

EDITION  
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 GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



## India – welcome to the land of contrasts!

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The road from Adani Ports to the largest private port operator in India

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Indian etiquette combines British and Asian influences

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At BLG Parekh Logistics, it's all about two- and three-wheelers

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**WILHELMSHAVEN**  
FREIGHT VILLAGE | CONTAINER TERMINAL

# “India has many facets”

Willem van der Schalk, CEO & Regional Managing Director Germany, Eastern and Northern Europe, Middle East & Indian Sub-Continent, a. hartrodt Germany



Dear readers,

In a country like India, which is almost as big as a continent, logistics is a massive challenge. This is especially true when you add a complex and sometimes not very transparent tax system and a burdensome bureaucracy. Nonetheless, many German logistics companies and shippers have taken on these challenges beyond the beaten path and have created new transport routes and possibilities.

I believe that in the long term, India will develop into one of the great industrial nations. On the other hand, I think

that the country’s aim to overtake China in the next ten years is overly ambitious. In too many areas of the economy, as in logistics, there is still much room for improvement in India. In addition to the issues discussed above, this applies especially to the poor roads, the lack of systems for moving break bulk cargo by truck, and the inefficiency of ports. All these factors sometimes make it difficult to see India as one rightly should given its economic significance and its position as one of the top economies of the world.

But these reasons are also precisely why India is a place where logistics companies and shippers can make a real contribution with their knowledge, creativity, ability to improvise and international know-how. However, care is advised – India has many facets. As with China, it serves to consider the country on a regional basis on many issues. It is therefore recommendable to not run this market out of just one office but to have several branches – for instance in Mumbai, Delhi, Kolkata, Chennai and maybe also Pune and Bangalore.

For years now, consolidated containers have been processed for and to the Indian ports from Germany, particularly from the northern German ports – with increasing frequencies and volumes. And these volumes have so far barely dropped in the wake of the coronavirus pandemic. This gives good reason to hope for a positive development between the two trading partners Germany and India, even in these difficult times.

**Best wishes, Willem van der Schalk**

COVER PAGE MONTAGE: HEIKE MAY; PHOTOS: RETO STOCK/NASA EARTH OBSERVATORY, ADAMI PORTS, BORIS STROUJKO/SHUTTERSTOCK, PIXABAY (3), UNSPLASH (11); PHOTO PAGE 3: HAMBURG CHAMBER OF COMMERCE/VOLKER STREY

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## EDITION DECEMBER 2020

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**India**

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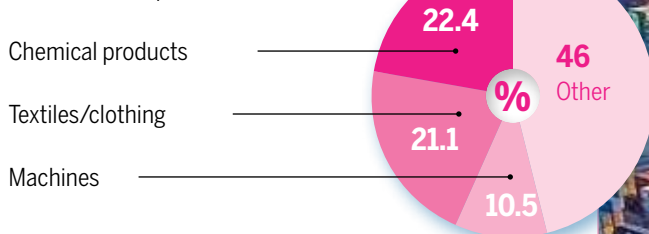
# The signs point to expansion

When the German Minister for Economic Affairs Peter Altmaier met with Indian Foreign Minister Subrahmanyam Jaishankar in Berlin at the start of the year to discuss German-Indian trade and investment relations, Altmaier made it clear: “Germany is India’s largest trading partner in the EU, and we want to continue to strengthen our relations in the future and expand them. German companies can for example contribute significantly to the realisation of numerous infrastructure projects in India.”

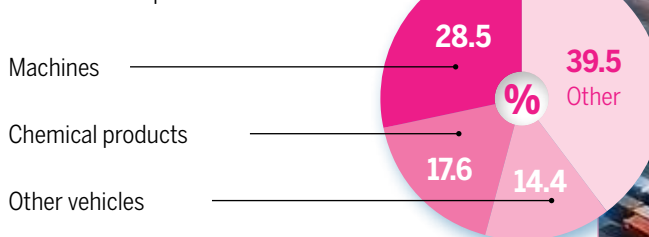


## Germany’s trade with India

**German imports from India in 2019\***  
as % of total imports



**German exports to India in 2019\***  
as % of total exports



SOURCE: GERMANY TRADE AND INVEST 2020  
\* PRELIMINARY FIGURES, ESTIMATION OR PREDICTION

Deendayal (Kandla\*) 1

Ahmedabad

Delhi

Jaipur

Surat

Mumbai 5  
JL Nehru (JNPT, Nhava Sheva\*) 3

Pune

Hyderabad

Mormugao 13

New Mangalore 8

Bengaluru

Cochin 11

Chidambaranar 10

## India

<b>Capital:</b>	New Delhi	<b>Surface area:</b>	3,287,263 km <sup>2</sup>
<b>Population 2019:</b>	1,366.4 mill.*	<b>GDP/capita 2019:</b>	2,172 US \$*

### Main exports in 2018

as % of total exports

1. Chemical products	15.6%
2. Petrochemicals	14.6%
3. Textiles/clothing	10.7%

### Main imports in 2018

as % of total imports

1. Oil	22.6%
2. Chemical products	12.0%
3. Electronic products	8.9%

### Main supplier countries 2018/19\*\*

Share as %

1. China	13.2%
2. USA	6.9%
3. United Arab Emirates	5.8%

### Main buyer countries 2018/19\*\*

Share as %

1. USA	15.9%
2. United Arab Emirates	9.1%
3. China	5.1%
...	
6. Germany	2.7%

SOURCE: GERMANY TRADE AND INVEST 2020  
\* PRELIMINARY FIGURES, ESTIMATION OR PREDICTION  
\*\* FINANCIAL YEAR 1 APRIL TO 31 MARCH



## Ports in India

### Cargo handling at Indian Major Ports in financial year 2019

in million metric tonnes

1. Deendayal (Kandla <sup>1</sup> )	115.40
2. Paradip	109.30
3. JL Nehru (JNPT, Nhava Sheva <sup>1</sup> )	70.71
4. Visakhapatnam	65.30
5. Mumbai	60.63
6. Chennai	53.01
7. Haldia Dock Complex	45.21
8. New Mangalore	42.51
9. Kamarajar (Ennore <sup>1</sup> )	34.50
10. Chidambaranar	34.34
11. Cochin	32.02
12. Kolkata Dock System	18.55
13. Mormugao	17.68

<sup>1</sup> Names of the ports may vary depending on the source. Other names used by the interlocutors of LOGISTICS PILOT are therefore included in parentheses behind the names chosen by Statista.

SOURCE: STATISTA 2020

12 Kolkata Dock System

7 Haldia Dock Complex

2 Paradip

4 Visakhapatnam

9 Kamarajar (Ennore\*)

6 Chennai

## IN BRIEF

**OLDENBURG.** In September, **NPorts released its new app.** In addition to the previous ship list app, **it now also includes information on port areas and real estate, jobs, press information and a contact form for photo and film requests.** "With the app, we have created added value for our customers and for anyone who is interested in ports. Regardless of location, your own smartphone now provides you with an overview of current events at our sea ports", says Holger Banik, director of Niedersachsen Ports.

**HANOVER.** In October, the Minister for Economic Affairs of the state of Lower Saxony, Dr. Bernd Althusmann, **published the outlook report "Der Hafen Niedersachsen 2025" (Lower Saxony Ports 2025),** prepared in collaboration with the working group Sea Ports of Lower Saxony. The report identifies the issues and questions that preoccupy the ports and their stakeholders. The paper's objective was to define the medium-term strategic orientation of the ports of Lower Saxony and the future focus points of port policy. Althusmann states: "It is important for me to have a forward-looking port policy and to provide all stakeholders in the ports with orientation and planning certainty through the outlook report."



## Award for exemplary cleanliness

**BREMEN.** This year, bremenports again gave out an award to the most environmentally friendly fleet and the cleanest ship. **The greenports award for the shipping company with the most environmentally friendly fleet went to the Evergreen line,** which visited the ports of Bremen a total of ten times in 2019 with its ships Ever Lucky and Ever Lifting. The winners were determined based on the values of the 2019 Environmental Ship Index (ESI). With an ESI fleet average of 53.8 points, the Evergreen ships achieved a very good fleet value. bremenports director Robert Howe (2nd from r.) handed

the certificate to representatives of the shipping company on 9 October. The prize for most environmentally friendly ship went to the Olympic Orion, which berthed a total of twelve times in the Bremen ports. With 71.1 points, the ship belonging to Olympic Subsea ASA obtained the best score since the award was first presented in 2013. The Olympic Orion is a 98.3-metre multipurpose offshore vessel with diesel-electric propulsion and a reduced fuel consumption. It is used by the Norwegian shipping company for all sorts of work under the water's surface and with renewable energy.



## First virtual Logistics Talk

**BREMEN.** On 23 September, bremenports held its first virtual "Logistics Talk" welcoming the more than 100 participants who had logged on online. Attendees got to watch an exciting lecture by Dr. Söhnke Maatsch of the Institute of Shipping Economics and Logistics (Institut für Seeverkehrswirtschaft und Logistik, ISL) on the subject of **"The new hinterland study: where the ports of Bremen do especially well"**. This was followed by a round table discussion with experts who described how the ports of Bremen handled the past months in the context of the coronavirus pandemic.

## Pole position in logistics real estate

**BREMEN.** The Bremen real estate market remains attractive, even in times of crisis. This is revealed by the **Real Estate Report Bremen 2020 published just recently by Bremeninvest (WFB) on the basis of current market data.** In the area of logistics real estate, Bremen is very well placed compared to other cities. It boasts a low vacancy rate of 2.1 percent, and the surface area reached three million square metres for the first time. According to the study, the logistics branch is an important driver of Bremen's economy. Additional information at [www.wfb-bremen.de](http://www.wfb-bremen.de)





## 260-tonne facility shipped

**BREMEN.** Following four months of assembly, in October **BLG LOGISTICS** loaded a **260-tonne grain shiploader onto the ship Combi Dock 1 in Neustadt Port**. In addition to the great weight, the operation was complicated by the unusually high centre of gravity of the equipment. The shiploader was transported to the port of Rouen, where it will load grain from the silos onto ships. "Whatever is too large or too heavy to be transported to the port is assembled from individual parts or modules and then loaded", explains Sven Riekers, director of BLG Cargo.



## Niedersachsen Ports Day as video message

**EMDEN.** As the 30th Niedersachsen Ports Day could not be held as a live event due to the coronavirus pandemic, in **September** Seaports of Niedersachsen presented a **five-minute short film** to selected customers, partners and journalists. Following an introduction by the Minister for Economic Affairs of Lower Saxony, Dr. Bernd Althusmann, Karsten Dirks and André Heim (respectively Chairman of the Board and CEO of Seaports of Niedersachsen) presented fascinating facts and impressive new images of the new locations.



