductive to just walk in the door and get straight down to business,” says Pacheco. In order to build trust, he recommends extensive small talk. Family, sports (especially football), the weather –

all are fair game. “The people in the region are proud of their country and their culture, even if they like to complain about the political situation. Acknowledging this pride and paying them the appropriate respect is essential for successful business,” explains Pacheco. He therefore advises, for example, to emphasise the beauty of the respective country, the quality of its food and the hospitality there, and in return not to touch sensitive issues such as politics or dictatorships. Likewise it’s a good idea to delete the word “no” from your vocabulary. Locals often avoid confrontation in a noncommittal way by saying that they want to reconsider.

In contrast to the countries in Southern Europe, one shouldn’t assume that one’s business partners in Latin America will speak fluent English. The use of an interpreter is often a good idea. “Conversely, I have often noticed that in Latin America it’s really appreciated if the guest can manage a few words in Spanish or Portuguese. Even if they are not perfect,

In Latin America, a personal relationship needs to be established before you can talk business.



Hamburg Süd trucks, one with a refrigerated and one with a dry container, in front of the Museo Nacional de Bellas Artes in Santiago de Chile. The shipping company has 65 offices in Latin America and operates more than twenty liner services to the region.



this can prove to be a door opener or icebreaker for building up trust,” says Pacheco. If the initial contact is successful, business meetings or even an invitation to a dinner may follow. The clocks tick differently depending on the situation. If a fifteen minute delay in a business meeting or a business dinner in a restaurant is considered normal and appropriate, this is not the case for a private invitation. Sometimes people arrive about an hour after the fixed appointment. “Unless the hosts are serving a culinary delight that requires a precise time of arrival,” Pacheco says. In general, he says, it is best to meet with other local partners in advance and arrive together with them.

Patience is money

Although it is considerably hotter in Latin America than in Northern Europe, for men a suit and tie are not just good manners, but practically a must. For women, dresses or skirts in combination with heels dominate. “Good and above all well-ironed clothes are right at the top of the list of priorities. Great importance is also attached to branded products,” says Pacheco. This also applies to titles when meeting and greeting. Here, despite the usual use of the first name, the business partner is addressed in Spanish with Don or Doña, and in Portuguese with Senhor or Senhora. If one knows, for example from a business card, that one’s interlocutor has an academic title, it should be used.

Regardless of how business may develop afterwards, one thing is clear from the outset: anyone negotiating in Latin America must have a lot of patience. Here it’s not time that is money, but patience. Apart from the “no” already mentioned, there are two main taboos: creating time pressure and raising your voice. Acting quickly gives the impression that you want to hide something, and raising your voice is perceived as unprofessional and a sign of lack of respect. “It is curious, in public, Southern Europeans and Latin Americans often appear loud to us, for example when they shout something across the room. But in a business context, it is considered rude and a loss of face if you react excessively loudly,” explains Pacheco.

Yes to chocolate, No to licorice

When it comes to gifts, Pacheco experience differs from the standard recommendations. Flowers, for example, are often cited as a no-no, but Pacheco has always found them to be well received. “Football shirts from Germany and Europe are also popular gifts. But you should find out in advance which club your business partner – or his or her children – supports. A shirt from the wrong club could be a bit of a clanger.” Pacheco has also noticed that sweets are particularly popular. “Chocolate from Germany, Switzerland or Belgium is highly appreciated. Colourfully wrapped pieces of marzipan are also very popular, and can then be handed out in the office”. But there is one German speciality that Pacheco warns against. “Somehow licorice never seems to agree with local taste buds.” (bre)

More information:
www.hamburgsud-line.com

“In Latin America, the word ‘no’ is best removed from your vocabulary.”

Rodrigo Pacheco, specialist in corporate communications at Hamburg Süd





„Business as usual“

despite coronavirus, cocaine and Brexit

The responsibilities of customs officers are many and varied.

They inspect the import and export of goods, collect customs duties and implement international agreements. And the challenges they face are constantly changing.

