

EDITION
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 GERMAN PORTS

LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



Austria – partner in the hinterland

Watch out, similarity trap!

Not everything works the same with our neighbours as it does in Germany

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Way up yonder up in the maritime hinterland

Enns, Vienna and Graz are important gateways for international trade

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Promoting Alternatives

Lower Saxony LNG agency generates tailwind for new energy sources

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HIGHER

FASTER

FURTHER

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WILHELMSHAVEN
FREIGHT VILLAGE | CONTAINER TERMINAL

Further economic growth and increases in imports and exports are forecast

Uwe Hans Reuter, Honorary Consul of the Republic of Austria in Hanover and Chairman of VHV Holding AG



Dear readers,

Germany and Austria are linked by an intensive trading partnership. Germany is by far the most important country of origin for Austrian imports, followed by Italy and China. In 2020, German goods worth around 60 billion Euros were exported to the Alpine country, making Austria seventh in the

ranking of export trade partners to the Federal Republic of Germany. The Austrian Chamber of Commerce also forecasts further economic growth and an increase in imports and exports for the years 2021 and 2022. Conversely, Austria also plays an important role for German imports (2019: no. 9) and is the most popular travel destination for German tourists.

Although Austria has no coastline, maritime transport plays an important role in international trade. Some of Austria's imports and exports pass through the ports of Bremen and Lower Saxony. Austria is one of the key markets for the ports of Bremen. Bremer Lagerhaus-Gesellschaft operates its own freight train line that connects the port with Austria and various other European countries. Regular traffic takes place to and from Austria via the northern German ports, for example in the automotive sector.

The current tightening in Covid 19 pandemic measures to restrict cross-border mobility could represent a challenge for German-Austrian trade. However, I assume that this will only be a temporary phenomenon and that mutual trade between Austria and Germany will continue to develop well in the medium and long term for the benefit of both countries – not least via the ports of Bremen and Lower Saxony.

Best wishes, Hans Reuter

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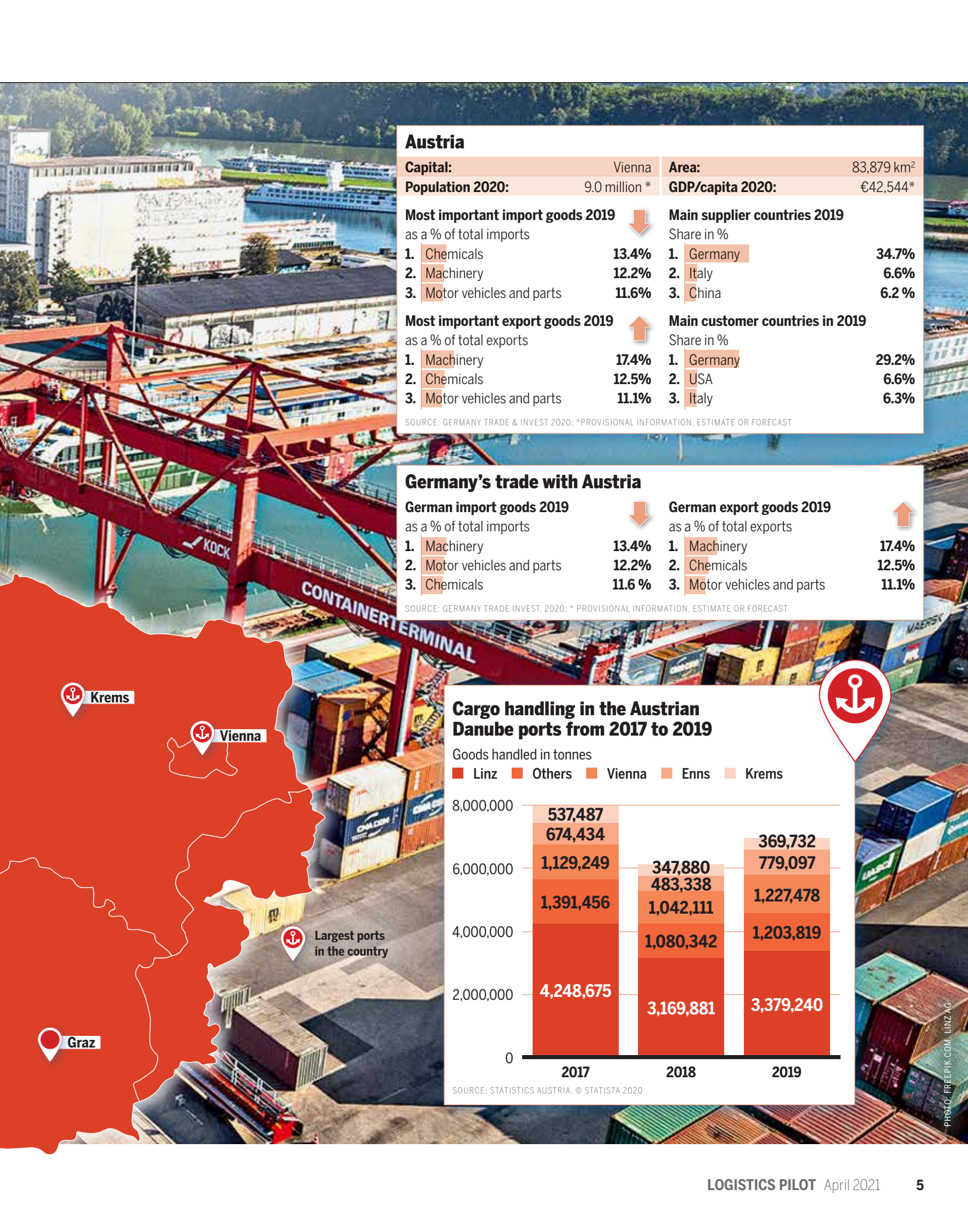
A tricky balancing act – “friendly neighbours”

It is probably in the nature of man to observe one's neighbours with particular curiosity. The special relationship between the Austrians and Germans forms no exception here, which constantly turns out to be a tightrope walk between similarities and tiny differences. On the German side, people like to talk about their “little brother” in this context. However, representatives from both sides frequently come along with other family names too. Some speak of unequal siblings, while others talk of twins who have rediscovered each other following an historical estrangement. For Thomas Gindele, General

Manager of the German Chamber of Commerce in Austria, one thing is certain: “Austria is not a great fan of using family comparisons to describe the relationship between the two countries. In the Alpine republic, the phrase ‘friendly neighbours’ is preferred. Germany is an important motivator for Austrian society. “The country wants to be faster, more efficient, more pragmatic, but also more amenable to life than its German neighbour, with whom they often have much more in common than they like to admit. . You have to give Austria credit for its success with this incentive,” states Gindele.



Linz  Enns 



Austria

Capital:	Vienna	Area:	83,879 km ²
Population 2020:	9.0 million *	GDP/capita 2020:	€42,544*

Most important import goods 2019

as a % of total imports

1. Chemicals	13.4%
2. Machinery	12.2%
3. Motor vehicles and parts	11.6%

Main supplier countries 2019

Share in %

1. Germany	34.7%
2. Italy	6.6%
3. China	6.2%

Most important export goods 2019

as a % of total exports

1. Machinery	17.4%
2. Chemicals	12.5%
3. Motor vehicles and parts	11.1%

Main customer countries in 2019

Share in %

1. Germany	29.2%
2. USA	6.6%
3. Italy	6.3%

SOURCE: GERMANY TRADE & INVEST 2020; *PROVISIONAL INFORMATION, ESTIMATE OR FORECAST

Germany's trade with Austria

German import goods 2019

as a % of total imports

1. Machinery	13.4%
2. Motor vehicles and parts	12.2%
3. Chemicals	11.6%

German export goods 2019

as a % of total exports

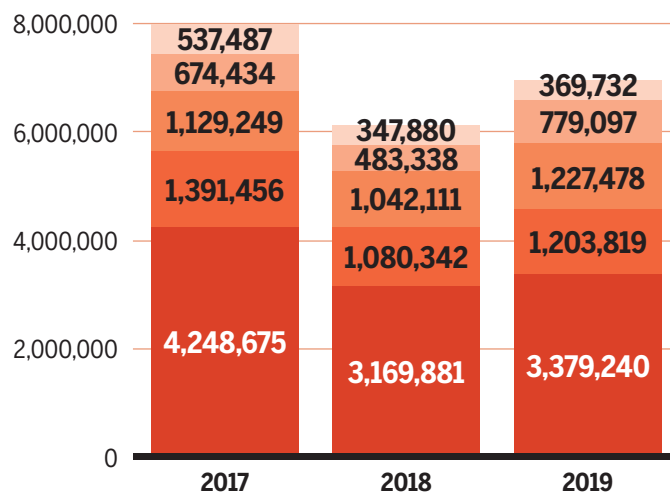
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3. Motor vehicles and parts	11.1%

SOURCE: GERMANY TRADE INVEST, 2020; * PROVISIONAL INFORMATION, ESTIMATE OR FORECAST

Cargo handling in the Austrian Danube ports from 2017 to 2019

Goods handled in tonnes

■ Linz ■ Others ■ Vienna ■ Enns ■ Krems



SOURCE: STATISTICS AUSTRIA, © STATISTA 2020



COMPACT

BREMEN. The application period for the 2021/2022 winter term for the **Shipping and Chartering (ISSC) degree course at Bremen University of Applied Sciences begins on June 1, 2021.** The full-time English-language degree course, which is concluded in the seventh term by writing a Bachelor's dissertation, is aimed at young people who are interested in business and technology that relates to the sea and shipping. Its curriculum qualifies students for jobs with shipping companies, transport insurers, brokers, seaport forwarders and shipping and port agencies, among others. If you would like to delve deeper into this maritime world, you can find more information at www.hs-bremen.de.