## Two mammoth tasks on one day

**BREMEN/BREMERHAVEN.** In September, the reserve gates of the Oslebshausen lock in Bremen and the Kaiser lock in Bremerhaven were undocked and moved into position on the same day after a stay in the dockyard. **It started with the reserve gate of the Oslebshausen lock**, which among other work had the retaining wall for flood protection raised at the Fassmer dockyard. A short time later, the same procedure was repeated for Gate 2 of the Kaiser lock, which will now be the reserve gate. It has been adapted to the new design of the lock at the Lloyd dockyard.



## Anker Schifffahrt obtains AEO status

**EMDEN.** In October, the sea port transshipment and terminal operator Anker Schifffahrtsgesellschaft was granted the status of Authorised Economic Operator (AEO). This certificate confirms that the 100% subsidiary of the logistics service provider Leschaco **is a reliable business partner for customs processing in international trade**. With the AEO status, customers benefit from simplified customs registration procedures, allowing customs formalities to be completed more quickly and efficiently. The certification process was managed by **Klaas Ulferts**, authorised representative of Anker Schifffahrt (photo), and Henrike von Oehsen, Head of Corporate Customs at Leschaco.



## Mosolf car terminal officially opened

**WILHELMSHAVEN.** On 2 October, Minister for Economic Affairs of Lower Saxony **Dr. Bernd Althusmann (r.) inaugurated the Mosolf Car Terminal in Wilhelmshaven together with Dr. Jörg Mosolf (l.), the Chairman of the Board of the Mosolf Group**. The automobile logistics company plans to transship cars and other rolling cargo at the site and to develop further business areas in the future. The expansion of its activities into the area of sea port logistics marks a new chapter in the 65-year history of the company from Kirchheim unter Teck.

## IN BRIEF

**BREMEN.** The port and logistics industry in Bremen is worried about the future of the **Port Employers and Workers Association (Gesamthafenbetriebsverein, GHBV)**. “Over the decades, the GHBV has proven to be a valuable labour market and socio-political instrument”, says **Christoph Bruns**, speaker of the executive committee of the Bremen Port and Logistics Association (Bremische Hafen- und Logistikvertretung, BHV) in November. “The announcement that bankruptcy proceedings will begin in early December has us worried that many jobs will be lost at the port.” The BHV therefore calls on all stakeholders to make use of the remaining time to develop an economically sound concept for a secure future for the GHBV.

**BREMEN.** How can the outlook of inland waterway transport be improved in the future with new, innovative approaches? This was the topic of discussion held on a virtual stage in October with six industrial engineering students from the University of Bremen presenting an **“Innovation Challenge”**. **The event was part of the EU-funded Interreg project #IWTS 2.0**, whose aim is to bring inland waterways to the attention of logistics companies as a useful transport infrastructure. The event, organised by bremenports and the Maritime Cluster North Germany (MCN), also marked the start of two further online seminars in the winter semester.



## Investment offensive for the site

**EMDEN.** To make sure that Emden remains a multifunctional hub, NPorts plans to invest some 56.3 million euros in the port by 2024/2025. The port operator made the announcement in October. The largest project in the coming years is said to be **the renovation of the large sea locks during operations**. Other items on the agenda are the planning for the construction of a dock for very large ships and the research project NON-STOP, which will investigate maintaining water depths in the inner waterway port of Emden and the draining of the hinterland.

## The University of Bremen investigates brand image

**BREMEN.** A comprehensive **academic researcher** will examine the market positioning of Bremen’s ports in the coming months in a study commissioned by bremenports. As part of this study, the markstones Institute of Marketing, Branding & Technology of the University of Bremen will survey existing and potential customers regarding the services of the ports. “I expect the study to provide founded insights into how the customers view the range of services of the Bremen ports. This should help us improve the positioning of the ports of Bremen and Bremerhaven in the market”, says the Senator for Science and Ports Dr. Claudia Schilling. The study’s conclusions should be available in summer 2021.



## New ISL study confirms growth in hinterland traffic

**BREMEN/BREMERHAVEN.** The ports of Bremen have achieved a significant growth in hinterland traffic in the past years. This is shown by the study “Updating of the analysis and prediction of sea and hinterland traffic of Bremen’s ports” presented in September. The study was commissioned by bremenports and presented by the Institute of Shipping Economics and Logistics (ISL). **“The study is proof that the ports of Bremen remain on the right course despite the difficult competition situation and that we can continue to rely on a stable transport volume with the hinterland”**, explains the Senator for Science and Ports Dr. Claudia Schilling. In 2018, 2.6 million TEU were transported by barge, rail or truck between the container terminals of Bremen and the city’s hinterland. This represents a growth of more than 300,000 TEU compared to the reference year 2013. The local share of hinterland containers also grew; in Bremen these are mainly packed in the cargo traffic centre (Güterverkehrszentrum, GVZ). The so-called loco rate rose by 25 percent to some 811,000 TEU. This places Bremen clearly above Bavaria (387,000 TEU) in first place among the hinterland destinations.







## New tracks for the port railway

**WILHELMSHAVEN.** Some 15 cargo trains with up to 52 wagons and a total load of more than 2,000 tonnes use the railway of NPorts in Rüstereieler Groden every week. The **track sections 1 to 3 were therefore renewed by the port operator** between April and the end of July. The renovation included replacing the wooden sleepers with safe and long-lasting concrete ones, the laying of new tracks and the renewal of the ballast bed over the entirety of the 2.3-kilometre section. Several track switches were also replaced.



## Heuer Logistics as “cheese hub”

**BREMERHAVEN.** Since October, Hochland has bundled its sea cargo logistics at Bremerhaven where the **goods destined for overseas are stored, packed and shipped by the storage and transshipment company Heuer Transport Logistics**. The creation of an overseas distribution centre was made necessary by the increase in sales, according to the cheese manufacturer. “The new business reflects our diversification strategy, which we have been expanding since the stop of the weekly banana ships”, explains Jan Zobel, head of shipping at Heuer Transport Logistics.

## Lies is betting on Thor and Jade-Dienst

**WILHELMSHAVEN.** Strong visitor numbers at Jade-Dienst GmbH: **The Minister for the Environment of Lower Saxony, Olaf Lies, visited the company personally in October to sign the ship management contract for the oil recovery ship Thor.** “We continue to demand that large container ships use the offshore traffic separation scheme in the future, at least in heavy weather. Should an incident nonetheless happen, I am very happy about the fact that with Thor we have a proper specialist ship on site”, explained Lies. Thor is operated by Jade-Dienst GmbH.



## New heavy cargo warehouse gets its own railway connection

**WILHELMSHAVEN.** In September, the new, 8,000 square metre **heavy cargo warehouse was inaugurated by Nordfrost in Wilhelmshaven.** The festivities were accompanied by the start of work on laying a track for Nordfrost’s own railway connection. The track will run right through the heavy cargo warehouse, so that arriving components can be transported directly into the warehouse by rail. Roof cranes will then unload and handle the goods. The three bays are currently equipped with cranes with a capacity of up to 120 tonnes.

# Welcome to the land of contrasts!

A market with almost 1.4 billion people, growth rates of up to eight percent per annum and a young, largely consumption-friendly population – India holds tremendous economic potential. But seizing this potential requires overcoming some hurdles.



India's economic rise has raised expectations in many places. But the country is still beset by many contrasts, not least the one between rich and poor.



Indo-German economic relations have developed tremendously over the past 15 years: while the bilateral trade volume between the partners exceeded the 10 billion euro mark for the first time in 2006, it had already reached 21.3 billion euro by 2019 (see Impression, page 4). This makes Germany India's largest trading partner in the European Union (EU) and ranks it among India's ten most important trading partners worldwide. "India is one of the fastest growing economies in the world and offers a wide range of opportunities for German companies. Today more than 1,700 German companies are active in India and the Federal Republic is also the seventh largest foreign direct investor in this country," emphasises Sonia Prashar, Deputy Director General of the Indo-German Chamber of Commerce in New Delhi. In order to further facilitate the realisation of business opportunities for German companies in India, she emphasises that various programmes such as the "Fast Track System" or "Make-in-India" have been launched in recent years. The Fast Track Agreement, also known as "Single-Window Clearance", is intended to reduce bureaucratic hurdles and simplify long-standing approval procedures for German companies wishing to invest in India. With "Make in India", the aim is to appeal above all to small and medium-sized enterprises and to provide incentives for further foreign direct investments, more liberalisation and infrastructure development.

## 29 federal states, many differences

But other countries have also discovered India and integrated it into their global supply chains. "Today many inter- ■■■

"More than  
1,700 German  
companies are  
active in India."

Sonia Prashar, Deputy General Manager of the Indo-German Chamber of Commerce in New Delhi





In recent years, the Indian government has invested substantially in the country's infrastructure, including in the building of a number of new motorways and roads.

The port of Haldira is one of India's Major Ports (see also Impression, page 5). It is located some 50 kilometres south of Kolkata, previously called Calcutta.

■ national companies, including from the automobile and automotive supply industry, machine and plant construction, the chemical and pharmaceutical industry and electronic manufacturing, produce in India”, reports Boris Alex, India expert and director of the German federal business development agency Germany Trade and Invest (GTAI). He believes that India, which has intensified its free market orientation since 2014 under Prime Minister Narendra Modi, is “a dynamic market with high growth potential, but by no means a simple market”. A particular challenge for trade is the country's geographic expanse, with 29 states and seven Union Territories and often stark differences in language,

culture and mentality. Alex completes the description of the situation: “In addition, these regions have a high degree of autonomy with regard to political and economic conditions. This does not make market development any easier”. He adds that India is also a “country of contrasts and extremes”, whose economy has experienced a rapid upswing in recent years, but which has to contend with considerable contrasts: for example, the orientation on both the service sector and on agricultural, or the number of IT experts and the high proportion of illiterates. “The latter social differences are particularly visible in large cities like Delhi, Mumbai or Bangalore,” says Alex. For Prashar, however, these contrasts are not an obstacle to fruitful economic cooperation: “India offers high level skilled labour in various sectors, especially in the IT sector – and Germany has the opportunity to explore this cooperation. During her last visit to India in 2019, Chancellor Merkel also called for more cooperation in the areas of digitisation, innovation, health and agriculture”.

“India is a dynamic market, but by no means a simple market.”