Despite the pandemic, customs officials have in recent months been performing their security duties for the state without let-up. Nonetheless the largest division of the Federal Ministry of Finance has recently had to restructure some of its processes. “In order to reduce the risk of infection, we have assigned fixed patrol pairs for container inspections and made sure that employees from different shifts don’t cross paths during other work in the port,” says Volker von Maurich, press spokesman for the main customs office in Bremen. Since customs operates not just on the frontline of import and export, but also takes on extensive

administrative roles, more work is being done from home than it was pre-pandemic. “Of course we protect the state and its people by checking that our seaports are not a gateway for the import of protected animals or plants or for counterfeit products or narcotics. But in order to secure state revenues, we also have to calculate import duties such as import sales tax and excise duties. And this is all done from the comfort of our desks,” says von Maurich of a service that is responsible for around 45 percent of the federal government’s tax revenues.

Combating drug smuggling

Particularly when it comes to the import of goods from Latin America to Europe, the staff of the main customs office in Bremen, whose operations cover Bremen and parts of Lower Saxony, specialise in combating drug smuggling in general and cocaine in particular. Despite all the focus on this problem area, however, von Maurich makes it clear that “by far the great majority of exports from Latin America is completely unremarkable.” But the figures show that quantities of cocaine seized in Germany’s seaports have increased continuously in recent years. “The decline to around 90kg in Bremerhaven last year is one-off result and does not mean that the all-clear has been sounded, because it doesn’t tally with the nationwide figures,” says von Maurich. Rather, he said, it was due to the high quantities seized in other seaports such as Hamburg,



“The vast majority of exports from Latin America are completely unremarkable.”

Volker von Maurich,
spokesman for Bremen customs



Using Bremerhaven's mobile X-ray technology, customs officers can search containers for drugs and other smuggled goods.

value of €200m was seized. "We've been using the X-ray system since 2016. Up to 480 containers per day can be X-rayed," says von Maurich.

More information:
www.zoll.de

The long shadow of Brexit

The fight against drug smuggling will continue to be one of customs officials' most important challenges in the coming years, as will the seizure of weapons and the fight against illegal working and employment. But with the UK's withdrawal from the EU and the transition period ending on 31 December, another challenge awaits. "New customs formalities will be coming into force," says von Maurich. It is not yet clear exactly what these will look like. The only certainty at the moment is that, from 2021 onwards, goods imported from Great Britain into the EU will be subject to non-EU customs duties. Further details will depend on possible additional agreements between the trading partners. The British could – like Iceland, Liechtenstein, Norway and Switzerland – become members of the European Free Trade Association (EFTA). "In that case, customs concessions could be agreed that are more favourable than for non-EU countries," says von Maurich, who recognises that this altered situation will involve a lot of paperwork for him and his colleagues. "We are prepared for every conceivable scenario at the beginning of next year." (bre)

Rotterdam and Antwerp. And in 2019 two shipments of over one tonne of cocaine, which were destined for Europe via Bremerhaven, were intercepted in South America.

Von Maurich explains that a common method of smuggling cocaine by sea is the so-called rip-off method, whereby bags filled with cocaine are placed unnoticed near the container door just before the ship sets sail, and the people involved in the legal shipment of goods usually have no knowledge of the illegal additional cargo. In European ports, these bags are then quickly removed from the container by the perpetrators in an unobserved moment and smuggled out of the port past customs. "We can counter this method with our risk analysis and subsequent inspection. In the past, we have had a number of seizures," says von Maurich. The most recent case was last year when 50kg of cocaine with a street value of around €4.5m were discovered in a refrigerated container from South America.