BREMEN. Ten maritime freight forwarders founded the **TCU** in 1971 to optimise the purchasing and handling of hinterland transport operations by rail. **This year, the company is not only celebrating its 50th anniversary,** but also its successful shareholder model, which now involves more than 130 companies as limited partners. In the TCU's Bremen office, more than 60 employees can be found working today on optimising all transport-related processes with a focus on container transport operations by rail. In this way, the TCU brings almost 200 TTEU onto the rails every year.



Senate boosts cruise centre

BREMERHAVEN. The cruise terminal on Columbus Island is to be expanded with the **construction of a new multifunctional reception building** planned for this purpose. The Port Committee set the course for this in February by unanimously approving the respective proposal made by Bremen's Senator for Science and Ports, Dr Claudia Schilling. **The planning costs for the project are set at 1.27 million Euros.** Schilling's comment in relation: "The topic of cruises is of

great economic and emotional importance in Bremerhaven. I am convinced that this segment of tourism will experience enormous growth again once the pandemic has come to an end. The aim of this investment is to make even better use of the economic potential for the port and the city." The plan is for the middle section of the building complex to be dismantled and rebuilt. In addition to the terminal, the complex will also include an integrated parking garage and several office floors.



Bring Jade Harbour on board

WILHELMSHAVEN. When the terminal operators **HHLA and EURO-GATE explore possibilities for closer cooperation,** JadeWeserPort should not be missing from their considerations. This is certainly what the "Wilhelmshavener Hafenwirtschafts-Vereinigung" (WHV) is asking for. In doing so, the association points out that JadeWeserPort is the only German port that fulfils the criterion of a deep-water port. And this competitive advantage over western ports should be used in the interests of Germany as a seaport location. After all, what is concerned here according to the WHV, "is the cooperation between the North German container ports".



Bosch makes BLG "Preferred Supplier"

BREMEN. **BLG LOGISTICS has been one of Bosch's preferred suppliers since the beginning of the year.** The technology and service company awarded BLG the status "Preferred Supplier" in the service area "Warehousing General". With this term, Bosch flags suppliers that they would like to work more closely with and that have a proven track record of reliability. BLG supplies numerous Bosch plants with factory and supplier components and is responsible for the distribution logistics for individual business units.



Premiere at Jade-Dienst Terminal

WILHELMSHAVEN. In February, **Jade-Dienst and Jade Car Logistics** welcomed the “Pelagic Piranha” to their quayside for the first time. The 179-metre-long ship had come to Wilhelmshaven to take on board some 400 vehicles and rolling cargo for the unloading ports of Misrata and Benghazi in Libya. The **launch of the 4,000-capacity car carrier marked the start of a new liner service** between Wilhelmshaven and North Africa. The freighter from the liner shipping company Clapotis Maritime now calls at the city on the River Jade every 27 days – the length of a round trip.



Review and outlook in online format

WILHELMSHAVEN. As part of its campaign “More containers for Germany”, **JadeWeserPort invited participants to attend the online event “Review & Outlook” in February.** Around 280 participants from industry, trade, the logistics sector, politics and associations as well as the private sector registered for the format offered in cooperation with the DVV Media Group. During the two-hour event, representatives from JadeWeserPort and the companies based at the freight transport centre took stock of the past months and informed the audience about further developments there.



BLG: Among German’s top 50 climate-conscious companies

BREMEN. In January, **BLG LOGISTICS** was awarded the title “Climate-conscious company”. Capital magazine and the portal Statista had conducted a large-scale study on the question of which companies had succeeded in reducing their greenhouse gas emissions the most over the past five years – and as a result can consider themselves as being among **the most “Climate-conscious companies in Germany 2021”**. Out of 2,000 companies surveyed, BLG LOGISTICS made it to 49th place. Employees can be seen replacing fluorescent tubes with more climate-friendly LED lamps in the photo here.

Seven climate protection projects in one go

BREMERHAVEN.

“H2Bx.MariTransGate”:

This abbreviation stands for an ambitious climate protection and transport transformation project for which bremenports has, in cooperation with the Bremerhaven Investment Promotion and Urban Development Corporation (BIS), submitted a IPCEI expression of interest in March. The purpose of the project, funded by three Federal Ministries (Economic Affairs and Energy, Transport and Digital Infrastructure, and Environment), is to provide important impetus for the implementation of the National Hydrogen Strategy.

“With this submission, we want to profile **Bremerhaven as a test field for hydrogen technologies in the maritime transport sector,**” states bremenports Managing Director Robert Howe. “What is particularly significant here is that the seven individual projects presented within the framework of the joint project are closely related to one another. The 180-page project outline addresses the production of green hydrogen from renewable energies, and concrete possibilities for its use at the international transport hub Bremerhaven, but also the import of hydrogen.”



COMPACT

BREMEN. BLG LOGISTICS is planning a new industrial logistics site at Germany's largest freight transport centre, the GVZ in Bremen. It is to be called **C3-Bremen** (Customer, Climate, Comfort). From mid-2022, the logistics service provider wants to bundle the production supply there for the worldwide assembly plants from a leading car manufacturer over a 152,000 square metre area – and from several locations in Bremen at present. The services to be provided at the site by around 500 employees include car parts logistics, set formation and containerisation, as well as the export of assembly parts.

BREMERHAVEN. A windowless building in plank design can now be seen towering up into the sky in the fishing harbour. The darkness inside offers the best conditions for the museum exhibits which the **German Maritime Museum/Leibniz Institute of Maritime History (DSM)** wants to store there from the spring. We are talking here about some 380,000 archive items and 60,000 museum exhibits of various sizes. The sail lifeboat "Geheimrat Heinrich Gerlach" is one of the larger exhibits, while uniform buttons count among the smallest objects.



Free capacities at JadeWeserPort

WILHELMSHAVEN. While full terminals in western ports and other German seaports are currently causing restrictions in the delivery of containers, **JadeWeserPort** still has free capacities **to maintain international supply chains without interruption.** "Rescheduling can take place there without much effort, as many train transport operations are routed via the Maschen hub anyway. Transport operations by truck are so flexible anyway that a changeover can be made at short notice," says Andreas Bullwinkel, Managing Director of the JadeWeserPort marketing company.

J. Müller will celebrate its 200th birthday at a later date

BRAKE. J. MÜLLER was originally founded on May 1, 1821 and celebrates its 200th birthday this summer. In the course of the company's anniversary, the port service provider for agricultural, bulk and bulk general cargo originally planned to celebrate with its customers and staff in May. Since the corona pandemic does not currently permit any celebrations without restrictions, **on May 5**, only a small **ceremony attended by selected guests and Lower Saxony's Prime Minister Stephan Weil** will take place. But postponed in no way means cancelled: J. MÜLLER only wants to celebrate when it can do so again without restrictions.



Ministry of the Environment supports the Offshore Wind Energy Foundation with 555,000 Euros

HANOVER/VAREL. At the beginning of February, Lower Saxony's Energy Minister Olaf Lies (r) gave the starting signal for the Offshore Wind Energy Foundation's **"Green Hydrogen with Offshore Wind Energy"** project. In Varel, he presented the local foundation with a funding decision for 550,000 Euros for the two-year project. One of the aims of the foundation is to promote the broad exchange of knowledge and experience among all stakeholders through its network. Furthermore, the project will also develop concepts and plans for the further development of the legal and economic framework. "Industry follows energy, and the energy of the future will largely be generated at sea. For me, green hydrogen is a key issue if the energy transition is to succeed," Lies emphasised.



PHOTOS: BJÖRN LÜBBE, J. MÜLLER, UNSPLASH/NICHOLAS DOHERTY/HOLGER HOLLEMAN DPA, NORDFROST, BREMENPORTS, BLUE WATER BREB, RHEINUS, DSM ROSTOCK



Nordfrost with a new hygiene unit

WILHELMSHAVEN. Nordfrost continues to expand its **seaport terminal in Wilhelmshaven** as a food hub. In February, the deep-freeze logistics company from Schortens finished building a new, second hygiene section at the terminal and following official acceptance, put it into operation. The hygiene section is located at front of the high-bay warehouse and consists of a multifunctional hall and four separate production halls, each measuring 10 by 60 metres, plus ancillary rooms. The Nordfrost seaport terminal in Wilhelmshaven has a storage capacity of 105,000 pallet spaces.



“Seute Deern” to be freed from asbestos

BREMERHAVEN. In the course of preparing to **scrap the “Seute Deern”**, workers are currently removing paint that contains toxic asbestos from the hull of the museum ship. Only then will the ship be dismantled. To protect the environment, the work is being performed under plastic sheeting. The scrapping costs, estimated at three million Euros, will be paid by the state of Bremen and the city of Bremerhaven. As a new eye-catcher in the museum harbour, the city is to get a **replica of the “Najade”**, which was launched in Bremerhaven in 1888 as the first large cargo ship with a steel hull.



New mobile harbour crane for Blue Water BREB

CUXHAVEN. Since February, **the German Offshore Industry Centre in Cuxhaven has had a Liebherr LHM 600 mobile harbour crane.** The terminal operator Blue Water BREB is responsible for this, having invested almost five million Euros in the equipment. Pulled by the tugs, “Ems Tug” and “Ems Pull” from the shipping company Ems Offshore Services, the 600-tonne crane was delivered from Rostock to its destination at the 72-metre-long “Emsponton 7”. “This now makes Cuxhaven even more attractive for international project shipping,” states Arne Ehlers, Managing Director of Blue Water BREB, with certainty.