Boris Alex, India expert and Director of Germany Trade and Invest (GTAI)



### Infrastructure: India's Achilles' heel

When one discusses India with people in the maritime industry or in logistics, they often mention (if discreetly) a “shocking lack of skilled workers” or “pervasive corruption”, in addition to the bureaucratic hurdles and long-standing approval procedures mentioned above. But another problem is much more obvious and concrete: the country's infrastructure deficits. Alex makes this point too: “The infrastructure remains the Achilles' heel of India's economic development. Even if a



Investments are also being made in the railway system. The Indian Ministry for Railroads wants to kick off some 4,000 railway projects in the next three to five years.



lot of work has been done in this domain.” Indeed, over the past ten years the Indian government has spent increasing amounts on this sector, amongst others to build new motorways, modernise the railway system and adapt the Delhi and Mumbai airports to international standards. In parallel, in July 2019 an investment programme with a volume of 1.4 trillion euros by 2025 was drawn up, which should include a total of 6,800 infrastructure projects. Specifically regarding the maritime economy, Alex emphasises the significance of

another programme, Sagarmala, which since 2015 has set the framework for the modernisation and expansion of the country’s port infrastructure with an investment volume of some 90 billion US dollars. “The programme’s aim is to double the handling capacity of the 60 or so active public ports by 2025 to 3.5 billion tonnes per year. The plan includes the construction of six additional large ports, including in Wadhavan (Maharashtra), Tajpur (West Bengal) and in Enayam and Sirkali (both in Tamil Nadu)”, according to Alex. ■■■

## Bremen and Lower Saxony confirm the trend for Germany

In 2019, bilateral trade between Germany and India achieved a volume of 21.3 billion euros. German exports to India amounted to 11.9 billion euros, while imports from India were valued at 9.4 billion euros. In the ranking of Germany’s trading partners, India is therefore in 23rd place for exports and in 27th position for imports – a trend that is also reflected in Bremen and Lower Saxony. These figures show that India may be an important trading partner, but it is still a long way from the USA, China, France or the Netherlands.

### Top 40 in Bremen

Some 40 Bremen companies currently have a representative or a branch in India. This includes many shippers and logistics companies, but also manufacturing companies in machine and plant construction as well as in research and development. Going on information from the Bremen Chamber of Commerce, a total of 114 companies from the city have regular imports from or exports to India. This places the

south-east Asian nation in 37th place among the main trading partners of Bremen. In 2019 the traded goods had an import value of some 103 million euros and an export value of around 129 million euros. The main imports from India were foodstuffs like coffee, fruits, and fish/crustaceans, but also textiles (including shoes) and various articles from the automotive industry. The most in-demand exports included products for chassis and motors as well as measurement and control technologies and electronic goods.

“India is not a simple market. Its domestic market is very large, and so Indian companies are not as dependent on foreign partners and products”, explains Anja Markmann, from the International Department of the Bremen Chamber of Commerce. Furthermore, it is difficult for German companies to establish themselves in India, with failure often due to the bureaucratic hurdles or to the inability to find a suitable and reliable local partner.

The high employee turnover in India is another complicating factor.

### Among the Top 30 in Lower Saxony

As in Bremen, in Lower Saxony India is not among the leading trading partners. According to the State Statistics Agency of Lower Saxony, between January and July 2020 the country was ranked 27th as country of import and 35th as export destination. In the same period, imports had a value of 430 million euros while exports were valued above 203 million euros.

For the whole of 2019, the figures were 885 million (imports) and 455 million (exports), placing India in 28th position among the major trading partners of Lower Saxony. Rubber goods, shoes, clothing and oil products dominated imports. In exchange, Lower Saxony sent machines (including for the manufacturing and processing of rubber), plastics and chassis, vehicle bodies and motors to India. (bre)

■ ■ ■ Last year, the country's twelve main ports handled some 70 percent of India's total cargo volume. The largest among them are Deendayal on the west coast in Gujarat (with 115 million tonnes in 2019) and Paradip on the east coast in Odisha (with 109 million tonnes in 2019). The top five list of the largest ports in the country is completed by JNPT, Visakhapatnam and Mumbai. "It is through these ports that the largest share of mass and bulk cargo and of crude oil is handled", Alex explains. The third-largest port in this ranking, JNPT, is also the largest container port in the country. In 2019 around half of the national container volume of ten million TEU was handled there. Other important container ports include Chennai and the private port of Mundra in the state of Gujarat (see Logistics Story, page 16).

### The GST has changed a lot

Anand Devulapalli, Managing Director India, BLG Parekh Logistics, also believes that current reforms in India, in particular those pertaining to the logistics infrastructure, are contributing decisively to the country's future competitiveness. BLG Parekh Logistics is a common undertaking between the sea port and logistics provider BLG LOGISTICS in Germany and the Parekh Group in India and is specialised in shipping, distribution, warehousing and production logistics (see Portrait, page 22). According to the logistics manager, "the infrastructure is constantly improving". This is especially true for ports,

where it is being rapidly expanded, including with the support of private operators. He cites the "Goods and Service Tax" (GST) tax reform, introduced on 1 June 2017, as a milestone in this regard: "The GST greatly simplified the tax code and so radically transformed the trade in goods." Since the reform, goods are taxed uniformly across the country. Delays caused by overloaded customs offices and superfluous paperwork are now a thing of the past. Devulapalli offers a concrete example: "Today a truck only needs three to four days to cover the almost 2,100 kilometres between Chennai and Delhi, instead of six to seven days previously. The transshipment time for truck movement has thus been reduced by 20 percent".

In addition, he notes the consolidation of warehouses and large logistics centres, in particular in the consumer goods, electronics, car and pharmaceutical sectors. In recent years, many new warehouses have been built to similar construction standards as in Europe. Much has also changed with regard to roads and motorways. However, Devulapalli still sees some areas that need to be addressed. For instance, there is room for development in the inner waterways: "They have a tremendous potential, which will surely be tapped into more deeply in the coming eight to ten years."

### Hope despite the coronavirus and delays

For the coming six to twelve months, Alex of GTAI believes the coronavirus pandemic will be the greatest challenge

India's ports already contribute significantly to increasing the country's competitiveness. The government now wants to accelerate this process through further reforms.



facing India – both socially and economically. “The first objective is to maintain the health system and to prevent millions of people from slipping into poverty. At the same time, India needs to restart its economy as quickly as possible”, says Alex. “I believe that many of the infrastructure projects cited above will be delayed by at least six to twelve months in the wake of the pandemic. But even without this crisis, the expansion of the ports and of the multimodal logistics centres was already subjected to delays.” However, Alex believes that a consequence of the pandemic will be that many international companies will review their supply chains and possibly diversify them more in the future. “India hopes to benefit from this process through increased local production and a tighter integration into global supply chains, or even by attracting new investors to the sub-continent”, Alex predicts.

Prashar too, despite or even because of the coronavirus pandemic, is vigorously campaigning for the promotion of Indo-German activities: “The world order is in a state of constant evolution and therefore the strong cooperation between the two countries should only be further encouraged, in order for them to leverage each other’s strengths. With India, Germany and the world can count on a robust, stable and technologically equipped partner in the coming years.” (bre)

At the start of the year, German Minister for Economic Affairs Peter Altmaier and Indian Foreign Minister Subrahmanyam Jaishankar met in Berlin to explore ways to intensify Indo-German trade relations.



**LOGISTICS PILOT:  
In your view, how have the economic relations between Germany and India developed in recent years?**

**MELANIE VOGELBACH:**

They have increased significantly in dynamism and intensity. Today India is viewed as one of the fastest growing large economies in the world and holds many possibilities for German companies.

Currently Germany is India’s largest trading partner in Europe, and it is one of India’s top ten trading partners overall. In 2019, bilateral trade achieved a volume of 21.3 billion euros, some five percent more than in the previous year.

**What is the importance of India for German companies?**

In India, some 630 German companies are represented by branch offices employing 339,000 thousand people and generating a yearly turnover of 36.7 million euros. According to IWF forecasts, India’s GDP will shrink by 10.3 percent in 2020, but will grow at a rate of 8.8 percent in 2021. This means that India will remain an important and dynamic growth market for German companies.

**“The EU and India could complement one another nicely”**

**Interview with Melanie Vogelbach, director of the Department for International Economic Policy and Foreign Trade Law at the Association of German Chambers of Industry and Commerce (Deutscher Industrie- und Handelskammertag, DIHK)**

Of relevance to them are also issues of knowledge exchange and immigration of skilled workers, in which India is a leader in Germany. Despite the generally positive developments, German companies on site frequently report on hurdles to investment and trade. India is currently repositioning its trade strategy. The worldwide decoupling, meaning the geo-economic decoupling of supply chains, has been accelerated by the coronavirus crisis.

**Would a free trade agreement be a good next step?**

A free trade agreement between the EU and India could remove many hurdles to trade and create legal certainty for companies on both sides. However, the negotiations with the EU, which began in 2007, have been frozen since 2012. Germany could provide a new impulse to the negotiation process. In September 2020, the German government adopted the goal of a trade agreement with India in its “Indo-Pacific Principles”. Increased cooperation would provide many opportunities. Particularly in areas that will be important in the future, such as the digital economy, the EU with its high standards for data and product safety and India with its young, technically savvy population could complement each other.



# From Mundra to the world

Within about 20 years, Adani Ports has grown into the largest private port operator in India – a success story that now reaches far beyond the country’s borders and even has an impact as far away as Wilhelmshaven.

**A**lthough India’s infrastructure has improved considerably over the past 20 years, critics still point to a lack of efficiency in the transportation of goods by sea, road and rail. It is therefore no coincidence that the subcontinent is ranked 81st in the international ranking of infrastructure quality by the World Economic Forum – even behind Jamaica and Tunisia. But examples such as India’s largest private port operator, Adani Ports and Special Economic Zone Limited (Adani Ports), give cause for optimism and show how the maritime economy and logistics can be boosted through targeted investments. The company started opera-

tions in the Port of Mundra in 2001 and in less than 20 years has built an impressive portfolio of port infrastructure and services across India. The bottom line includes nine ports and 18 terminals in six different states of the country and, with Adani Logistics, a subsidiary that offers tailor-made landside logistics solutions.

## Groundbreaking took place in 1998

Adani Ports, which is part of the Adani Group and thus one of India’s largest infrastructure conglomerates, actually got

### Milestones in the history of Adani Ports 1998 – 2020

Start of construction in the port of Mundra

**1998**

Mundra Port starts commercial operations

**2001**

Mundra becomes the largest private port in India, handling 4 million tonnes.