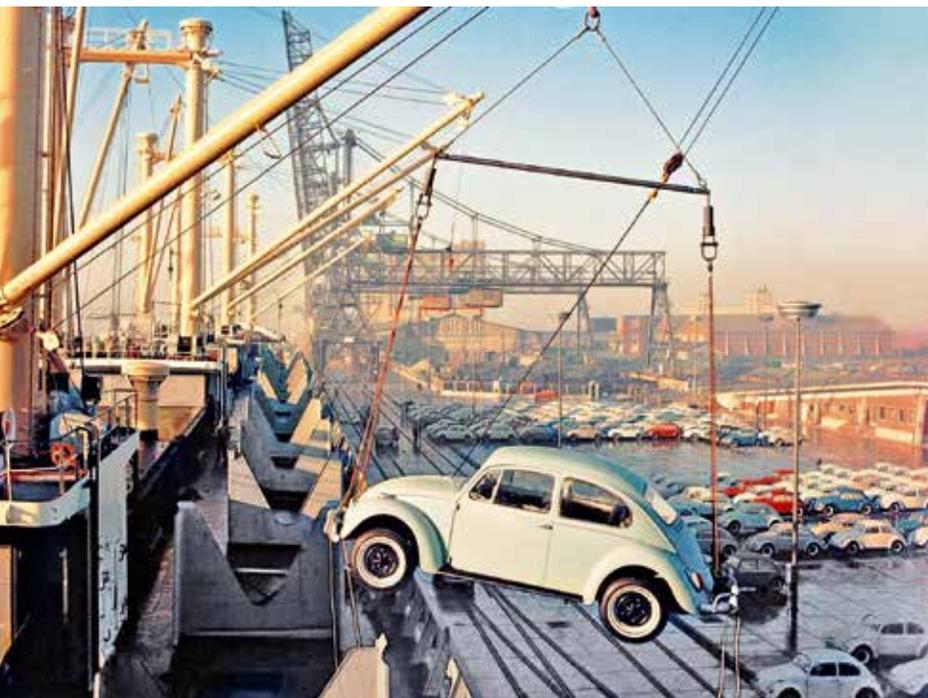
The largest ever cocaine seizure in Bremerhaven took place in September 2017, but at that time the smugglers used a different strategy, hiding the drugs in a container from South America that was destined for Spain in hollowed-out plasterboards. Thanks to the mobile X-ray system at the Bremerhaven customs office, investigators from the Hamburg customs investigation office and inspectors from the Bremen customs office were able to detect and locate the narcotics in the container. Over one tonne of cocaine with an estimated street



Customs officers discover cocaine to be smuggled by sea using the "rip-off" method.

Anchored in Emden, linked to Bremen

Anker Schiffahrt's roots lie in automotive handling. But in addition to seaport handling and terminal operations, the wholly owned Leschaco subsidiary offers a far more comprehensive range of services, including the handling of forest products from Finland and South America.



In 1965, 98,480 VW Beetles were handled. In 2019, over 900,000 vehicles were imported or exported via Autoport Emden.

When the company was founded in 1956 at the Bremen site, the world was a different place. VW Beetles were hoisted by crane on board conventional ships, and Jan Remmers hadn't even been born. After 35 years at Anker Schiffahrt, the 57-year-old, who was appointed deputy managing director in 2016, can still talk about the time before he joined the company in 1985 as if he had actually been there. He knows Scharbau (Leschaco), the wholly owned Bremen-based subsidiary of international logistics service provider Lexzau, inside out. "The first important milestone in our company's history was certainly the takeover of car loading for VW in Bremen in December 1960," says Remmers. Four years later, when the car manufacturer moved to Emden, the headquarters of Anker Schiffahrt was also opened there. In 1987, the company Autoport Emden was founded with partners Volkswagen Transport, EVAG Emden Verkehrs und Automotive, and Gerd Buss.

"Since then volumes have risen continuously," says Remmers. "In 1965, 98,480 VW Beetles were being handled for export. In 2019 over 900,000 vehicles were imported or exported via Autoport." The automotive products sector, for which authorised signatory Sönke Kempe is also responsible along with Remmers, is therefore still a key part of the company's business.

Extension of vehicle storage space

For this year, however, Remmers is expecting a decline in automobile turnover due to the pandemic: "VW stopped production in mid-March. We continued to work for another ten days, but then had to announce short-time working on April 1." In the meantime, however, there is reason for optimism. "From September, turnover is expected to pick up again strongly," says Remmers. Forecasts for 2021 are currently difficult, as there are too many unknown factors,

FACTS

Anker Schiffahrt

Group: 100% subsidiary of Lexzau, Scharbau (Leschaco)

Founded: 1956

Head office: Emden

Business areas: automotive handling, forestry products, port-specific services and shipping agency

USP: only seaport terminal within the Leschaco Group

Machinery: forklift trucks, industrial trucks, terminal tractors with trailers, special traverses and mobile ramps

Employees: 110

but due to the continuous increase in handling volumes to date, the company is currently in the process of doubling the capacity of the existing parking lot for loading and unloading new vehicles from the VW Group to accommodate 40 trucks.

Still environmentally neutral

With the arrival of a pulp ship in 1983, the key market of forest products was added. Tilo Hoff and Jan Remmer's authorised signatory have responsibility for this market.