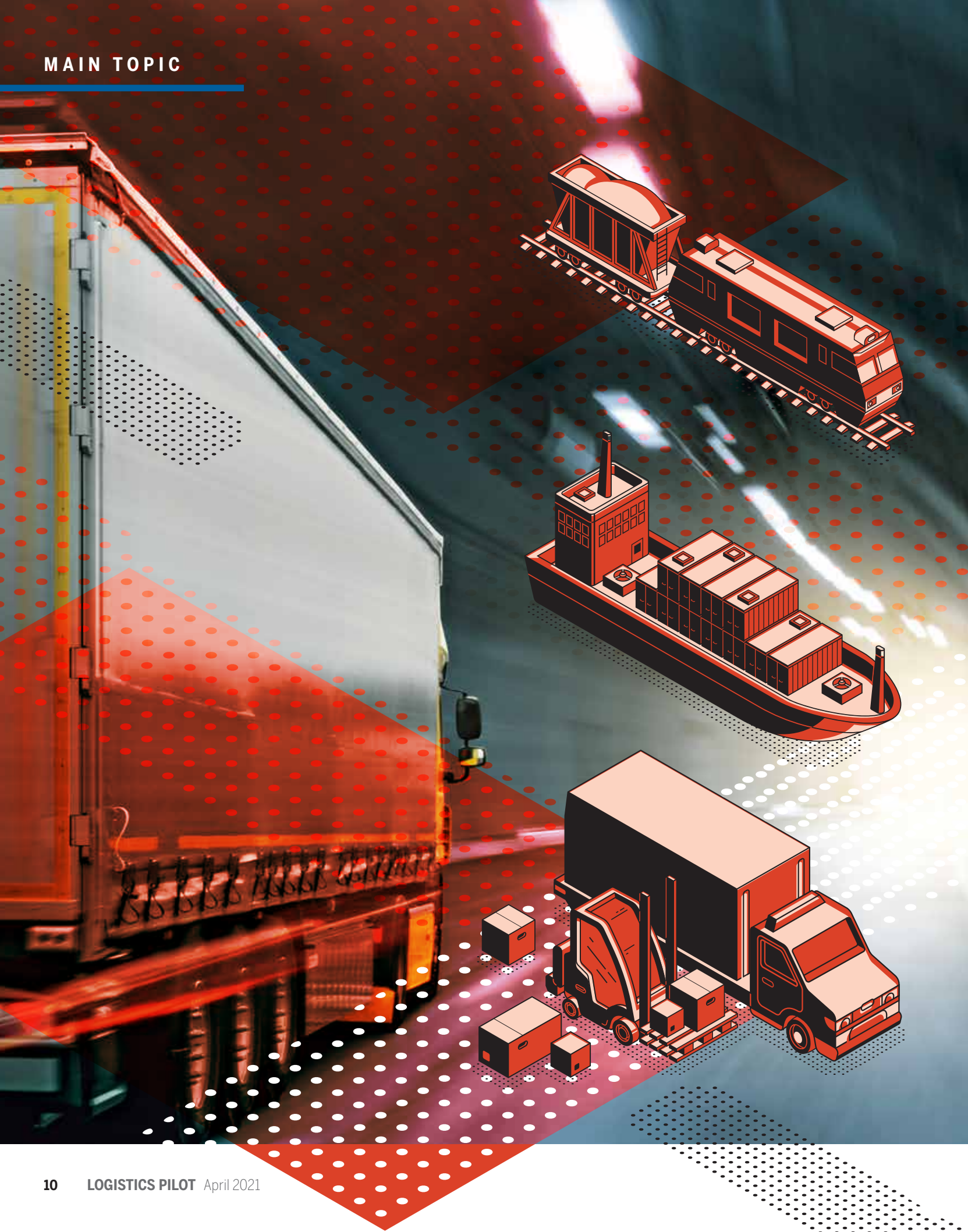
Rhenus takes over BLG forwarding locations

HOLZWICKEDE/BREMEN. In future, the **BLG LOGISTICS GROUP** intends to focus its national and international business on the Contract, Automobile and Container divisions. In accordance with this, Rhenus Air & Ocean will take over the forwarding business from the logistics company in Germany with its nine locations and around 100 employees. With the acquisition, Rhenus is opening up new business fields and making its global network available to the BLG Group. Subject to approval by the antitrust authorities, **Rhenus will acquire the air and sea freight centres on April 1, 2021.**



MCN donates “free” VAT

HAMBURG. Owing to the temporary reduction in VAT from July to December 2020 and the membership fees already paid to the **Maritime Cluster Northern Germany (MCN)** at the beginning of 2020, a surplus has resulted. MCN members have therefore decided to donate the **difference of €1,400 to the German Lutheran Seamen’s Mission Foundation.** “This helps us to reliably support the work performed at the Seamen’s Mission stations even in times of crisis,” states Reinhart Kauffeld from the German Lutheran Seamen’s Mission Foundation.



Partner in the hinterland

Despite all the competition between Austrians and Germans, one thing is clear: one can't do without the other in many areas. In the following, experts shed light on the economic and logistical interrelationships between the two countries – and present successful projects and construction sites.

The relationship between Germany and Austria has never been so relaxed and so close as it is today. The two neighbouring countries not only have numerous similarities in terms of language and culture, but above all deeply intertwined political and economic relationships. This is reflected, among other things, in the bilateral trading volume, which amounted to over 100 billion Euros in 2019. “In 2019, Austria exported goods worth around 45 billion Euros to Germany. That is almost 30 percent of all exports, which makes Germany by far the most important customer country for Austria – far ahead of the USA and Italy,” states Thomas Gindele, Managing Director of the German Chamber of Commerce in Austria, classifying these figures. In the opposite direction, Germany exported goods worth 66 billion Euros to Austria in 2019. This makes our neighbour in the south the seventh most important destination country for goods from Germany.

Successes are interlinked

A similar picture emerges when a look is taken at cross-border investments. With 54.3 billion Euros, the Federal Republic of Germany is Austria's most important investor within Europe. Conversely, however, 31.4 billion Euros of Austrian investments flow into Germany. “These are just two examples of many that show how closely the success of one country is linked to the success of the other,” states Gindele. In doing so, he is looking at the market segments for mechanical engineering products and automotive components in particular here: “Austria is a successful automotive supplier for a large number of well-known participants in

the market, especially when it comes to safety and braking systems and airbags and luxury steering wheels. What is more, the largest engine plant from BMW in the world is located in Steyr.” For Ralf Beste, the German Ambassador in Vienna, one thing is certain: “Half of German cars would probably not be able to take roll off the production line without Austrian components.”

The two Austria experts also attribute growing importance to Austrian wood and metal processing and the plastics processing industry. “Numerous small and medium-sized companies have developed here over the past few years that do excellent work in their niches and deliver high-quality products,” states Gindele. With a view to the country's ■■■

“Germany is by far the most important customer country for Austria.”

Thomas Gindele, General Manager of the German Chamber of Commerce in Austria





“Half of German cars probably could not roll off the production line without Austrian components.”

Ralf Beste, German Ambassador in Vienna

■ ■ ■ important economic factors, Beste also points to Austria’s geographical importance in terms of transport: “Due to its central location in Central Europe, the Alpine Republic has an important function as a transit country. This applies to north-south as well as north-south-east and east-west relations.”

The road as a main traffic artery

The most important traffic artery for Austrians is the road. According to Statistics Austria, the transport volume in Austria is around four times as high as by rail. In 2019 alone, more than 402 million tonnes of freight were transported over the country’s roads and passes, especially over the Brenner Pass. The importance of the concrete carriage-ways has been growing continuously since 2013 (at that time 325 million tonnes), which is reflected in the numbers that are increasing every year. The situation is somewhat different for the rail as a transport mode. Here the numbers have levelled off between 100 and 108 million tonnes per annum over the past ten years – in 2019, it was just under 102.5 million tonnes. In comparison, the share of inland shipping with a transport volume of 8.5 million tonnes in 2019 appears relatively low. But Beste clarifies this by stating, “That’s a lot of port for a landlocked country.” In view of this distribution across the modes of transport in

general and the growing transit problem in particular, he advises thinking about how Austria can shift more traffic from road to rail. “Regardless of the resulting solution options, however, Austria already has a well-developed transport network and offers a high level of energy and logistics security,” adds Gindele.

Shift to rail

Alfred Wolfram, bremenports representative in Austria and chairman of the Association of Freight Forwarding and Logistics in the Austrian Federal Economic Chamber (WKÖ), is an advocate of relieving road congestion through intelligent rail solutions. However, he emphasises that these solutions cannot be created overnight and refers to the ÖBB Infrastruktur project “Zielnetz 2025+”. In it, the subsidiary of ÖBB-Holding that is not only responsible for operating and maintaining the Austrian rail network, but also for the planning, project planning and construction of the rail infrastructure, has set out its strategy for the long-term further development of the rail infrastructure in Austria. The priorities formulated in it include the expansion of the western line between Vienna and Salzburg, the southern line between Klagenfurt and Vienna as part of a Baltic-Adriatic rail corridor and the expansion of the Brenner line to strengthen cross-border rail traffic on the Scandinavian-Mediterranean corridor. “All of these are important part solutions, but they not represent a panacea for relieving road congestion,” states Wolfram, who sees his country primarily confronted by two traffic problems: “Firstly, nine out of ten trucks travelling on Austrian motorways have a foreign number plate and are mainly in transit which offers no added value to Austria. Alternatives by rail would certainly be helpful.” Secondly, two-thirds of domestic road transport takes place in a radius of less than 160 kilometres. “And these are precisely the routes on which trains are unprofitable and trucks are significantly cheaper,” states Wolfram: Making it important to think about possible solutions beyond rail transport here.

After roads, rail represents is the second most important transport artery for the Alpine republic. This mode of transport has been used to transport more than 100 million tonnes a year for ten years now.



PHOTOS: EMBASSY OF THE FEDERAL REPUBLIC OF GERMANY IN VIENNA, TFG TRANSPORT, ISTOCK-YENWEN, AUSTRIAN CHAMBER OF COMMERCE (WKÖ), LOGSERV (2)

Inland shipping is an important economic factor for Austria. The Danube ports in Linz, Vienna, Enns and Krems are particularly important here.