**2002**

Establishes Dahej Port

**2003**





Explosive development: In 2001, Adani Ports started operations in Mundra; by the end of this year Mundra overtook JNPT as the largest container port in India.

off the ground in 1998 with the ground-breaking ceremony in the port of Mundra. Since then, the company has been responsible for the operation and maintenance of the site on the country's west coast, as well as for the port-based infrastructure facilities and the special economic zone (SEZ). In 2001, following an agreement with the Indian Oil Corporation (IOC), Adani Ports initially focused on the handling of crude oil, before gradually expanding its range of services to other commodities in the following years. This was followed only two years later by a sub-concession contract for a container terminal, which heralded the era of the box

terminal in Mundra. In 2008 an agreement was concluded with Maruti Suzuki India Ltd. for the handling of car exports from Mundra, before the world's largest coal import terminal was built there in 2011. Further milestones followed in 2014 and 2016: two more joint venture container terminals with the Swiss shipping company Mediterranean Shipping Company (MSC) and the French shipping and logistics company CMA CGM. Today, Mundra is the largest private port in the country and is expected to replace Nhava Sheva as India's largest container port by the end of this year, according to handling figures from January to September 2020.

### Expansion across India

In addition to its activities in Mundra, Adani Ports has always maintained a parallel focus on improving the logistical infrastructure of the whole country. In 2003 the port of Dahej was built and in 2009 the port of Hazira was built as an alternative to the then congested port of Nhava Sheva. Today, Hazira mainly covers the hinterland of South Gujarat and North Maharashtra. In 2014, when Adani Ports acquired the port of Dhamra, it was the first time in the company's history that a total of 100 million tonnes of freight was handled via the various locations. To further boost this growth and mark its entry into the markets on the south-east coast of India, Adani Port purchased the Port of Kattupalli, a major gateway port in Tamil Nadu, in 2015. In addition, Adani Ports began operations in Ennore in 2018 with the aim of managing the congestion of logistical capacity around Chennai. As a result of this service package, the port operator was able to celebrate the doubling of its cargo volume to 200 million tonnes of freight via its own ports in 2019. Meanwhile, Adani Ports reports a market share of 22 percent in India. The main guarantors for these success figures are the ports in Mundra, Dahej, Hazira, Dhamra Ennore, Kattupalli, Krishnapatnam and the terminals in Mormugao Visakhapatnam and Kandla (Tuna Tekra). These sites handle a wide variety of

### FACTS

#### Adani Ports

**Head office:**  
Ahmedabad (India)

**Foundation:** 1998

**Employees:** 2,200

**Ports:** 9 plus Vizhinjam, which is currently under construction

**Terminals:** 18

**Turnover:** 1.6 billion US dollars (2019)

PHOTOS: ADANI PORTS; HEIKE MAY

Establishes Hazira Port

2009

Commissioning of the largest coal importing terminal in the world in Mundra

2011

Adani Ports reaches the milestone of 100 million tonnes of cargo handled

Adani-MSC terminal in Mundra starts operations

2014

Acquisition of Dhamra Port and start of construction on the terminal in Ennore



Mundra does not only handle containers and break bulk. Parts of the port also have special economic zone status.

■■■ goods, ranging from coal, crude oil and containers, fertilisers, agricultural products and steel, to project cargo, cooking oil, chemicals and cars.

In addition, Adani Ports has been operating the aforementioned logistics company Adani Logistics (ALL) since 2005. This also includes five logistics parks, which act as important centres for the consolidation and deconsolidation of incoming and outgoing goods. Other cornerstones of ALL are a fleet of 51 goods trains connecting the country's main centres of demand with the ports and 14 barges operating on India's inland waterways.

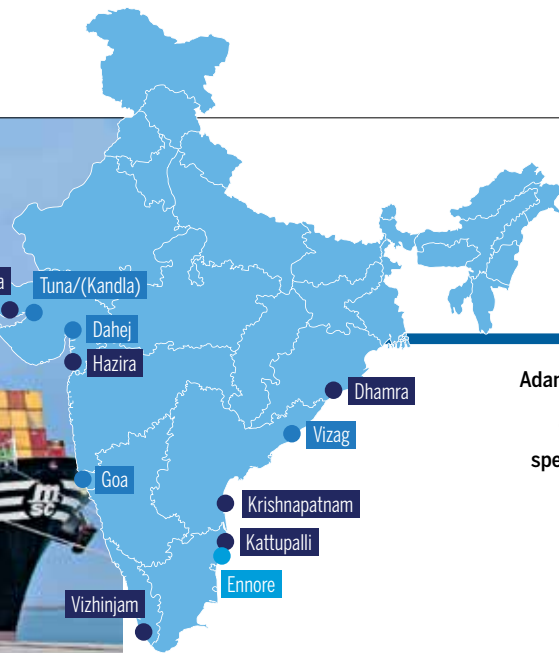
### Sights set on international markets

However, in order to extend its reach beyond India's borders and to exchange information on new port technologies, Adani Ports has signed marketing agreements with a number of ports in its key markets in recent years. These include the cooperation with Container Terminal Wilhelmshaven, which started in 2019 and was signed by a Memorandum of Understanding (MOU). On this common basis, the partners have since then been working together in various areas to promote trade and container shipping between the Adani ports and the port of Wilhelmshaven. Andreas Bullwinkel, Managing Director of JadeWeserPort Marketing Company, explains this step: "For the development of our port it is of

great importance to have the largest Indian port operator as a partner. Our MOU with Adani Ports allows us to gain deep insights into the Indian logistics market and strengthen our network"

### Soon to reach 500 million tonnes

Despite the coronavirus pandemic, Adani Ports itself looks to the future with great confidence and ambitious expansion plans. These include organic and inorganic growth and the realisation of an annual turnover of 500 million tonnes. This should, if possible, already be the case in 2025. And with Vizhinjam, which will primarily function as a transshipment hub, the next port is already under construction. It is to go into operation in 2022. Even before then, Adani Ports is planning to complete a new terminal in Yangon, in the neighbouring state of Myanmar, next year. The ideas of Captain Sandeep Mehta, President of Adani Ports and Head of Container Business Development, have correspondingly clear contours: "We will continue to develop and operate the best container terminals and ports in India and overseas, while offering shipping companies high service standards for faster handling of ships. Mundra, our flagship port, will remain the epicentre of our logistics activities. It will provide our customers with complete logistics solutions, including sea-air logistics". (bre)



### Many Indian options

Adani Ports currently operates nine ports and 18 terminals in India. The map shows which sites are specialised in which commodities.

- Bulk & Container Port
- Bulk Port
- Container Port

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

Acquisition of Kattupalli Port and start of construction on the container terminal in Vizhinjam

2015

Adani-CMA container terminal in Mundra starts operations

2017

Ennore container terminal starts operations

2018

Adani Ports reaches the milestone of 200 million tonnes of cargo handled

2019

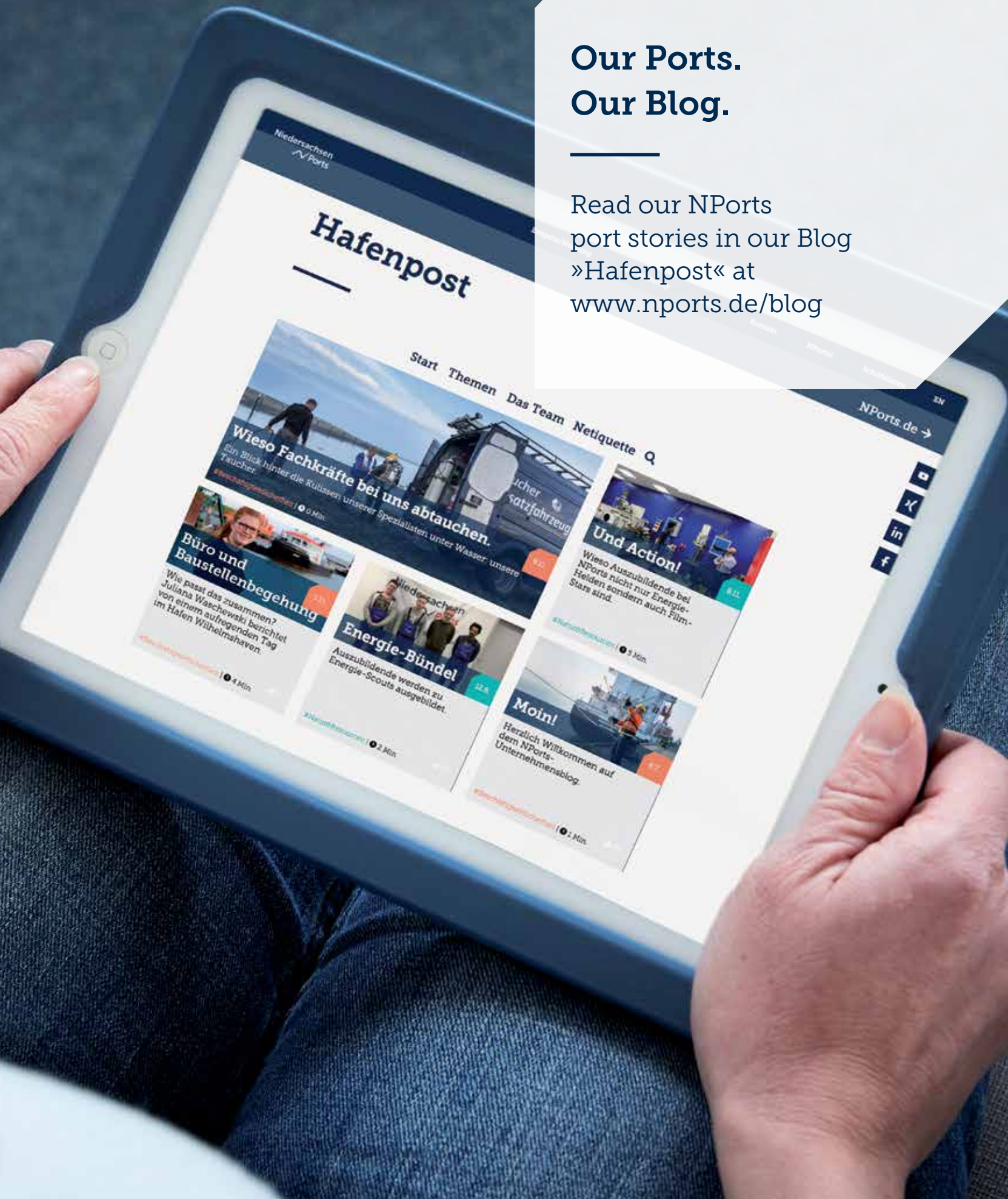
Adani Ports acquires the port of Krishnapatnam

2020

PHOTOS: ADANI PORTS, HEIKE MAY

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# Familiar and yet different

Many gestures, fewer words. In addition, a society characterised by religion and politeness, where it is welcomed to eat by hand. Anyone travelling to India should be prepared for a business culture that differs greatly from that of Europe.