"To date we've handled around fifteen million tonnes, mainly cellulose and paper," says Remmers. Forest products handling is still completely conventional and is carried out either with ship cranes or mobile cranes.

What links Anker Schiffahrt with Nordland Papier, a subsidiary of the Finnish UPM-Kymmene Group, is tradition and very close integration with the customer's supply chain. There is a special feature here. "The logistics concept has always involved the pulp imported from Finland and South America being transhipped in an environmentally neutral way directly from ocean-going vessels to inland waterway vessels and transported to Nordland Papier's Dörpen mill," says Remmers. However, the flow of goods and the demands on logistics have changed. "In the meantime, new markets have been added, so that goods in Europe are distributed using trimodal transport, i.e. inland waterways, rail and road."

Terminal and transshipment operations are mainly carried out at the Emskai berth and terminal. "Up to 30,000 tonnes are regularly unloaded here per call, then temporarily stored in our halls and delivered to customers," says Remmers. The company currently operates 30,000 square meters of special warehouses equipped with sprinkler systems for fire protection. Additional space in the Emden outer harbour can be rented if required.

All this has once again impressed the Finnish group UPM-Kymmene Oyi, which is a leading company in the bio and forestry products industry. In January this year, the

contract for handling forest products was re-awarded to Anker Schiffahrt.

Port-specific services

In addition to the handling of VW automobiles and forest products, the company's portfolio also includes a large number of other maritime seaport services. "A long-standing customer of ours is Meyer Werft," says Remmers. "We've been working with our partner Omya for around twenty years on the final outfitting of the smaller cruise ships built in Papenburg. This includes all the logistics during berthing periods in the Emden inland port." Other key business areas are offshore logistics, project cargo and ship brokerage.

These two main pillars, in conjunction with the many other services the company provides, have also helped Anker Schiffahrt during the pandemic. "So far we have come through the crisis well," says Remmers, "not least because our staff have been very supportive." Another advantage is that, in the future, the owner-managed group is to be transferred from Jörg Conrad to his son and current CDO Constantin. Succession is therefore guaranteed.

Anker Schiffahrt has not yet been confronted with the widespread concern about attracting new talent. "So far we have always been able to find the right staff. Boredom isn't really a problem for us. Industrial staff are deployed as required, for example as crane operators or forklift or HGV drivers."

What does concern the managing director is the waterway adjustment of the Außenems nature reserve, which has been pending since 2002: "This is particularly important for the port of Emden and for our two markets, because the ships have an increasing draught, which means they can transport more cargo and would no longer be so strongly tide-bound." A political concern for Anker Schiffahrt at federal and state level is the timely implementation of the planned large ship berth for the larger and deeper automotive carriers and forestry vessels, which would ultimately enable more cargo for Emden. (cb)

Small but strong

The vital role played by tugs when ships enter and leave the port is not always given its due. But they are an indispensable part of the logistics chain. And it's not only large freighters that rely on them.

They hardly ever work alone. Harbour tugs are real team players. Usually two to three of them join forces to escort a cargo ship as it enters and leaves the port. The crews of these tugs coordinate among themselves and with the captain and port authorities. With their powerful engines, the tugs work alongside both larger and smaller craft. Ships depend on the assistance of tugs, but for safety reasons the tugs mustn't get too close to the carriers, although if there is a storm so strong that it could prevent ships from docking, contact may be necessary. Contrary to what their name suggests, these workhorses can not only tow, but also push. For this purpose, the cargo ships are specially reinforced at certain points and marked accordingly.

Part of port logistics

At Boluda Towage Europe, port towage is their principal market. Its subsidiary Unterweser Reederei (URAG) was founded in Bremen in 1890 and was bought by the Spanish shipping company Boluda Corporación Marítima in 2016. Since Boluda Towage also took over the Dutch joint venture Kotug Smit Towage in 2019, combining German activities under the brand name Boluda Towage Europe, the company has been serving ten seaports in Germany with 27 port tugs: Wilhelmshaven, Bremen, Elsfleth and Brake as well as Nordenham-Blexen, Bremerhaven, Cuxhaven, Stade, Wedel and Hamburg. In addition to the ports in Germany, Boluda Towage Europe operates a fleet of eighty tugs in the Netherlands, Belgium and the UK.