Strong interest in the Danube ports

At this point, the ports of the Danube in Linz, Vienna, Enns and Krems could also come into play, through which a large part of the cargo is currently transferred by water. The four locations mentioned are important ports of call for bulk goods of all kinds primarily. What is more, large volumes of cars are shipped in Vienna and considerable amounts of wood in Enns. As the factory port of the steel-based technology and industrial goods group voestalpine, Linz is also an important hub for specialised steel transport operations for the automotive, household appliance and aviation industries.

Partners to the Austrian ports on the waterway also include the ports in Bremen and Lower Saxony. Together they handle around ten percent of the flow of goods to and from the Alpine republic. An increase in their market share does not seem realistic at the moment. On the contrary, in recent years, the northern ports have actually lost more volume to the southern ports than they have been able to generate. This is mainly due to the fact that many southern ports have expanded their capacities in the recent past and that the pre- and onward carriage to these destinations is often five to eight days shorter than to the northern ports,” Wolfram explains. In the course of this development, the importance of the Slovenian Adriatic port of Koper in particular has increased more and more in the recent past. However, reliable rail connections between the Austrian locations and Bremerhaven would also be particularly appreciated, especially for

“Nine out of ten trucks driving on Austrian motorways have a number plate from abroad.”

Alfred Wolfram, Chairman of the Freight Forwarding and Logistics Association in the Austrian Chamber of Commerce (WKÖ)



container transport operations. “They are perfectly timed and are often preferred to transportation by truck therefore,” states Wolfram.

Low water and capacity constraints

LogServ, the logistics subsidiary of the Steel Division of the voestalpine Group, operates from one of the most important Austrian ports, namely Linz. From there, the company transports its steel products around the globe and therefore moves around five million tonnes of steel and large steel sheets a year. “As a niche supplier of highly specialised steel products, the steel division supplies its key customers worldwide. The automotive industry is at the forefront here, but global ■■■



Loading heavy plates (l) and coils (r) is part of day-to-day business for LogServ, the logistics subsidiary of the steel division of the voestalpine Group.



“The greatest challenge is to find wagons and trailers with the required specifications.”

Christian Janecek, Managing Director LogServ

■ ■ ■ players in mechanical engineering and the energy sector also rely on our adherence to deadlines,” states Christian Janecek, Managing Director of LogServ. The finished steel products are transported using all modes of transport. The most important of these for LogServ is rail, followed by truck and inland waterways.

The choice of transport mode not only depends on the costs and transportation time, but also the dimensions of the products. For example, steel coils are transported by rail and truck, since proven transport standards are available including coil troughs in the wagons and equivalent trailers on trucks. On the other hand, however, particularly large, heavy and bulky special formats, such as heavy plates and boiler bottoms, can be transported most easily and cost-effectively by barge. “If that is not logistically possible, we can also process these transport operations by rail or truck. The great challenge is then to find wagons and trailers with the required specifications,” states Janecek.

In addition to the three parameters mentioned above, other aspects exist for the LogServ managing director that

Various modes of transport are involved in CT, whereby trucks are often only used on the shortest part of the route.



can affect logistics from inland Austria: “In the case of inland waterways, for example, persistent low water levels mean that less cargo can be taken on board. We last had this as a massive problem in 2018. At the moment, we are struggling with fluctuating water levels from week to week.” He also sees problem areas of a different kind in rail and truck as modes of transport. “In the course of the corona pandemic, railway processes have not yet fully started up again everywhere. This creates gaps that lead to limited wagon availability.” From Janecek’s point of view, the current situation on the road is anything but relaxed. Here, numerous transporter companies had reduced their resources to such an extent due to corona that LogServ was not always able to call up the capacities it required in the market for shipping voestalpine’s steel products to its international customers.

One solution option – combined transport

Another logistics specialist in trading with Austria is the DB Cargo subsidiary TFG Transfracht, which, according to its own statements, disposes of the densest rail network in the seaport hinterland in Europe. As part of its AlbatrosExpress network, it connects the six ports in Bremerhaven, Wilhelmshaven, Hamburg, Koper, Rotterdam and Antwerp with the most important economic centers in Germany, Austria and Switzerland. “The region of Austria contributes around a tenth of the total volume to our entire AlbatrosExpress network. We are particularly interesting for the forwarding companies, shipping companies and shippers there because we can offer almost all transshipment terminals in the ports mentioned from one single source,” states Frank Erschkat, management spokesperson from TFG Transfracht.

From his point of view, Austria is mainly a freight forwarder market “where the concentration on carriers has not yet progressed to the same extent as in other country markets”. He also attests to the Alpine republic having a wide range of logistical options – both by rail and water. “Due to its geographical location, Austria can call at a large number of shipping ports. The possibilities range from the German seaports, to the Greek, Slovenian and Italian and the seaports in the west,” states Schkat. “In general, the German seaports are the main points of contact for the shipping industry in Austria when it comes to overseas transport operations. The decisive factors here are the closely timed frequencies in combined transport, but also the good port infrastructure and rail connections in Germany,” adds Erschkat.

The TFG Transfracht boss also sees combined transport as a growth engine for rail freight transport and a driving force for climate-friendly transport – not only as far as hinterland transport to Austria is concerned. “Experts estimate that the market share of CT in the rail freight transport market will

increase in the direction of 35 percent by 2030. From our point of view, CT is already extremely important strategically. Only those who optimally combine the strengths of the rail and road as modes of transport and integrate CT into their logistics will be best positioned for more sustainability,” states Erschkat, pointing out a possible solution for relieving the burden on road transport and achieving international climate protection goals.

More than just a holiday destination

According to Wolfram, one thing above all particular can be read from the economic interdependencies and assessments taken from practice described above: “Austria is not only an attractive holiday destination, but also a reliable partner for industry and business – even beyond Germany’s borders.” It is not for nothing that numerous Austrians find themselves in management positions at well-known German companies today. Gindele sees the country’s education system as a success factor for Austria’s performance that should not be underestimated: “In the past few years, Austria has responded flexibly and quickly to new demands in the economy, in particular to new technical developments or the trend towards digitalisation. And with a wry look in his eye, Beste has identified another small but subtle difference that could possibly give the Alpine republic an additional advantage in the market in future – and not only in the logistics and transport sector: “Germans love rules, but Austrians have a better eye for finding ways out. Both have a lot to offer.” (bre)

“Many stakeholders in the market see CT as a growth engine for the railways and a driving force for climate-friendly transport.”

Frankeschkat, management spokesman at TFG Transfracht



Popular travel destination: According to Statista, around 6.1 million people from Germany travelled to Austria on holiday in 2020.

The Linz Diploma: Documented independence

The Linz Diploma is one of the most important documents in the history of Bremen. It was signed on June 1, 1646 by Ferdinand III, the then German-Roman Emperor and Archduke of Austria. By signing it, he confirmed the imperial immediacy of the city of Bremen during the Thirty Years' War (1618-1648). This freed Bremen from the pressure of a direct sovereign in its striving for independence and made the city not subject to any other rule than that of the emperor. This afforded the city a great deal of freedom of movement, which benefited the development of trade and shipping in particular. At the time, Bremen's councillors are said to have paid around 100,000 guilders in return for Ferdinand III's signature – not included in this sum were the unofficial incidental costs and bribes, which varied greatly in amount depending on the source.

The Linz Diploma has been kept in the Bremen State Archives since 1998, having been considered lost for almost half a century. During the Second World War, the deed of independence was moved to Bernburg an der Saale to protect it from bombing raids. From there, occupying Soviet soldiers probably took it to Leningrad in 1946, where it was lost track of. Until 1998, when it was found that it had been transported to the Library of Academy of Sciences in Yerevan, Armenia, during the war. After that, things progressed quickly through diplomatic channels. In May 1998 the Armenian Foreign Minister Wartan Oskajan presented the Linz Diploma together with more than 500 other documents from Bremen, Hamburg and Lübeck to the German Foreign Minister Klaus Kinkel. And he had it returned to Bremen quickly. (bre)



Watch out, similarity trap!

They are our direct neighbours and they speak almost the same language as we do. But anyone who thinks that they can transfer German ways of thinking and behaving onto business visits to Austria on a one-to-one basis may be in for a nasty surprise.

Time and again Anna Lassonczyk, graduate in cultural studies and certified intercultural trainer, is amazed at how carelessly German managers and employees put their potential business success in Austria at risk. “Apart from the professional content they have to deal with, they rarely prepare themselves intensively for meeting their business partners in the Alpine republic – and hence risk falling into the similarity trap,” reports the native of Poland, who has been running her own company in Germany for over ten years now. The latter term describes the fact that having similar cultural backgrounds and a fairly similar

language do not mean that communication strategies and work habits are identical in both countries. In this context, she also likes to point out at the beginning of her training courses and keynote speeches that a dialect is often spoken in Austria that is more or less easy to understand, and yet that there are also some “false friends” in the local vocabulary. Her prime example of this is the famous Palatschiken that is actually not a ham but a pancake.

She therefore advises starting your trip to Austria under the premise that a lot is similar in both countries, but almost nothing is the same. This can be seen, for example,

immediately after business cards are exchanged. While a German would now be happy to be addressed by their name, an Austrian would also expect to be addressed by title as well, regardless of whether they are a doctor, engineer or hold a master's degree. "In Austria, a lot more emphasis is placed on a title than in Germany, even if they are largely the same. Accordingly, it is advisable to include the full title of your Austrian contact in emails and letters – even if it is long," states Lassonczyk.