A glance at Indian etiquette reveals that it is an interesting mixture of British and Asian influences. “As a result, some of our customs seem somewhat familiar to Westerners, while others are absolutely foreign to them,” says Neelam Choudhary. Choudhary is a native Indian and has been representing the JadeWeserPort in India for three years. Her focus is on making Wilhelmshaven’s range of services known to the relevant players in India at roadshows and other events and, with her many years of experience in the maritime industry, to act as a local contact person.

## Come to the wedding!

A good example she gives of a way of behaving that is familiar to us yet somewhat different is the exchange of business cards. In India, you should only use your right hand, because the left hand is considered impure there. And during the introduction it is important to bear in mind that in the world’s largest democracy, there is a hierarchical corporate

In India, gestures are frequently used in communication. But when Indians use fewer words than Europeans to communicate, this is not a sign of lack of politeness.



culture. “So greet the eldest or highest ranking person first. Titles such as Mr, Mrs or Professor and the last name should be used. Unless the other person asks you to address them on a first name basis,” Choudhary says. As far as clothing is concerned, she recommends that men wear a white shirt and fabric trousers at business meetings whenever possible. Women should wear a costume or a trouser suit and not be too provocative. For personal or non-formal meetings, jeans and T-shirts are quite appropriate for both men and women. In the course of business activities, it is not uncommon in India to be invited not only to a meal, but also to a private birthday party or even a wedding. In this case men should try to wear a kurta and women a saree.

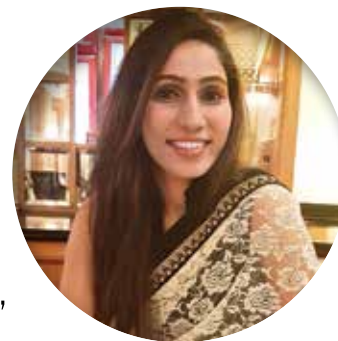
But back to the business appointment. Here it is important to bring a good deal of patience – both because the meeting may start late and because it may last longer than expected – and always remember that the personal relationship with the business partner is much more important in India than in Europe. This connection must first be carefully established. Questions about the family are particularly suitable to getting to know one another. “Always be ready for questions that appear irrelevant or too personal to you, but try to be patient and respond to them,” Choudhary recommends. As a good “door opener” in the sense of small talk, she recommends, among other things, discussing your trip from Europe to South Asia, talking about the good quality of Indian food, or exchanging views on your respective hobbies. But a note of warning: if you’re going to discuss cricket, the national “obsession”, with an Indian you will need extensive background knowledge. In contrast, Choudhary sees political issues or discussions about the caste system in India as thematic no-go’s. “We Indians are proud of our culture and our history. But we do not like to discuss religious attitudes or political opinions with strangers, because these are issues they have strong feelings about,” Choudhary explains.

## Fewer words, more gestures

For foreigners who do not want to attract unpleasant attention, it is important to take this into account and respect feelings – when they are shown. This includes accepting that in India people communicate through with gestures than Europeans do. These gestures often make it possible to do without words, which many Europeans, however, see as an important requirement for verbally underlining their ideas. Due to this different communication style, Indians may appear taciturn to Europeans, or even be perceived as unfriendly. But this is not the case. “Indians are generally tolerant and expressive. They use body language to convey

“Always be ready for questions that appear irrelevant or too personal to you.”

Neelam Choudhary,  
representative of the JadeWeserPorts in India



messages that are not always verbal. That’s why they tend not to use too many words or too much physical contact,” says Choudhary. Nevertheless, shaking hands has long been part of everyday business life. People in India often nod or bow when shaking hands. In non-urban areas, it is also possible to be greeted with the word “Namaste”, which means “I bow to you”. In this case, it is considered respectful to repeat the word with the palms of your hands together and to bow or nod your head slightly.

## From hand to mouth

When it comes to planning business appointments and dinners, many Indian entrepreneurs like to choose dates for business decisions based on what may be considered as good or auspicious days. It is also customary there to hold religious ceremonies at the beginning of new ventures – for example at inaugurations or the opening of new factories. If a business partner is invited to a joint dinner after the business meeting, this increases the likelihood that one will come to an agreement. At the same time, this meal should be seen as an opportunity to show respect to the Indian hosts and to thank them for their hospitality. In restaurants it is common to order several dishes which are then shared. “Let the host order the food and do not be afraid to leave your cutlery lying around and eat with your right hand,” advises Choudhary. For creamy curries and liquid foods, however, a piece of chapati flat bread or even rice may of course be of help. However, you should think twice before turning down an invitation to eat. “This only works if you have a really good reason for it. Otherwise, you will have bad cards for further negotiations,” warns Choudhary. (bre)

# Logistics for tuk-tuks

The globally active logistics service provider BLG LOGISTICS has been present on the Indian market for a decade through the joint venture BLG Parekh Logistics. There, it's all about two- and three-wheelers

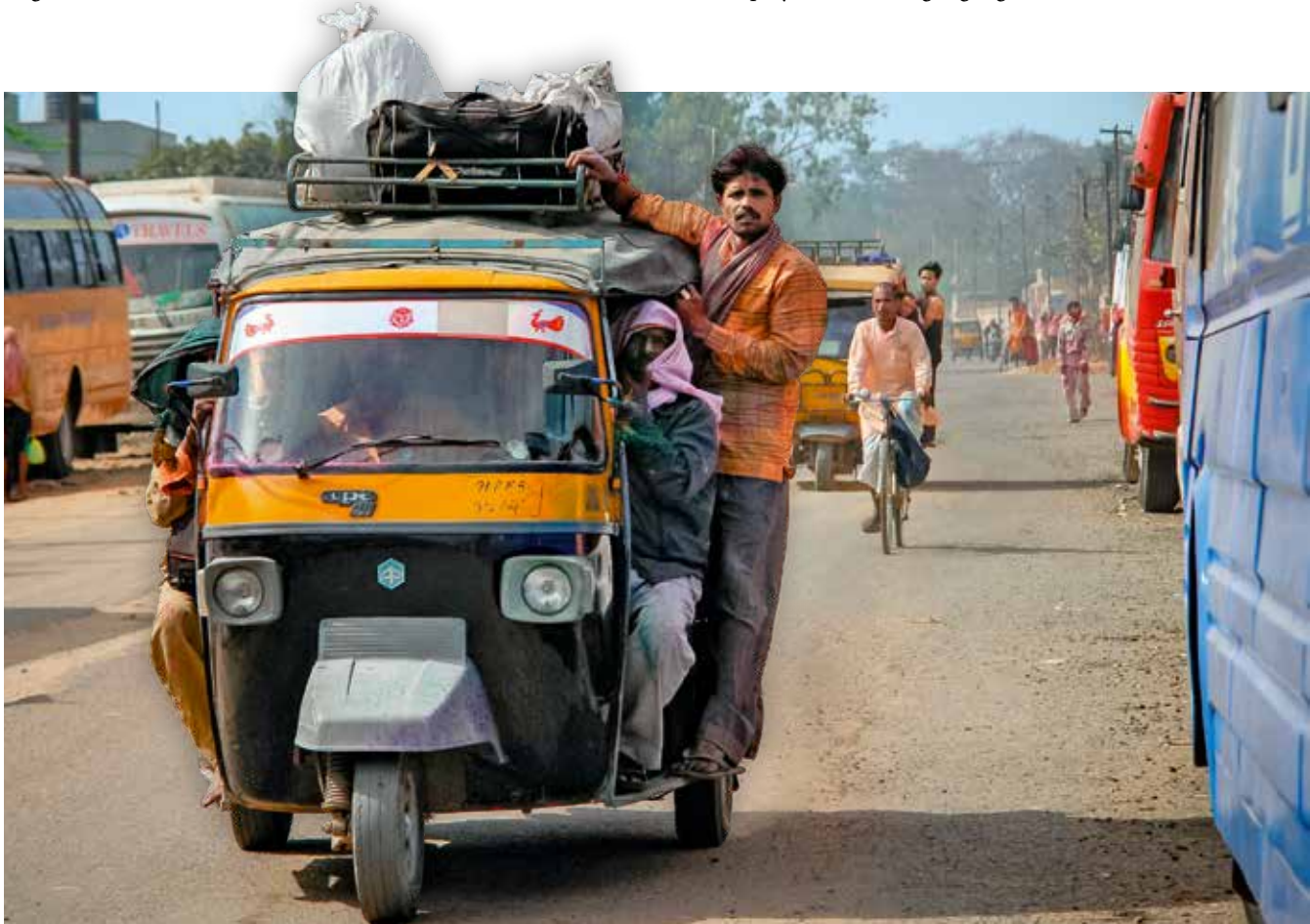
Since its foundation in 2008, the joint venture has grown into a leading provider of customer-specific contract logistics solutions and is specialised in services related to vehicles, especially two-wheeled and three-wheeled vehicles like tuk-tuks. The company is headquartered in Mumbai, the capital of the federal state of Maharashtra in western India. The densely populated metropolis of 23 million is a financial centre and also an important transport node with its ports, motorways, long-distance bus stations and port, air and rail connections.

**T**wo strong partners came together for this Indian joint venture. One is the BLG LOGISTICS GROUP, whose roots stretch back to 1877 and which is now active in twelve countries. The other is the Parekh Group, which can look back on 60 years of history as a conglomerate with diversified interests including services pertaining to shipping, handling of large transports and contract logistics, as well as in the catering business. The two principals each have a 50 percent stake in BLG Parekh Logistics.

## Aurangabad is a key centre of the two-wheeler industry

The company is also represented at three further sites with some 1,000 employees: Aurangabad, Chakan near Pune and Chennai. "The majority of our operational business originates in Aurangabad in the west Indian state of Maharashtra", reports Vijay Raut, who has been working as Key Account Manager for BLG Parekh Logistics for ten years; he was one of the first employees of the fledgling organisation. The three

BLG Parekh Logistics handles 60 percent of the partial assembly of all tuk-tuks produced globally. This includes for instance the assembly of the dashboard, half of the engine, the wheels, the roofs and the seats.