"A typical operation of our port tugs starts with the ship's arrival notification via the National Single Window," says Michael Neie, commercial area manager at Boluda Towage Europe. Through the traffic flow plans published by the port authorities, the tugboat company then knows which ship will arrive when and, if it is subject to tugboat duty, which agent will take care of it. "Since we know the agents, we can usually work out which shipping company the ship is sailing for and whether we are working with them."

The time of the ship's call that is sent to the tug is initially quite vague. "First of all, we look at the information from the HBH, i.e. the Bremen Port Authority, and the pilot lists so that we know when the pilot is going on board." The pilot is also the one who knows the area best and can judge the number of tugs necessary for a manoeuvre, taking into account the weather conditions.

Depending on local conditions, the specifications for the number of tugs required may vary from port to port. A Panamax vessel may need up to five tugs in Bremen's industrial port, but only three in Brake. A Triple-E-class container ship with a capacity of more than 18,000 TEU (20ft standard containers) usually needs three tugs, whereas RoRo ships need two each for entering and leaving Bremerhaven.

In order to be prepared for future ship sizes, Boluda works closely with port authorities and pilots and, for maiden voyages, jointly simulates the calls in the simulator. The captain – and, indirectly, the pilot – can deviate from the minimum number. "The requirement ■■■



A tug has about 7,000hp and allows between 60 and 95 tonnes of bollard pull, i.e. maximum pulling power in relation to a fixed object. Building one from scratch costs from €4m.

FACTS

Boluda Towage Europe

Founded:

- Unterweser Shipping Company 1890
- Kotug Germany (later Kotug Smit) 1996

Takeover by Boluda:

2016 and 2019

Location in

Germany: Bremen

Head office:

Rotterdam

Business areas:

harbour tugs, offshore and ocean towage, salvage and aid, special projects

Number of ships:

28 (27 port tugs and one sea tug), more than 300 worldwide

Ports in Germany:

Wilhelmshaven, Bremen, Elsfleth, Brake, Nordenham-Blexen, Bremerhaven, Cuxhaven, Stade, Wedel and Hamburg

Employees

in Germany:

over 200



The number of tugs varies according to local conditions. For large Triple-E class container ships with 18,000 TEU, three tugs are usually required.

■ also depends on which side the ship docks and whether it has to be turned,” says Neie. “Other factors are the weather, the current and the draught, but also ship-specific issues like the strength of the bow thruster.”

Since tug availability must be guaranteed when the ship enters the Weser, tugboat combination is planned well in advance and coordinated with the pilot if necessary. The shipping company then has about half to three quarters of an hour to take over the ship at the tug position. “In Bremerhaven, that’s buoy 49 at the end of the riverside quay,” says Neie. On site, the tug captains coordinate the basic manoeuvre with the pilots, negotiating whether the ship is to be turned around and which tug is to support which ship. Communication is via a dedicated radio channel, with the pilot being the conductor. It can be quite a challenge to distinguish between the babble of voices.

Constantly on board

When the ship leaves the port, communication for the tugboat operation takes place between the shipping company agents. “As soon as the loading and unloading is completed, the agent gives us a rough departure time,” says Neie. “Two hours before departure, the provisional order is confirmed.”

The tug lines are attached via hawseholes, i.e. openings in the bulwark of the ship’s side. From the deck of the ocean-going vessel, the sailors then throw down a throwing line weighted with a monkey fist (a kind of braided tennis ball to which the retrieval line and the towing gear are attached). After the towing line is pulled through the hawsehole, the line is attached to the bollard.

The towing manoeuvres themselves are fairly straightforward. “It’s not rocket science,” says Neie, “but of course good seamanship and a basic understanding of physics are required.” It could be dangerous for man and ship. A wrong manoeuvre or going too fast could lead to the tug being run over, and tow lines can break. “This is a high-risk job, you can’t forget that,” says Neie. Good communication is vital and demands on the crew are strenuous. Anyone who steers a harbour tug must have a captain’s license and six months’ experience. The requirements of tugboat captains differ from port to port, so Boluda tries to train them for as many ports as possible. Candidates are initially deployed as helmsmen on deck, and then they have to gain sailing experience.