People are more relaxed in Austria

In addition to their high regard for titles, the cultural manager has also observed a certain relaxedness among Austrians, which Germans seem to lack now and again. This not only includes the much faster change in distance from the polite "you" form to the familiar "you" form than is the case in Germany, but also the choice of location for business meetings. When it comes to our neighbours, this does not necessarily have to be in a conference room or the office. The cosy atmosphere to be found in coffee houses and restaurants is also much appreciated. "This is where the more Italian attitude to life comes through with the Austrians. A business meeting does not end up lacking in seriousness as a result, but is conducted with just as much focus as in the office," explains Lassonczyk. In the course of her work, she has identified another trait among Austrians that she likes. "I got the impression that the professional hierarchies there are much flatter than in Germany and that this means that decision-making paths are often shorter. In addition, the Austrians are more open to possible interim solutions than is the case with many Germans."

Leave your "big brother" attitude at home

Against this background, Lassonczyk advises Germans above all to treat Austrians with the necessary degree of respect: "Looking down from high from brother to little brother is anything but helpful and Austrians don't like that at all." It will be more likely that your hosts will feel compelled to emphasise their independence and self-esteem. In the sense of we are no longer the 17th German federal state. However, if you clearly show that you value the country and the

"It's not what you say,
but how you say it"

Anna Lassonczyk, cultural studies graduate
and certified intercultural trainer



features that make it special, you can quickly collect plus points. That is why Lassonczyk recommends taking a look at the Internet before going on a business trip to find out the cultural highlights in the region, which local singers or artists are particularly successful at the moment and the culinary specialties the area has to offer. "If you can fill conversations about these topics with some life, then it will only take a few minutes for you to melt an Austrian's heart," states the expert.

Pack a thick skin

She also recommends that German business travellers pack – figuratively speaking – a thicker skin in their luggage, in addition to the brand of appreciation described above, in order to be able to digest one or the other Austrian dig at the "Hun" more easily. That's because the people in the Alpine republic have a great sense of humour and love to joke – particularly about the Germans. "Take it easy and show that you have a sense of humour as well. And while you are at it, please don't be like a bull at a gate. People like it in Austria when you express things indirectly and as politely as possible. It's not what you say, but how you say it".

Despite the differences mentioned here, however, it can be stated that the overlaps between the two countries are considerably greater than the differences. This is reflected particularly in terms of punctuality, which is just appreciated to the same extent in Austria as it is in Germany. "An appointment is an appointment and should be kept to accordingly – preferably without the academic quarter of an hour often quoted in the vernacular," states Lassonczyk with a twinkle in her eye. (bre)



The parallels between Germany and Austria are greater than the differences. Not just philatelists have noticed that.

More information:
www.intercultural-success.de

A strong trio

Three terminals with three concepts in three federal states: Enns, Vienna and Graz are important gateways for the ports of Bremen and Wilhelmshaven.

The close cooperation with trading partners all over the world is just as essential for the ports of Bremen and Wilhelmshaven as it is for Austrian foreign trade. The bremenports event series Logistics Talk has already taken place several times in Enns, Vienna and Graz for this reason. The importance of the maritime hinterland was recently analysed in detail by the Institute of Shipping Economics and Logistics within the framework of the forecast of sea and hinterland traffic for the ports of Bremen. According to the study published in 2020, the Alpine republic is the second largest foreign market for the ports of Bremen with 166,000 TEU in 2018 and a market share of 23 percent. Compared to the base year 2013, this represents an increase in the hinterland volume of 99 percent. Only three percent of containers from Austria are delivered by truck, with 97 percent being delivered by rail.



The Container Terminal Enns (CTE) is not far from the town of Linz. However, anyone who thinks that the transshipment that takes place there is rather placid, because the town of some 12,000 inhabitants is so tranquil is very much mistaken. The town benefits equally from its location in the federal state of Upper Austria as the largest industrial centre in the state and its proximity to Lower Austria with its important economic centres. An annual volume of 400,000 TEU is targeted for the container terminal this year. "That is quite remarkable, because we hardly ever offer continental transport," emphasises Managing Director Otto Hawlicek. "We are the largest maritime location in Austria."

Performance by the northern ports

Several factors are decisive for the choice of port: "The more trade lanes, the higher the call frequency of ships calling and the faster the turnaround times for the trains in the seaport, the more attractive the port becomes for cargo flows from the hinterland," Hawlicek explains. He also likes to see the North Sea ports as geographically and economically closely linked maritime centres of excellence. "Bremerhaven as a specialist for America, Wilhelmshaven as a modern and efficient deep-water port and Hamburg as a gateway to Asia – these

are the trade lanes that are most in demand. The North Sea ports can really score in this respect."

The connection to them is correspondingly good. "There are daily connections to the ports in Bremerhaven, Wilhelmshaven and Hamburg, among others, which are handled overnight," Hawlicek explains. "From Enns, the train systems then continue to Vienna, Linz and Graz." There are also direct trains from these centres to the seaports, but a good part of them travel through Enns. Maritime traffic would simply have to pass the CTE here in order to get to Eastern, Central and Southern Austria. "If you will, we are the gateway for maritime traffic to and from Austria," states the managing director.

Positive business development despite pandemic

The effects of the corona crisis in Enns have so far been limited: "We were able to make up for the slump of about 20 per cent in the spring from the summer months onwards," states Hawlicek. "With a drop in volume of only two per cent compared to 2019, 2020 went extremely well for us – we got through the pandemic quite smoothly." And this has continued so far: "We find ourselves are in a very good position compared to January and February 2020."

F A C T S

Enns Container Terminal

Terminal area: 275,000 square meters

Annual capacity: 600,000 TEU

Crane systems: 4

Craneable tracks: 11

Block train runs per week: over 50

Shareholders: M. Kaindl Holzindustrie (51%) and Deutsche Bahn (49%)

More information:
www.ct-enns.at

Many large and international logistics companies have their Austrian headquarters in the state capital of Vienna and the immediate vicinity. Another large Austrian transshipment terminal exists with WienCont, which also handles around 400,000 TEU a year and handles up to 120 block trains a week. "A third of our cargo is maritime and goes to Bremerhaven, Wilhelmshaven and Hamburg," reports Managing Director Harald Jony, "and our maritime business has grown in particular." Continental business to Hungary and Turkey, which is offered daily by three large operators, has also developed positively. This is also interesting, of course, for the hinterland connection from the northern German seaports: "Maritime and continental complement each other well," emphasises Jony.

Moreover, according to its managing director, WienCont is not only the largest empty container bureau in the country, but also the largest container trader. "We even make old steel containers fit again for project runs and one-way shipping," states Jony.

Driving growth and digitalisation

Digitalisation represents one of the current challenges. "Many processes are already paperless," reports Jony, "and we want to drive that forward even further." For example,

the number plates on around 800 trucks are scanned every day when they enter the terminal so that they can be precisely located in the terminal at any time. The forklift drivers carry tablets equipped with software especially programmed for the WienCont terminal and therefore always know exactly where each container is. Despite all the activities, Jony should not lose sight of another topic, however. The managing director expects extreme growth: "In the first week of March, we had eight more trains to Germany and the Netherlands." The art now is to drive growth and digitalisation in parallel.

Container repairs doubled

So far, the pandemic has not had a negative impact: "We didn't notice anything in 2020, in fact, we had more business than ever," states Jony. "If there was less cargo in the overall scheme of things, we would notice it immediately." In contrast, container repairs increased by 50 percent at times. "Owing to the high demand for equipment, some customers also had to compromise on the condition of the containers, which was good for us, of course, because it meant that more heavily used boxes were also in demand," reports the managing director. Their approximately 700 proprietary containers also helped to meet the demand.

F A C T S

Vienna Container Terminal

Terminal area: 200,000 square meters

Annual capacity: über 400,000 TEU

gantry cranes: 3

Craneable tracks: 4

Block trains per week: 120

Shareholders: Port of Vienna (95.84%) and CN Logistics and Service Group (4.16%)

More information:
www.wiencont.com

FACTS

**Cargo Center
Graz**

Terminal area: 110,000
square meters

Annual capacity:
250,000 TEU

Gantry cranes: 2

Craneable tracks: 4

Block train connections
per week: 15

Shareholders: Andradit
Vermögensverwaltung,
BWN Beteiligungen,
Glanz Beteiligung,
Ritter Properties,
RLB – Beteiligungs-
und Treuhand-
gesellschaft, RWL
Transport, Wenzel
Logistics, Steier-
märkische Bank and
Sparkassen Aktien-
gesellschaft

More information:
www.cargo-center-graz.at

PHOTOS: FREEPIK, CARGO-CENTER-GRAZ-BETRIEBSGESellschaft

**GRAZ**

■ ■ ■ Styria not only has more forest and forest products than the whole of Switzerland put together, but also one of the most important freight transport centres south of the Alps in the form of Cargo Center Graz (CCG).

Export goods here include wood, paper and machines in particular, which are exported via Bremerhaven. The automotive segment is also of particular importance for Graz as a centre. After all, Graz is not only the largest plant in the world belonging to the automobile manufacturer Magna Steyr, but also the only one where vehicles are produced. “Graz, for example, is where the Mercedes-Benz G-Class, BMW 5-series and the Jaguar I-Pace are produced, which are then shipped in containerised form via Bremerhaven, the main export port,” reports Managing Director Christian Steindl.

For the partners of CCG, combined transport operations to northern ports, such as Bremerhaven and Hamburg, are offered regularly over a neutral logistics platform from the bimodal terminal operated in public-private partnership. “Our USP is the block train transport operation from Koper and Trieste to Graz and Enns, especially for US exports from Bremerhaven,” explains Steindl. Wilhelmshaven is also connected via Enns.

Slight growth expected for 2021

The biggest challenge during the pandemic so far has been the lack of availability of empty containers. “Compared to 2019, we handled 215,000 TEU last year, around ten percent less,” states the managing director. He expects slight growth again for 2021, however. “That depends heavily on the progress made with vaccinations and also on regional developments, of course.”