More information:  
[www.blg-logistics.com](http://www.blg-logistics.com)  
[www.parehgroup.in](http://www.parehgroup.in)

locations were not selected at random. The western Indian city of Aurangabad is the home of major companies in the car and two-wheeled vehicle industry. 50 kilometres from the district capital of Pune, in Chakan, there also lies a larger industrial area focused on automobiles. And in Chennai on India's southern coast one finds the country's second-largest port, and many large automobile manufacturers have factories in the capital of the state of Tamil Nadu. Furthermore, around 50 percent of the Indian automotive supplier industry is implanted in the region.

In the three segments warehouse logistics, internal logistics and distribution logistics, the company covers a wide range of needed services. BLG Parekh Logistics handles 60 percent of the partial assembly of all tuk-tuks produced globally. This includes for instance the assembly of the dashboard, half of the engine, the wheels, the roofs and the seats.

Raut reports: "The second-largest Indian motorcycle manufacturer has been our customer for nine years. We have a long-term contract with them. We assemble the parts from OEM suppliers for them." So far, this mainly happens in Aurangabad, on an area totalling 60,000 square metres, or more than eight football pitches. There are three different setups there, as Raut explains: warehouse logistics and the fulfilment for aftermarket spare parts, packaging for export, and the assembly of a total of 980 parts for 178 components. This includes for example air and oil filters for the engines of three-wheeled vehicles.

## 60,000 vehicles per month

"Overall, each month some 400,000 spare parts are handled in the spare parts warehouse, and 60,000 vehicles are assembled", Anand Devulapalli remarks. He has been Managing Director India at BLG Parekh Logistics since April; prior to that, he collected 20 years of experience amongst others at renowned logistics service providers like DB Schenker, Ceva and Kühne + Nagel as well as at some Indian logistics companies. "Then there is the packaging for 110,000 two-wheelers." Around 40 percent of the vehicles are destined for the Indian market, the other 60 percent are exported. The major foreign markets are southern Africa, Asia, especially Bangladesh, Malaysia and Sri Lanka, as well as Iran and Egypt. "We know the forecast figures for every country precisely, the customer is very transparent", Devulapalli emphasises.



Since financial year 2019, Bajaj Auto from the Indian city of Pune is the largest manufacturer of tuk-tuks worldwide, having built 780,000 of what has become the favourite means of transport in many countries.

"Storage is restricted to eight hours, so that the OEMs can produce just in sequence", Raut explains. To this end, there are eight exit gates on the site, from which six trucks make their way to the customer every two hours. In total, the site operates 16 hours a day in a two-shift system. And India still has a six-day week: "We work five days and half of Saturday", says the Key Account Manager.

Raut reports that in Chakan the company is also currently constructing a similar area as in Aurangabad, with 8,000 square metres. Devulapalli adds: "In the meantime we had to stop operations in Chennai because of the pandemic".

## Flexibility is required

The collaboration with the large client, with a renewable contract term of three years, is naturally designed to be very close and cooperative. "We obtain a sales forecast each month", the Managing Director explains; "of course we have to react to this very flexibly". The forecast volumes were lower for the months of April, May and June due to the pandemic and dropped by some 20 percent during the 21-day lockdown in March. "But then some 85 percent of employees resumed their work at the vehicle manufacturers within two to three weeks", Devulapalli reports. "Since mid-August we are back to 100% – with lots of dynamism". However, the rising infection rate means that renewed restrictions remain a possibility. "But I think these will mostly be on the weekend, as the Indian government will do everything it can to prevent a second true lockdown".

Regardless of the coronavirus, the Indo-German logistics company has set itself an ambitious goal: to become the leading provider of customer-specific contract logistics solutions in India. (cb)

## FACTS

### BLG Parekh Logistics

**Foundation:**  
2008 as a 50:50 joint venture between BLG LOGISTICS, Germany, and the Parekh Group, India

**Business areas:**  
Warehouse logistics, internal logistics and distribution logistics

**Headquarters:**  
Mumbai

**Other locations:**  
Chakan near Pune, Aurangabad and Chennai

**Warehouse area:**  
around 70,000 square metres

**Employees:**  
around 1,000

# Green key to the energy transition

The previously largest wind turbine in the world, is located in the south of Bremerhaven. With its eight megawatts, it also provides power to the project "Hydrogen – green gas for Bremerhaven".

What is the significance of hydrogen for the energy transition in the maritime economy? For the sea ports of Lower Saxony and the ports of Bremen, the fuel is at any rate an important step on the journey, provided that its production is carbon free.

It is a combined effort: the climate goals will only be achieved if all stakeholders make great efforts. The maritime economy must also do its part. Some 70 to 100 percent of emissions in ports are ascribed to shipping, while the operation of the port facilities themselves only accounts for some 15 percent, according to the information of the Organisation for Economic Cooperation and Development (OECD). However, besides continuing to reduce their own emissions, ports could also play a further important role: they are indispensable partners for the handling of some carbon-free fuels and supplying it to the manufacturing industries, particularly those in close proximity to the ports. In the future they could also become hubs of green energy supply in Europe.

One important fuel for the energy transition is hydrogen. Simply stated, the gas is produced through electrolysis

by passing electricity through water. When in this process electricity obtained from renewable resources is used, the hydrogen is carbon free. "The use of green hydrogen is key for CO<sub>2</sub>-neutral ports, corresponding transport chains and climate-neutral shipping", says Uwe von Barga, Director for Environmental and Sustainability Issues at bremenports. "Hydrogen is the technology of the future", agrees Holger Banik, manager of Niedersachsen Ports (NPorts).

According to Werner Repenning, Head of Development at NPorts, currently the green "excess electricity" required for the electrolysis is sufficiently available, as the renewable electricity generated in the north cannot be fully used due to lacking grid capacities and must sometimes be throttled. However, this will change in the coming years with the completion of the new high-voltage lines: the electricity from the



north will then be able to be fully used and transported to the industrial centres in the south. A large hydrogen economy therefore only makes sense if it is associated with a massive expansion of renewable energy. This is because hydrogen production requires massive amounts of electricity due to the high loss of energy. Repenning explains the problem: “Since at the moment only some 42 percent of electricity is obtained from renewable sources, any electricity for electrolysis that goes beyond today’s requirements, coupled with the shut-down of nuclear and coal power plants and the expansion of electro-mobility, would have to be imported from abroad. This imported electricity would itself be from nuclear or coal power plants. This would not help the environment”.

### Feasibility study: Project WASH2Emden

Banik points out that there is enough excess electricity for use in smaller electrolyzers. The feasibility study for the project WASH2Emden for innovative and environmentally friendly hydrogen applications, which was completed last May, also showed that CO<sub>2</sub> emissions and air pollutants could be reduced. In addition to NPorts as the Lead Partner, abh Ingenieur-Technik, DBI – Gastecnologisches Institut Freiberg, Mariko and the Tyczka group of companies as well as the collaboration partners EPAS (Ems Port Agency Stevedoring) and Emden/Leer University participated in the project. “The study’s aim was to identify technically feasible and economically viable green hydrogen supply chains for the port”, Banik explains.

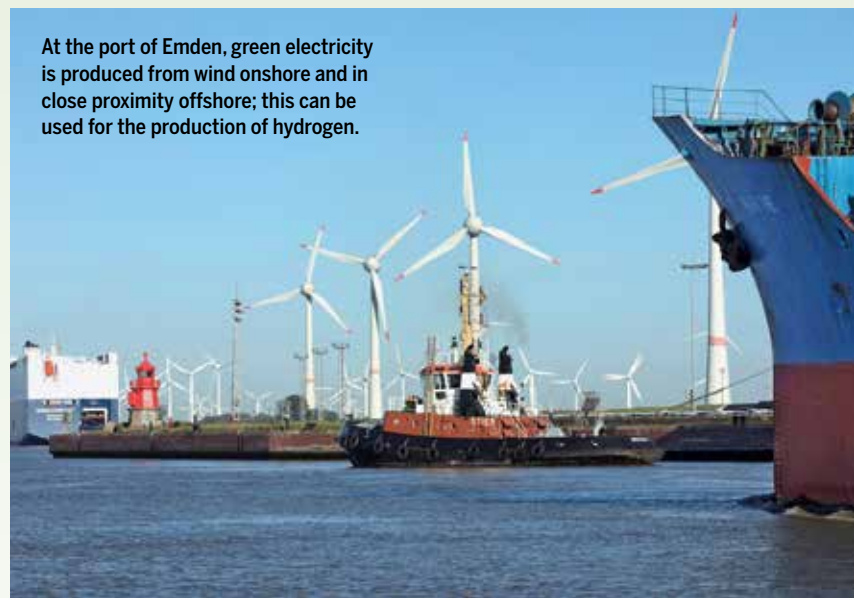
“At the sea port of Emden, we have the advantage of being able to use excess electricity from the neighbouring onshore and offshore wind farms for hydrogen production”, Repenning confirms. This could then be used both for production located in Emden and for landside power plants. Another important option is the storage of hydrogen: “Basically storage already works, further developments are on the way”, says Banik. And the car maker VW is also following environmental objectives in Emden. “What matters now is building a business case for users and producers”. Banik and Repenning hope that application will be possible in the medium term, meaning in the next five years.

There are also two other important sites for the production of green hydrogen in Lower Saxony. The Wilhelmshaven Port Association intends to position the port as port of the future under the slogan “Energy hub Wilhelmshaven 2.0” and wants to develop it into a hub for imported hydrogen. And in Cuxhaven, the Investment Agency is working on

another “competence region hydrogen” by collaborating with the technology provider Hydrogentle on a concept for using hydrogen that is intended to result in a larger master plan for a “hydrogen economy”.