Contrary to expectation, the crew is on board for the duration of their service. Attendance is compulsory. Normally there are three people: a captain, an engineer and a sailor. “There are either seven/seven or fourteen/fourteen shifts, which means that the crew works either seven or fourteen days continuously and then has the same number free,” says Neie. “In autumn and during storms the daily workload is of course higher because more tugs are needed.” When the tugboat is not in operation, the crew services the ship, for example with maintenance, charts and documentation.

There are separate sanitary facilities or shared showers on board, depending on the type of ship. Crew members feed themselves. During time spent on board, a short shopping trip is the only reason to go ashore, apart from emergencies. “The crews are like small families,” says Neie. “Esprit de corps and good teamwork are essential.” (cb)

More information:
www.boluda.eu



2020

20 – 23 Oct 2020 ■ **Deutscher Logistik-Kongress 2020**
www.bvl.de/dlk
 Berlin, Germany

October

4 Nov 2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Stuttgart, Germany

November

5 – 10 Nov 2020 ■ **CIIE**
www.ciie.org
 Shanghai, China

18 Nov 2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Munich, Germany

19 Nov 2020 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Bielefeld, Germany

2021

14 Jan 2021 ■ **logistics talk, New Year reception**
www.bremenports.de/veranstaltungen
 Berlin, Germany

January

18 Jan 2021 ■ **Project logistics forum**
www.bhv-bremen.de/#veranstaltungen
 Bremen, Germany

3 – 5 Feb 2021 ■ **FRUIT LOGISTICA**
www.fruitlogistica.de
 Berlin, Germany

February

10 – 12 Mar 2021 ■ **Antwerp XL**
www.antwerpxl.com
 Antwerp, Belgium

March

24 Mar 2021 ■ **logistics talk**
www.bremenports.de/veranstaltungen
 Bielefeld, Germany

Save the date

Due to the pandemic, locations and dates are subject to change. Some of the dates listed here have changed several times in recent months. Even after our deadline in September, there will almost certainly be last-minute changes. No liability is assumed for the accuracy of the information provided here. Please check dates and venues before booking and travelling. Thank you for your understanding.

- Trade fairs
- Customer events
- Other highlights

IN BRIEF



BREMEN. As part of the reorganisation of its management structure,

Christian Böttcher has been made regional head for EMEA at international logistics service provider Leschaco. With over 25 years' freight and logistics experience, his previous role was as managing director for Röhlig in Germany. Before that he was global vice president for ocean freight at logistics company UTi. Böttcher is based in Bremen and reports directly to Oliver Oestreich, COO of the group.



BREMEN. Alexander Global Logistics opened an office in Shanghai on

September 1st. This is the first site on the Chinese mainland for the Bremen freight agent specialising in forest products and projects. The company already has an office in Hong Kong, which opened a few years ago. The new office will be headed by **Marcel Grätz**, who was recently hired for sales and business development in Asia. The freight specialist has previous experience of Shanghai from his time at Dimerco Express.

New director for transport at the EU Commission

BRUSSELS. After almost one and a half years, the SRD Directorate, which is responsible for accounting, budget issues, insurance and IT within the EU Commission's Directorate-General for Transport, has now been given permanent management again. France's **Anne Montagnon** has been appointed as the new director. She has been heading the Directorate, which is also responsible for the Directorate-General for Energy, on a provisional basis for over a year. Since November 2017, she has been head of department in the Directorate SRD, having previously held several posts in the Directorate General Budget. Within the Directorate-General for Transport, the SRD Directorate supports the work of the other directorates for land, sea and air transport, investment and sustainable transport and policy coordination. Montagnon has worked for the EU Commission since 2001.



Management duo at Deymann

HAREN (EMS). At the beginning of July, **Hendrik Stöhr** (left) was appointed second managing director at shipping company Deymann Management. Together with owner and managing director **Martin Deymann**, the former authorised signatory will now jointly lead the company from Haren an der Ems. Stöhr has been at the shipping company for twelve years. A company spokesperson said his many years of experience and long tenure at the company make him ideally qualified for his new role.

All change at Addicks & Kreye

BREMEN. **Olaf Schwemer** (right), who has worked in the Bremen port industry for many years, has moved to logistics company Addicks & Kreye Holdings. He will replace **Rüdiger Remppe** (left), the current managing director, who retires at the beginning of 2021. **Olaf Güthe** (centre) has succeeded Gerold Finke, who is also retiring, as finance and HR director.