Second terminal to double throughput

The handling capacity in Graz to-date is expected to double in the next three years from 250,000 TEU to 500,000 TEU. “We are planning a second terminal over a 100,000 square-metre area, which will be put into operation in several stages by 2024,” reports Steindl. In order to optimise the processes further, a new IT solution is to be put into action at CCG by the end of the year: “Everything from the article to the ramp planning will then be digitalised so that the customer can be informed about the article at any time.” (cb)

Promoting Alternatives



By establishing the Lower Saxony LNG Agency, the federal state is supporting the development of infrastructure and technology for liquefied natural gas, especially in the coastal region. Critical questions about this alternative energy source are just as welcome as a pragmatic approach.

In shipping, liquefied natural gas plays an important role in achieving climate targets, since its use as a fuel reduces CO₂, nitrogen oxide, particulate matter and sulphur oxide emissions. In addition, LNG (liquefied natural gas) has a high energy density owing to its liquefied state and can be transported and stored economically.

Following the public discourse which was dominated for a few years by the question of whether demand should be created first on the part of the shipowners or whether the supply infrastructure should be built by the ports, this chicken-and-egg problem is now history. The global fleet is currently made up of some 190 LNG-fired ships, including tankers, container and cruise ships, ferries, as well as Ro-Ro and Ro-pax ships, bulkers and car carriers. Another 238 ships have also been commissioned (see graphic on page 23). And bunkering has long been possible in many ports around the world – whether with their own terminal, like in Rotterdam and Klaipeda, or by bunker barge or truck.

Germany, however, still has no import terminal available. A small race for suitable locations has been taking place for some years now in which Wilhelmshaven, Stade and Brunsbüttel were able to prevail. But the question of where will actually be built is currently still open. In 2017, the Maritime Competence Center (Mariko) commissioned the study “LNG infrastructure on the German North Sea coast taking into account particularly suitable locations” to address the potential. The authors of the study identified Wilhelmshaven as the ideal location for an import terminal of this nature due to its geographical location, nautical framework and gas network connection, including the cavern capacities.

Concentrated know-how for good support

In order to promote the sustainable and economic development of liquefied natural gas on the coast and for the entire federal state, the Lower Saxony LNG Agency ■■■

FACTS

LNG Agency Lower Saxony

Established: 2019

Project duration: 30 months, from 01/11/2019 to 30/04/2022

Location: Mariko office in Leer

Cooperation partners: Wilhelmshavener Hafenwirtschafts-Vereinigung and Oldenburg Chamber of Commerce and Industry

Funding: Federal Ministry for Economic Affairs and Energy (BMWi) and Lower Saxony Ministry for Economic Affairs, Labour, Transport and Digitalisation on the “Joint Task of Improving the Regional Economic Structure” (GRW)

Activities around LNG: Strategy, infrastructure development and distribution, value chains, innovation projects, regulation and financing, network



Katja Baumann

Mariko Managing Director and Project Manager Lower Saxony LNG Agency

■ ■ ■ was called into life in 2019, which Mariko will manage as a project over the period of 30 months. For this purpose, the independent management consultancy Merkel Energy, which specializes in the European energy industry, formed a consortium of contractors to support the agency.

“The establishment of an LNG infrastructure in Lower Saxony is forward-looking for several reasons. LNG imports will significantly increase security of supply and competitiveness in the natural gas market,” emphasised Secretary of State for Trade and Industry Dr. Bernd Althusmann in a video contribution on the occasion of the launch event, which was delayed due to corona virus and took place as an online conference in June 2020. Currently and for the foreseeable future, LNG is the only available energy source that can economically and ecologically replace conventional fuels

when transported by truck or ship. “LNG can bring added value to the region, which is why the Lower Saxony state government is supporting establishing a new import gateway in the German natural gas network,” states Althusmann.

It is now the task of the LNG agency to put this into practice. “We are elaborating the recommendations for action for a Lower Saxony LNG strategy,” explains project manager Inga Lauts. “This involves, for example, how this strategy should be integrated into the state’s climate policy objectives.” This includes support in the development of LNG technology and infrastructure as well as the development of pioneering scenarios for transport modes, logistical processes and energy supply and the requisite interfaces. “Here we have a particular eye on the development of the LNG terminal in Lower Saxony,” states Lauts.

Half-yearly market scan for a better overview of prices

Another component of the project is the development of the LNG market scan, which is used to report on price developments every six months at www.lng-agentur.de. “Building a network and holding stakeholder dialogues is also an important concern,” reports Lauts. “This not only includes the networking of proponents of the energy source,

F A C T S

LNG and the environment

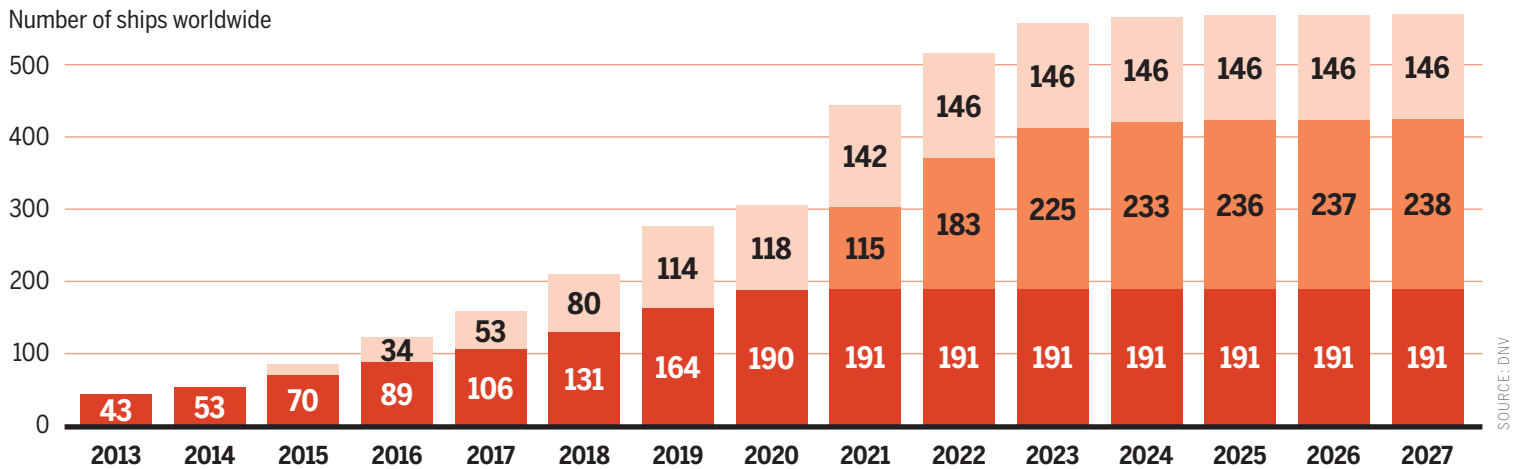
Liquefied natural gas is the cleanest fossil fuel available today. It cause no SO_x emissions; particle emissions are very low; NO_x emissions are lower than those of MGO and HFO. Other emissions, such as HC, CO or formaldehyde from gas engines are low and, if necessary, can be reduced by aftertreating the exhaust gas. However, the methane release (slip) must be taken into account when assessing the CO₂ reduction potential of LNG.



Photo (from l to r): Martin Heine (Consultant Oldenburg Chamber of Commerce and Industry), Dr. Jörg Niegisch (Wilhelmshavener Hafenwirtschafts-Vereinigung), Felix Jahn (Managing Director Oldenburg Chamber of Commerce and Industry), John H. Niemann (President of the Wilhelmshavener Hafenwirtschafts-Vereinigung), Katja Baumann (Mariko Managing Director), Inga Lauts (Mariko Project Manager), Hans-Joachim Uhlendorf (Wilhelmshavener Hafenwirtschafts-Vereinigung), Ulrich Schilling (Wilhelmshavener Hafenwirtschafts-Vereinigung)

Boom in LNG-propelled ships

■ In operation ■ Commissioned ■ LNG-ready



but also critical support.” For example, at the LNG Dialogue in November 2020, representatives from environmental associations, politics, science and business discussed the energy supply of the future.

It showed that the participants were arguing partially on the basis of very different databases, for example on climate damage. “That way you get different results, of course,” states Katja Baumann, Mariko managing director and project manager at the Lower Saxony LNG Agency. In summary, it was a very constructive and informative dialogue. “It turned out that the participants – regardless of whether they position themselves for or against the use of LNG – have a common goal: a sustainable and climate-neutral energy supply for Germany.” Because the Green Party could not take part in the virtual meeting in November due to scheduling reasons, a separate information exchange took place with them at the end of January. According to Lauts, this was also constructive.

At such meetings, views can also be exchanged on the repeatedly discussed topic of methane slip, i.e. the escape of methane into the atmosphere that damages the climate. A need for research still exists here, which will be discussed further within the scope context of expert discussions organised by the LNG Agency.

Regular events on liquefied natural gas

Another field of activity covered by the LNG Agency is the staging of various event formats. At the online conference

Inga Lauts

Project Manager Mariko and LNG Agency Lower Saxony



“Bio-LNG in Focus” in July last year, the focus was placed on prospects for the production and use of green liquefied natural gas in Lower Saxony. Also worth mentioning is the “LNG Bunker Conference” in September 2020, during which supply concepts for the transport sector were examined and shipping companies were able to report on their experiences with bunkering.

In addition, the agency initiates and support innovation projects. “These involves, for example, novel LNG tank systems and the use of methane catalysts,” explains Lauts. In addition, a study is currently being completed on the topic of synergy effects in the import of energy carriers with an LNG terminal in Lower Saxony.”