### Cross-industry: Research project SHARC

Along the River Weser, the research and development project SHARC (Smarter Hafen-Applikationskonzept zur Integration erneuerbarer Energien, Smart Port Application Concept for Integrating Renewable Energy) funded by the German

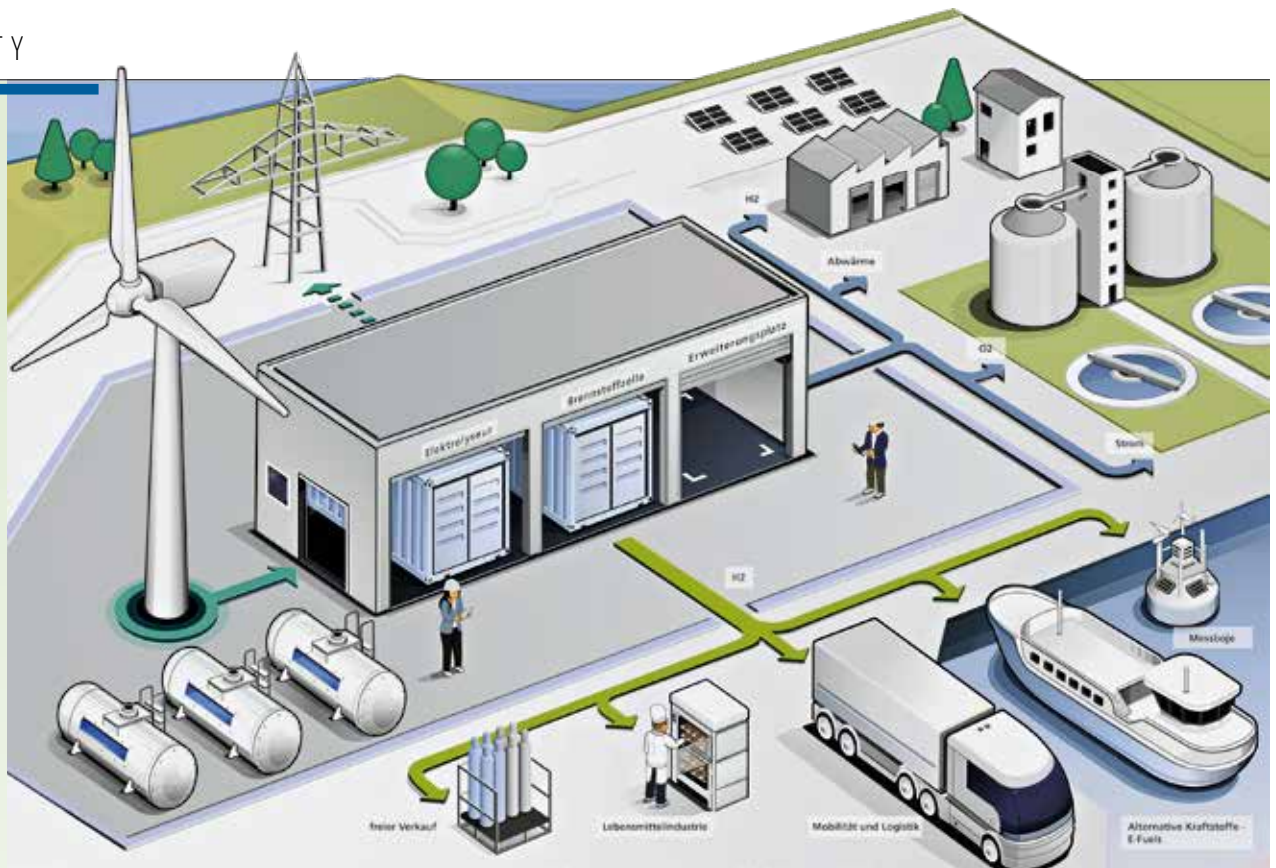


### Green hydrogen

Gas that is produced from water with electricity from renewable sources through electrolysis is a major component of the energy transition: The colourless and odourless substance, created by the splitting of water into its constituent parts, oxygen and hydrogen, in a so-called electrolyser, causes no harmful emissions and has many uses. It is possible to process hydrogen further into CO<sub>2</sub>-neutral fuels and other chemical products like synthetic methane, methanol or ammonia. This versatility, in combination with a drop in production costs, lies behind the increased global interest in hydrogen. However, at the moment hydrogen is still mainly produced using fossil energy.

## Green gas for Bremerhaven

As part of the project “Hydrogen – green gas for Bremerhaven”, the Fraunhofer Institute for Wind Energy Systems (IWES) is constructing an electrolyser test field that will include a 2 megawatt electrolyser unit in its first phase of construction. At full capacity, this can produce around one tonne of hydrogen per day. The energy for the electrolysis is delivered by an 8 MW research turbine.



■ Federal Ministry for Economic Affairs and Energy is a particularly crucial cornerstone for the promotion of green hydrogen. Siemens, the German Research Institute on Artificial Intelligence (DFKI), the Technical University of Berlin and the Institute for Energy, Recycling and Environmental Protection at Bremen University of Applied Sciences have been working on this since last year under the leadership of bremenports. “During this project, models were developed and tested to carry out power simulation calculations for the overseas port area”, explains Uwe von Barga. An entire catalogue of projects was also recommended. With these, the overseas port in Bremerhaven can be developed into a model and test area for port-related technologies focused on climate neutrality that integrate hydrogen applications. “One aspect of this is the positive effects that arise from the collaboration of different sectors”, von Barga adds. The use of hydrogen as a renewable energy for transport will be one area of application. The concept will be implemented in a demonstration phase at the conclusion of the project. Appropriate sources of funds are currently being sought in the ongoing talks with the German National Organisation for Hydrogen and Fuel Cell Technology (NOW) and the project sponsor Jülich (Pt).

In contrast, the model project “Green gas for Bremerhaven” in Bremerhaven’s fishing port is already in the implementation phase and will presumably support the further development of hydrogen technologies. The power from an 8-megawatt wind turbine in the south of the fishing port will be transformed into hydrogen through electrolysis. The

state and the EU have each set aside ten million euros for this project. Of the 20 million euros overall, 16 million is available for the actual test structure surrounding the production of hydrogen, while four million is earmarked for the testing of various areas of application.

## Policy and legal framework required

The stakeholders in the ports of Bremen and Lower Saxony agree that policy-makers need to take more steps to promote hydrogen technology and to protect the climate. One important step would be the expansion of renewable energy production. “For the transformation into green hydrogen, the technical facilities would also have to be installed”, says Uwe von Barga. At the same time, it is essential to improve the framework conditions for economically viable production so that the regulatory regime for energy suppliers does not apply to own use. Furthermore, in addition to hydrogen production other energy stores are necessary in order to absorb production peaks and make the energy available at a later time. Also needed are a comprehensive electrification of the technical facilities and the development of hydrogen-based vehicles and vehicle uses. “Hydrogen will increasingly become a transportable good that will be transported in larger volumes internationally, including on board ships”, states von Barga. “The corresponding transport chains must still be developed on- and offshore, and the ports will also have to get used to the idea of handling terminals.” (cb)

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



2021

<b>18.01.2021</b>	<b>■ Expert Forum Project Logistics</b> <a href="http://www.bhv-bremen.de/#veranstaltungen-digital">www.bhv-bremen.de/#veranstaltungen-digital</a>
<b>09 – 10.02.2021</b>	<b>■ Breakbulk Middle East</b> <a href="http://www.middleeast.breakbulk.com">www.middleeast.breakbulk.com</a> Dubai, United Arab Emirates
<b>tba 02.2021</b>	<b>■ Annual press conference of Niedersachsen Ports</b> Oldenburg, Germany
<b>10 – 12.03.2021</b>	<b>■ Antwerp XL</b> <a href="http://www.antwerp-xl.com">www.antwerp-xl.com</a> Antwerpen, Belgium
<b>25.03.2021</b>	<b>■ Logistics Talk</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a> Bielefeld, Germany
<b>14.04.2021</b>	<b>■ Logistics Talk</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a> Budapest, Hungary
<b>15.04.2021</b>	<b>■ Logistics Talk</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a> Prague, Czech Republic
<b>04 – 07.05.2021</b>	<b>■ transport logistic</b> <a href="http://www.transportlogistic.de">www.transportlogistic.de</a> Munich, Germany
<b>06.05.2021</b>	<b>■ Bremen reception for transport logistic</b> <a href="http://www.bremenports.de/veranstaltungen">www.bremenports.de/veranstaltungen</a> Munich, Germany
<b>18 – 20.05.2021</b>	<b>■ Breakbulk Europe</b> <a href="http://www.europe.breakbulk.com">www.europe.breakbulk.com</a> Bremen, Germany
<b>18 – 20.05.2021</b>	<b>■ FRUIT LOGISTICA</b> <a href="http://www.fruitlogistica.de">www.fruitlogistica.de</a> Berlin, Germany
<b>26 – 27.05.2021</b>	<b>■ Real Estate Arena</b> <a href="http://www.real-estate-arena.com">www.real-estate-arena.com</a> Hanover, Germany
<b>27 – 28.05.2021</b>	<b>■ ESPO Conference</b> <a href="http://www.espo-conference.com">www.espo-conference.com</a> Oslo, Norway

January

February

March

April

May

# Save the Date

Due to the coronavirus pandemic it is currently difficult to make reliable statements on when and to what extent events will be able to take place again. The event dates listed here for the maritime economy and logistics have already changed recently, sometimes more than once – and after this goes out to print in November, there will almost certainly be more short notice changes. The information provided here may therefore not be accurate. We kindly ask that you check again a short time before the respective event. Thank you for your understanding!

- Trade fairs
- Customer events
- Other highlights



COMPACT



**HOLZ-WICKEDE.** As of 1 January 2021 **Karsten Obert** will be a member

of the Management Board of Rhenus in charge of the areas Automotive and Warehousing Solutions. He will take over the role of Michael Brockhaus, who after almost 20 years will cease his board activities on 31 March 2021. "I am certain that Mr. Obert will strengthen the board of Rhenus and can make important decisions in his leadership position for the business areas Automotive and Warehousing Solutions"; said Dr. Marco Schröter, Chairman of the Rhenus Supervisory Board.



**CUXHAVEN.** At the 47th general assembly of the Cuxhaven Port Association

(HWG) in early November, the 15-member Management Board was confirmed in office for the next two years. The Chairman of the Management Board of HWG, Hans-Peter Zint, welcomed a new board member: "We are glad that the close collaboration between the Port Association and the city of Cuxhaven will continue thanks to the commitment of **Marc Itgen**". Itgen (photo) is the director of the Investment Agency of the city of Cuxhaven.

## Wista Germany with a new Management Board team

**HAMBURG.** At the start of October, the group leader Port State Control at the ship classification society DNV GL, **Claudia Ohlmeier** **1**, was again voted 1st Chairwomen of Wista Germany (Women's International Shipping & Trading Association). The 2nd Chairwoman of Wista Germany, Captain **Nicole Langosch** **2**, nautical terminal coordinator at the Hamburg Vessel Coordination Center (HVCC), will continue her second year in office. New faces in the Wista Management Board are **Franziska Eckhoff** **3**, manager of the Eckhoff shipping company, as event manager and **Nadine Kornblum** **4**, independent surveyor for marine and cargo, as contact person. **Dr. Phanthian Zuesongdham** **5**, Head of Digital and Business Transformation at the Hamburg Port Authority (HPA), remains in charge of press and communications at Wista Germany. **Martina Heinsen** **6**, managing partner of Certis GmbH auditing company, was reappointed as treasurer. **Eva-Maria Braje** **7**, lawyer at Ince & Co Germany LLP, is in charge of the newly created area of Compliance.