Wechsel im VBSp-Vorstand

BREMEN. At its recent AGM, the Bremen Freight Forwarders Association (VBSp) partially re-elected its executive committee. Ulrike Baum of Röhlig Logistics stood down and Andreas Niemeyer of the Dettmer Group was confirmed as a board member. Newly elected were (from left) **Thorsten Dornia**, managing partner of Brelog, **Philip Herwig**, managing partner of Röhlig Logistics, and **Sven Schoon**, managing partner of ETS Transport & Logistics.



Grandson of Meyer & Meyer founder appointed chief executive

OSNABRÜCK. The end of 2015 saw generational change at fashion logistics company Meyer & Meyer. **Maximilian Meyer** (right), fourth generation and great-grandson of the company founder, has been appointed chief executive and chairman of the executive board. The 32-year-old had been a member of the executive board as chief sales officer since June 2019. Together with chief financial officer **Peter Schnitzler** (centre) he has been managing the business since then. His sister **Theresa Meyer** (left) supports the management board duo in the strategic management and transformation of the family business. Both Maximilian, who joined the company in 2016 as key account manager and assistant to the executive board, and his sister are economists.

Former Senator for Economics died

BREMEN. Former Bremen senator for economics and ports **Josef Hattig** died on 31 July at the age of 89. Mayor Andreas Bovenschulte paid tribute to Hattig as a “politician of extraordinary stature who always stated his convictions in a straightforward and consistent manner.” The CDU politician, who had no previous party career, was initially senator for economics, SMEs and technology, and from 1999 ports, supra-regional transport and foreign trade were added to his brief.



Mourning for the boss of Lomar Shipping

BREMEN. **Achim Boehme**, chief executive of container ship and bulk carrier Lomar Shipping, died on 25 July 2020 at the age of 56. A lawyer by training, Boehme worked for many years for merchant banks. He joined Lomar Shipping, headquartered in London, as chief financial officer in 2010 and shortly afterwards was appointed chief executive. He ensured that Bremen became a significant location for the company, and was a member of the board of the Bremer Rhederverein.



Ten new apprentices for bremenports

BREMEN. As of September 1st, bremenports will have ten new vacancies for apprentices. The training opportunities reflect the diversity of the port company's activities. **Three office management assistants, three industrial engineers, two draftsmen, one electrical engineer and one surveyor will be given training contracts.** This brings the total number of training places at bremenports to 34 (9% percent of the total workforce).



Trainees drop anchor at NPorts

OLDENBURG. Whether one's dream job is industrial engineer, electronic engineer or office manager, these and many other professions can be learned in the ports of Lower Saxony. **With thirty years' experience of training apprentices, Niedersachsen Ports (NPorts) are offering nineteen trainees a sound start to their career.** In addition to pay in line with the collective wage agreement, intensive support and regular feedback meetings, trainees can be taken on for three or six months.



EDITION DECEMBER 2020

Focus on India

After China, India is the world's most populous country and its largest democracy. Although its economy has experienced a rapid upswing in the past twenty years, it's still a country of massive contrasts. Reason enough to take a closer look ...

Point of view

Eduard Dubbers-Albrecht, managing director of Ipsen Logistics, on India.

India has almost 1.4bn inhabitants. Despite high levels of illiteracy, there are millions of well-educated young people there who want to obtain good education and careers. It's no surprise that data processing and the pharmaceutical industry are essential to the Indian success story. These highly educated graduates certainly understand and follow Western ways of doing business. They are hard negotiators. They are happy to reopen a negotiation that is actually considered closed, but once the key points are fixed and agreed, they stick to them. You can do good business in India, but you have to stand your ground and agree not just payment terms but also securities that encourage punctual payment.

Never forget that India is the most populous democracy in the world. The basic idea of democracy is firmly anchored in the minds of its people and also determines their actions with regard to commercial matters.

Moreover, in my view, India is in many respects no longer a developing country. It has highly developed industrial and IT sectors and there is a rapidly growing middle class with growing consumer demand. This makes the country a perfect trading partner for Germany, with its strong mechanical engineering, automotive, and consumer goods sectors. But there is also a lot of trade in the other direction in the form of raw materials, semi-finished industrial products, vendor parts, pharmaceuticals and IT. Many German companies now have their software programmed in India.



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