Not of our activities would be possible without the support at steering level,” emphasises Lauts. This includes support from the Wilhelmshavener Hafenwirtschafts-Vereinigung and the Oldenburg Chamber of Commerce and Industry. (cb)

More information:
www.lng-agentur.de

Under the orange flag

With the acquisition of Ipsen Logistics, the international freight forwarding and logistics company Gebrüder Weiss has repositioned itself in Germany. The locations in Bremen and Bremerhaven will continue to be of particular importance to the maritime freight business.



The corporate colour of Gebrüder Weiss has been orange since the 1930s.

Just like moving home privately, the change to living under a new company roof brings some change with it. The same applies to the acquisition of further parts of the operational business belonging to Ipsen Logistics from Bremen. “In this case, however, “new” should be understood in a figurative sense. After all, Gebrüder Weiss from Austria, which was first mentioned in a document 500 years ago, is the oldest forwarding company in the world.

Since October last year, eight German locations with 280 employees in Bremen, Bremerhaven, Hamburg, Hanover, Dusseldorf, Frankfurt am Main, Stuttgart and Munich have been operating under the name Gebrüder Weiss. The expansion of the Vorarlberg-based group with its main business segments of land transport, air and sea freight as well as a number of highly specialised industry solutions by adding corresponding subsidiaries is not really surprising: “The acquisition of Ipsen Logistics follows a longer-term strategy for our Air & Sea business division,” explains Johannes Trautmann, Air & Sea Country Manager Germany.

Germany is an important market in Europe, particularly for Asia (mainly China), and North America (mainly USA). In comparison to this key factor, before the merger, the organisation, with its five German locations with 100 employees in Hamburg, Dusseldorf, Frankfurt, Stuttgart and Munich had not been large enough to generate enough volume.

Employees and shipments tripled

When the team from Gebrüder Weiss was introduced to Ipsen Logistics, it became clear relatively quickly that the globally active SME with its logistics and distribution solutions for sea, air and rail freight could be a good fit. “After the due diligence, discussions began during the first lockdown in the spring of 2020,” the country manager reports. Then everything happened quickly: The purchase took place at the end of July and the antitrust authorities gave the go-ahead for the takeover in October. “Since then we have tripled the number of employees and shipments,” states Trautmann happily.

After the ink had dried on the sales contract, the second part the transaction was at least as important: the integration. There were many hurdles to overcome and even more mistakes to be avoided. “On the day of the official announcement, the management also informed the workforce,” the country manager reports. “We went straight to the branch offices and started integrating the employees.” The buyer had an enormous advantage: the two former managing directors Peer Oldenburger and Dirk Eller both remained on board, which also had a corresponding signal effect for the workforce.

Similar understanding of customer care

In order to support the integration optimally, both in technical and human resources terms, an internal integration team was formed that is primarily responsible for communication, marketing and sales. “Especially in times of pandemics, it is important to communicate very openly and proactively that we need rally each and every employee and that the reason for the purchase is a growth strategy,” Trautmann emphasises. It also quickly became apparent that a very similar understanding exists as to how customers are dealt with in both corporate cultures. “It is very important for the employees at Gebrüder Weiss to take their time and study their customers well and intensively. That also matches the standard concept of service that Ipsen employees have as well.”

Replacing the entire IT infrastructure not only represented a challenge, but also introducing a new transport

“The staff units are still in Bremen, our second largest location, even though we are very decentralised in Germany,”

Johannes Trautmann, Air & Sea Country Manager Germany at Gebrüder Weiss



management system (TMS) within just one and a half months. “We received great support on this from the head office in Austria, but it still wasn’t easy doing all the training by video,” states Trautmann.

Bremen has a central function

The office on the banks of the River Weser still has a special meaning: “The staff units are still in Bremen, our second largest location, even though we are very decentralised in Germany,” emphasises Trautmann. Accordingly, the country manager also finds himself in Bremen once a week, provided that the pandemic allows for it. “We have acquired a great deal of know-how, especially in the heavy haulage segment, which we did not have in Germany before.” A team of experts manned by four staff and a national High and Heavy department have now been established so that all the locations can benefit from this.

“Our goal is to increase volume in individual freight segments, and we want to take advantage of economies of scale in purchasing and product selection. Ipsen was a member of several purchasing groups – we basically purchased that membership too,” states Trautmann. The course of growth in Germany is therefore to be continued organically. However, there is still the matter of conveying the Gebrüder Weiss corporate culture. “However, that is difficult to do with Microsoft Teams and email software,” regrets the Country Manager. “At Gebrüder Weiss, we are known for our personal networking and close contacts, but we can only present that in partial terms at the moment.” The “Orange Hour”, a regular video conference involving all Air & Sea employees in Germany, represents an attempt to compensate for this. What we would have actually liked to have done is organise a summer party and a “cabbage walk” in Bremen in the wintertime.” Fortunately, the cultural differences between the two countries are not so great. However, there was one important change: Under the new old roof the familiar “you” form is now used. (cb)

FACTS

Gebrüder Weiss

Established: The company’s roots go back to 1474

Headquarters: Lauterach (Vorarlberg) in Austria

Main fields of business: Land transport, air and sea freight and logistics

Company-proprietary locations: A total of 170, including 82 for air and sea freight, of which eight are in Germany: Bremen, Bremerhaven, Hamburg, Hanover, Dusseldorf, Frankfurt am Main, Stuttgart and Munich

Employee: A total of 7,400 In Germany 280 (air and sea freight)

Annual sales (2019): 1.7 billion Euros

More information: www.gw-world.com

2021

May



Save the Date

Owing to the corona pandemic, it is currently difficult to make reliable statements about when and to what extent events will take place again. The dates listed here for the maritime industry and logistics have changed several times in the recent past – and there will certainly be last-minute postponements even after our editorial deadline in March. The information is therefore given here without guarantee. And we would ask you to check the information again closer to the dates. Thank you for your understanding!

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



Joint trade fair appearance under the umbrella brand of 'German Ports'

4-6/05/2021	<ul style="list-style-type: none"> ■ transport logistic www.transportlogistic.de Digital
06/05/2021	<ul style="list-style-type: none"> ■ Logistics Talk Virtuell www.bremenports.de/en/events/ Digital
18-20/5/2021	<ul style="list-style-type: none"> ■ FRUIT LOGISTICA www.fruitlogistica.de Digital + Berlin, Germany
27-28/05/2021	<ul style="list-style-type: none"> ■ ESPO Conference www.espo-conference.com Oslo, Norway
03/06/2021	<ul style="list-style-type: none"> ■ Logistics Talk Virtuell www.bremenports.de/en/events/ Digital
10/06/2021	<ul style="list-style-type: none"> ■ Logistics Talk www.bremenports.de/en/events/ Neuss, Deutschland
21-25/06/2021	<ul style="list-style-type: none"> ■ IAPH World Ports Conference www.worldportsconference.com Antwerp, Belgium
23/06/2021	<ul style="list-style-type: none"> ■ Logistics Talk www.bremenports.de/en/events/ Haiger, Germany
25/06/2021	<ul style="list-style-type: none"> ■ International Day of the Seafarers www.imo.org Bremen/Bremerhaven, Germany
01/07/2021	<ul style="list-style-type: none"> ■ Logistics Talk Virtuell www.bremenports.de/en/events/ Digital
15/07/2021	<ul style="list-style-type: none"> ■ Logistics Talk www.bremenports.de/en/events/ Munich, Germany
21/08-02/09/2021	<ul style="list-style-type: none"> ■ Intermodal South America www.intermodal.com.br/en/home.html São Paulo, Brasil
03/09/2021	<ul style="list-style-type: none"> ■ 30. Niedersächsischer Hafentag www.seaports.de/en/events/ Emden, Deutschland
8-10/09/2021	<ul style="list-style-type: none"> ■ World of freight Expo (WOF) www.wofexpo.com Bratislava, Slovakia
23/09/2021	<ul style="list-style-type: none"> ■ Logistics Talk www.bremenports.de/en/events/ Stuttgart, Germany
28-30/09/2021	<ul style="list-style-type: none"> ■ Breakbulk Americas www.breakbulk.com Houston, USA

June

July

August

September



Archive image: Logistics talk with corona-compliant social distancing in the past year.

Logistics Talk starts virtually under the title “Bremen Thursday”

Since it still cannot be foreseen when the popular “Logistics Talk” series will take place again as usual as a physical event in the key hinterland regions of Bremen’s ports, bremenports has decided to take a two-pronged approach. Although the plan is to still hold a physical event locally if possible, the event has also been recently held in virtual form on the first Thursday of each month – under the title “Bremen Thursday – The Decade of Ports”. The kick-off took place on March 4, with a round of discussions on “Hydrogen in the port as part

of the Green Deal”, before the topic “Out of the crisis with impetus: cruise trips in Bremerhaven” was placed on the agenda for April 1. The programme is also fixed for the coming months: On Thursday, 6 May, the discussion will address “Milestones in Infrastructure” and on Thursday, June 3, “Future Weser – For Work and the Environment” will be on the programme. The Logistics Talk on July 1 will be entitled: “German Ports – Marketing Cooperation between the German Seaports.”