## Mindel appointed managing director

**BERLIN.** As of 1 October, **Jürgen Mindel**, active since 2007 in the German Association of the Automotive Industry (VDA), was appointed fourth managing director of the trade association. Since that date he has been in charge of the new area "Communication & IAA", which includes all the communications of the VDA as well as the conceptional and organisational implementation of the International Motor Show Germany (IAA). Before his appointment, Mindel led the Basic Issues, Coordination and Strategic Planning department.



## Hein replaces Bieniek as BLG's CFO

**BREMEN.** As of 1 November, **Jens Bieniek** (l.) ceded his post as financial manager at BLG LOGISTICS to **Christine Hein** (r.). As a top manager, Hein brings with her extensive knowledge and experience in the areas of finance/accounting, risk management and M&A. After Andrea Eck, in charge of the Automobile area at BLG, and Industrial Relations Director Ulrike Riedel, Hein is the third woman to join the six-member board. This moves BLG AG into the top tier of listed companies in Germany by the share of women on the management and supervisory boards.



## DB Schenker bets on Rath

**ESSEN.** The Supervisory Board of Schenker AG has appointed **Katharina Rath** to be Personnel Director effective 1 December. Rath spent almost 20 years in various positions at Continental Automotive Technologies, lastly as Senior Vice President Human Relations and as member of the Automotive Board. The psychology graduate follows Thomas Schulz, who ended his term at DB Schenker on 31 October after eight years as Personnel Director.

## Hellmann brings on Thielemann-Hald

**OSNABRÜCK.** In September, Hellmann Worldwide Logistics announced that it had acquired **Monika Thielemann-Hald** for the position of Global Head of Automotive Logistics. She succeeds Martin Wehner, who will take on the role of Chief Commercial Officer Europe at Hellmann. Thielemann-Hald has many years of international experience in automotive logistics. After almost 20 years with Schenker, she switched to Panalpina in 2014, where she developed the area of Automotive Logistics Solutions in Europe.



## Dombrovskis in charge of EU trade policy

**BRUSSELS.** In October, the European Parliament (EP) followed the decision of President Ursula von der Leyen to hand the responsibility for trade policy to the executive vice-president **Valdis Dombrovskis**. The previous Trade Commissioner Phil Hogan had stepped down after breaching the Irish coronavirus regulations. At a hearing in the EP Trade Committee, Dombrovskis announced his intention to work towards a more sustainable trade policy and against unfair trade practices by third countries.

## Personnel changes at shipping agents

**BREMEN.** The Schiffsmakler-Vereinigung für Küsten- und Seeschiffsbefrachter e.V. shipping agent association of Bremen voted in a new Management Board at its general assembly in October. The long-serving chairmen Uwe Meisner and Detlef Böse had previously given up their positions for age-related reasons. They were succeeded by **Thorsten Fischer** (1st Chairperson, left) and **Peter Langbein** (2nd Chair person) in a unanimous vote. Frank Roelfs was appointed Secretary. Ulrike Rust remains in her role as Treasurer for the association.



## DP World Germany with a new dual leadership

**STUTTGART.** Since October, **Jens Langer** (r.) is the new CEO of DP World in Germany. Langer succeeds Martin Neese, who has left the company. As CEO, Langer takes over the leadership of the entire German organisation of DP World. In addition, the network expert **Toon Pauwels** (l.) as CCO Inland & Intermodal became co-director of the German inland terminals. With this nomination of the dual leadership, DP World Inland maintains the principle of common management.

## LOGISTICS PILOT – now with its own website!

Since August you can also find selected contents from our magazine online in addition to the print and digital editions.

Our new section, Logistics World, invites you to discover new perspectives in various regions of the world. The website reacts fully responsively on all mobile devices and is mobile-optimised, and zoom and 3D effects make reading even more enjoyable.

Visit us at [www.logistics-pilot.com](http://www.logistics-pilot.com)





# EDITION FEBRUARY 2021

## Focus on Baltic States

In 2004 the three Baltic states of Estonia, Latvia and Lithuania joined the European Union. Since then, they have experienced exceptional economic growth; we want to take a closer look at them.

## Point of View

**Lutz H. Peper, Honorary Consul of the Republic of Latvia in Bremen and Lower Saxony**  
on the focus topic Baltic States

“ In order to remain competitive and raise its political clout on the global stage, the EU must continue to break down barriers, improve the connectivity between the different regions and invest even more in innovation and digitisation. The Baltic states can make a decisive contribution in this regard. It is no secret that Latvia, Lithuania and Estonia are pioneers of digitisation in Europe with their digitally savvy societies and their agile companies that are receptive to technology.

For instance, the Technical University of Riga is conducting research into future technologies for cars, even though Latvia does not produce any cars. In collaboration with Daimler AG, a new direct current system for production was developed and implemented; it enables energy savings of up to 15 percent. We can also observe similar developments with the industrial 5G technologies. Additionally, Latvia is considered a front runner in areas like mechatronics, aeronavigation, traffic navigation and telemedicine and is working closely with European partners in these fields, for example on the project “Dynamic slot booking in smart hubs – Logistics management for port terminals”.

As the central Baltic state, Latvia benefits from an excellent logistics position. Several international logistics companies, including DHL, Schenker, Kühne + Nagel and Maersk, are active here and offer their services. Latvia boasts three large ice-free ports – Riga, Liepaja and Ventspils – and seven smaller ports that are closely connected to the country’s infrastructure through rail and road. With Riga Airport and the national airline airBaltic, Latvia also has the most significant air transport hub in the region.

Of course similar arguments apply to Lithuania and Estonia. They are also important sites for manufacturing businesses like furniture producers, for machine construction and for the chemical and textile industries. Estonia also plays a major role internationally in the areas of agriculture, husbandry and ship construction.



PHOTOS: LAYERACE/FREEPIK; CLIKER-FREE-VECTOR-IMAGES/PIKABAY; HONORARY CONSULATE OF THE REPUBLIC OF LATVIA IN BREMEN AND LOWER SAXONY

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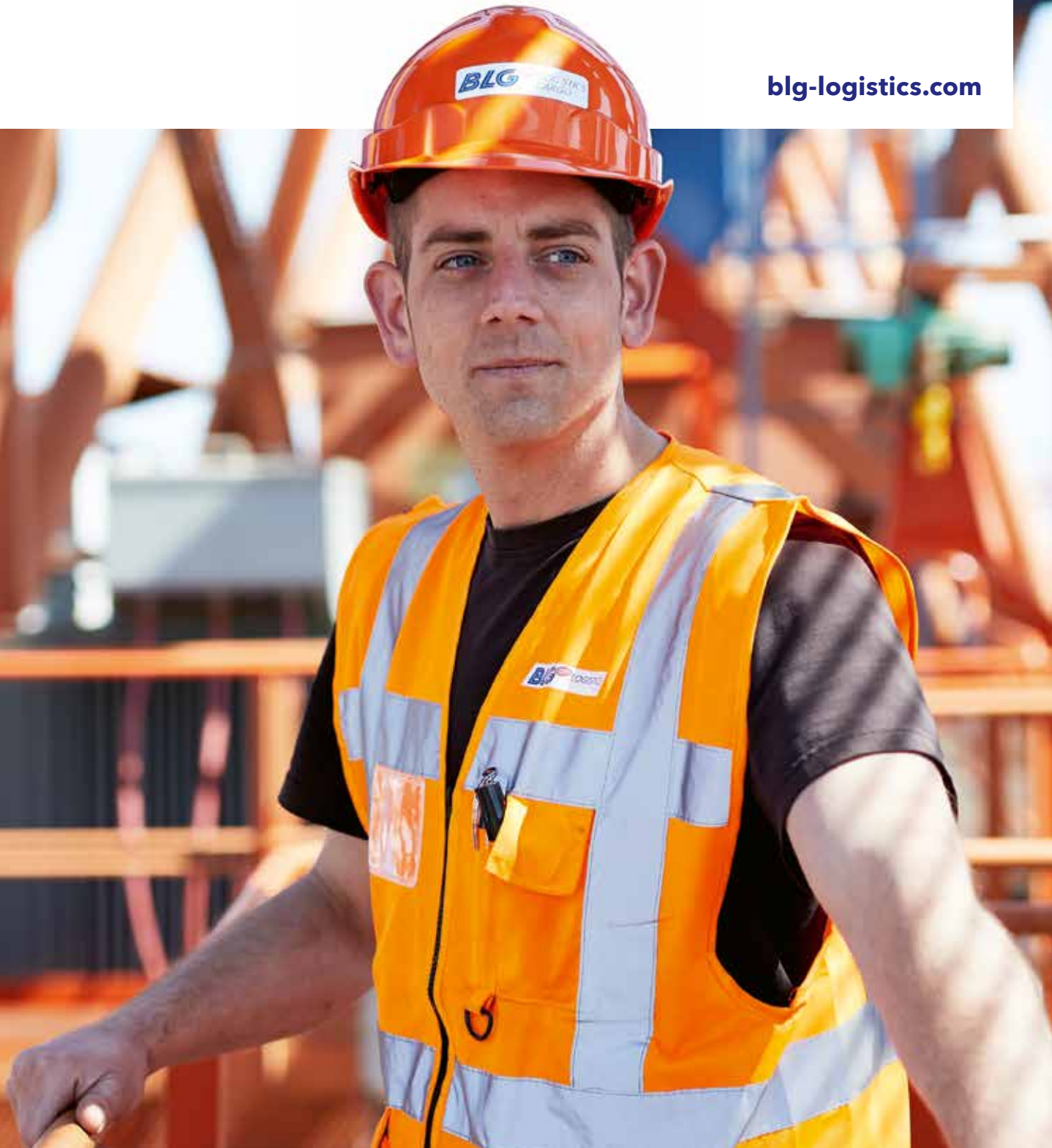
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**We are steering the ports of Bremen and Bremerhaven safely through the crisis.**

We, the staff of the port management company bremenports, do everything in our power to keep the ports of Bremen and Bremerhaven fully functioning. That is particularly true in these difficult times. Despite the restrictions imposed because of the Coronavirus, we ensure that our regular operations proceed smoothly so that bremenports can guarantee its customers and partners fast, reliable and comprehensive services.

**World port  
+ in good hands**

*\* We wish the customers and partners of the ports of Bremen and Bremerhaven a peaceful festive season.*

**bremenports**

Bremen  Bremerhaven 

#diehafenmannschaft  
#gemeinsamfuerunserehaefen  
#gemeinsamstark

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