Solid result despite the corona pandemic Digital annual press conference staged by Lower Saxony’s seaports

With around 48.7 million tonnes of goods, handling at the nine seaports in Lower Saxony fell by nine percent in 2020 compared to the previous year. In 2019, the seaports achieved their best result since 2008 by handling 53.5 million tonnes. This was announced by Dr. Bernd Althusmann, Lower Saxony Minister for Economic Affairs, Labour, Transport and Digitalisation, André Heim, Managing Director of Seaports of Niedersachsen and Holger Banik, Managing Director of Niedersachsen Ports and

JadeWeserPort Realisierungs GmbH, at a digital annual press conference held in February. “Compared to the very strong result from the previous year, the port balance sheet from the seaports in Lower Saxony is very solid. Taking into account the Corona pandemic, exemplified by temporary interruptions to supply chains, it is once again evident that our seaports in Lower Saxony are well positioned as a universal port group,” states Heim. With Althusmann adding: “We can be cautiously optimistic about the

future in the meantime, however: Incoming orders in industry are slowly picking up and demand for German products is also becoming more robust again
“Overall, Lower Saxony’s seaports could see growth of 2 per cent in the liquid bulk sector (24.77 million tonnes in 2020/24.25 million tonnes in 2019). The handling of fuels and heating oils contributed to the positive result. The handling volume for general cargo amounted to around 6.19 million tonnes (-14 percent/7.02 million tonnes in 2019). In this cargo segment, more forest products were handled than in 2019, while the number of new vehicles at 1.5 million fell below the high level of 2019. Last year, 423,243 standard containers (TEU) crossed the quayside at the Wilhelmshaven container terminal. The pandemic has led to all shipowners making adjustments in their networks and withdrawing shipping capacity from the market due to the decline in volumes. A volume of 12.23 million tonnes was achieved for solid bulk cargoes (-22 percent/15.72 million tonnes in 2019). As a result of the phase-out of coal, fewer quantities were moved in this segment.



Perfect digital interaction (from l to r): Dr. Bernd Althusmann, André Heim and Holger Banik.

PHOTOS: BREMENPORTS, ANDREAS BURMANN

COMPACT

**BREMEN.**

Uwe Meisner,
Managing Director
of THB Transport-
und Handelsbe-

ratungsgesellschaft, retired at the end of 2020 after more than 30 years in the company's management. Robert A. Drewes has taken over his duties that focussed on bulk chartering. Drewes has more than 15 years of experience in shipping and chartering, which he gained in particular at the Shanghai, London and Hamburg offices. "A highly regarded personality has retired in Uwe Meisner, who made it possible for the baton to be handed over smoothly," states Drewes. "Now what is important is to maintain our first-class level of customer service and expand our range of services."

**BRUSSELS.**

Since the begin-
ning of this year,
Annaleena

Mäkilä has been the new chairperson of the European Sea Ports Organisation (ESPO). Following a classic career in law, the Finnish woman took over the chair of the Finnish Port Association in 2012, which she still holds today. This means that she also has the best qualifications for representing the interests of the quite diverse range of European seaports in the European Union.

New management team for Röhlig Germany

BREMEN/HAMBURG. At the beginning of February, **Dirk Schneider** (c), who headed the German entity of Röhlig Logistics since April 2020, reorganised

his management board by adding four experienced logistics experts. **Jens Haas** (s. f. t. r.) is responsible for the air freight division, which offers charter solutions for time-critical and sensitive products, including those in the healthcare and automotive segments. **Stefan Drust**, (l) previously Head of Ocean Freight Export, now heads the Ocean Freight division. **Philipp Schulze** (r) has taken over the commercial section, made up of the Finance, Human Resources, Quality Management and IT departments. He will mainly focus on the topics of networking and digitalisation. The new management team is completed by **Kay Brunkhorst** (s. f. t. l.), who previously worked in key account management and in his new position as head of the sales team is responsible for the further development of the service portfolio and the development of new customer segments.



MCN: Dr. Kämpny succeeds Richter

HAMBURG. Change in state representation on the board of the Maritime Cluster Northern Germany (MCN): Andreas Richter, Free and Hanseatic City of Hamburg, Department of Economics and Innovation, was followed at the beginning of January by **Dr. Niels Kämpny** from the Ministry for Economic Affairs, Labour, Transport and Digitalisation of Lower Saxony. With this change, the federal state of Lower Saxony took over the annually changing representation of the five coastal federal states on the MCN board for 2021 as well as the chairmanship of the state coordination body.

Hinrichsen's appointment strengthens the shipbuilding expertise at HSB

BREMEN. In January, **Broder Hinrichsen** was appointed Professor of Structural Analysis and the Design of Ships and Marine Systems at Bremen University of Applied Sciences (HSB). His appointment strengthens the team in Faculty 5, Nature and Technology, which specialises in shipbuilding and marine technology. "What I particularly like is the interdisciplinary education," states Hinrichsen. What he would like to teach his students are modern calculation methods and the ability to think critically. This ability is sought in practice.



Hellmann: Herwig new CCO Road & Rail

OSNABRÜCK. On March 1, Hellmann Worldwide Logistics succeeded in recruiting **Jörg Herwig** as its new Chief Operating Officer Road & Rail (COO). He is taking over from Matthias Magnor, who decided to leave the company to take on new professional challenges after 18 years. In addition to the position as COO Road & Rail, Jörg Herwig is also taking up the position of Managing Director Hellmann East Europe (HEE). Together with Patrick Nathe, he's made up the two-person management team at HEE since March.

Hamburg South: Hestbaek replaces Verspermann



HAMBURG. At the end of the first quarter, a change at the top of the shipping company Hamburg Süd took place, which has been part of the market leader Maersk for over three years. After more than 20 years with the company, CEO **Dr Arnt Vespermann** (l) handed over the reins to long-time Hamburg Süd manager and CCO **Poul Hestbaek** (r). "We promised our customers that Hamburg Süd's DNA would remain unchanged during the integration process. And we have kept our promise," states Vespermann.



Best takes over Sales at TFG Transfracht

HAMBURG. On January 1, **Philipp Best** took over as Head of Sales at port hinterland specialist TFG Transfracht. Previously, Bernd Pahnke, the management spokesman at the Deutsche Bahn subsidiary, who retired at the end of last year, held this position. Best has been with TFG since 2015 and most recently headed Central Customer Service and Key Account Management. Before that, he was responsible, among other things, for planning maritime combined transport at DB Cargo.

First woman chosen as head of WTO

GENEVA. For the first time, the World Trade Organization (WTO) has selected a woman to lead it. On the March 1, the Council of 164 member countries appointed the former Nigerian finance minister **Ngozi Okonjo-Iweala** to the position of General Director. The United States, under President Trump, was the only country to oppose the appointment of Okonjo-Iweala. The new US government lifted the blockade and expressed its confidence in the Nigerian woman. She prevailed over competitors in a long selection process.



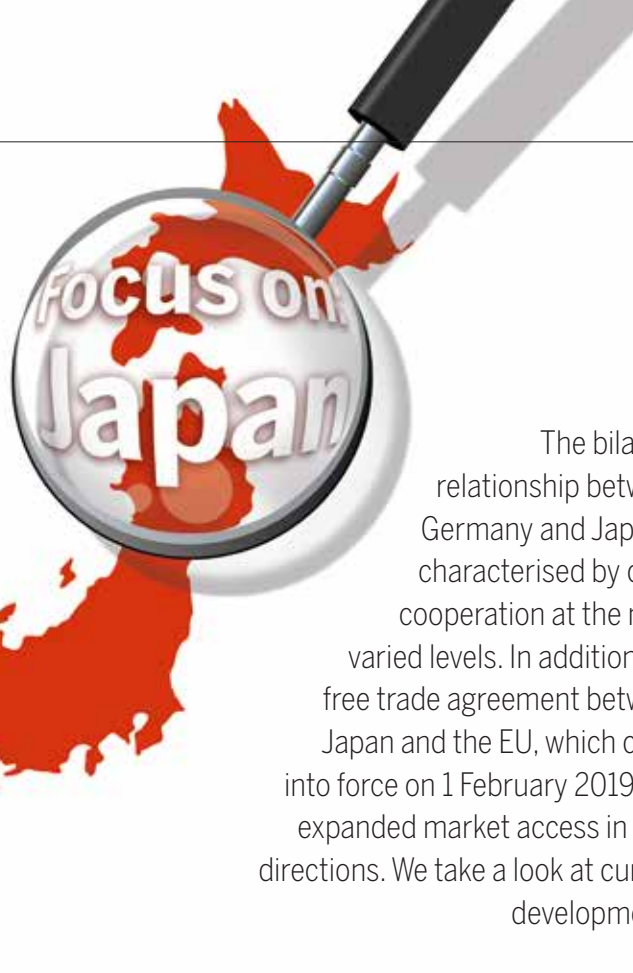
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EDITION
JUNE
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Focus on
Japan



The bilateral relationship between Germany and Japan is characterised by close cooperation at the most varied levels. In addition, the free trade agreement between Japan and the EU, which came into force on 1 February 2019, has expanded market access in both directions. We take a look at current developments.

Point of View

Hidenao Yanagi, Japanese Ambassador to the Federal Republic of Germany on the subject of Japan

Japan and Germany are celebrating the 160th anniversary of their friendship this year. Both countries, which share fundamental values such as freedom, democracy, respect for human rights and the rule of law, cooperate and exchange ideas in a wide range of areas such as politics, business, higher education, culture, science and technology and sport. Japan is committed to maintaining and strengthening free trade by building a network of important trade agreements and has achieved many successes in doing so. For example, the Economic Partnership Agreement (EPA) between Japan and the EU came into force in February 2019. The EPA creates a huge economic space that

accounts for about 30 percent of global GDP and 40 percent of world trade. The agreement creates a framework and new rules for cooperation in a wide variety of areas, such as e-commerce, public procurement, competition policy, intellectual property and SME operations. For Japan, Germany is the largest trading partner in the EU – and for Germany, Japan is the second largest trading partner in Asia. In Japanese-German foreign trade, motor vehicles occupy a top position accounting for 22.3 percent of exports from Germany and 11.3 percent of imports (2019 based on the value of goods), some of which are handled via the ports of Bremen and Lower Saxony.

Germany is also the largest centre for Japanese companies in Europe. In the past ten years, their number in Germany has risen by around 40 percent to around 1,800 companies. Japan plans to host the Olympic and Paralympic Games in Tokyo this summer – as a sign that humanity has defeated the coronavirus. I wish that the world will overcome this virus as soon as possible.



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PHOTOS: FREEPIK - JAPANESE EMBASSY IN GERMANY

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