



# TIEFGANG#13

## NEW CARRIER LINE

The Sealand SLB North Sea route offers a weekly connection between Wilhelmshaven and eastern Mediterranean ports. **Page 3**

## FORESTRY EXPORTS

Kühne + Nagel uses the Container Terminal Wilhelmshaven to export containers full of logs to foreign markets, primarily in Asia. **Page 6**

## IMPORTS FROM ASIA

When it comes to imports, non-food discounter Thomas Philipps likes the free slots and speedy clearance at Container Terminal Wilhelmshaven. **Page 7**

# THE ADVANTAGES OF **FREE SPACE**

*For many organisations, the coronavirus pandemic has led to a far-reaching rethink vis-à-vis stock management. As a result, many companies are now looking for sites with good sea, rail, and road connections – and so it comes as no surprise that demand for space in the Freight Village Wilhelmshaven has risen substantially.*



PHOTO: BJÖRN LÜBBE

The coronavirus pandemic has shown that international supply chains are susceptible to severe disruption in crisis situations. In 2020, as terminals filled up, many ports in the North and West range started to impose limitations on what could be landed.

At the Container Terminal Wilhelmshaven, however, it was almost business as usual for all manner of international supply chains. One of the reasons for the minimal disruption was that Germany’s only deep-water port is often the only

one on the continent to offer a longer landing window, combining this trump card with shorter transit times before goods can be forwarded on to recipients.

Another ace Wilhelmshaven as up its sleeve is free space: “In contrast to many other European ports, we have a range of options for expanding and so can offer companies perspectives for development in years to come,” says Andreas Bullwinkel, Managing Director of JadeWeserPort-Marketing.

Taking a virtual walk around the port, Andreas Bullwinkel talks to Jörg Wenzel and Jesper Strube from construction and property company Goldbeck about current building work at the Container Terminal Wilhelmshaven, about demand for space, and about how smoothly the local authority administration works.

READ THE CONVERSATION  
ON PAGES 4 AND 5



*“We are convinced that, with the Container Terminal Wilhelmshaven as an anchor, the surrounding region will continue to experience an economic upswing. In this crisis, the deep-water port has shown just how strong a suit it has and is becoming increasingly attractive for all manner of companies.”*

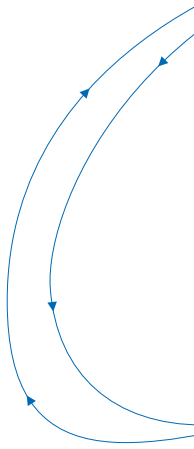
Jörg Wenzel, Head of the Bremen Office of construction and property company Goldbeck

PHOTO: GOLDBECK

# THREE QUESTIONS FOR...



*Wolfgang Wanja, logistics industry expert and official partner of the State of Lower Saxony in Turkey, about carrier Sealand’s new SLB North Sea route, which is now offering a weekly connection between the Container Terminal Wilhelmshaven and Mersin, one of Turkey’s largest seaports.*



**What makes Wilhelmshaven such an attractive port for Turkish exporters?**

In industries such as textiles, furniture, and steel, large-scale manufacturers based in Turkey send all manner of loads northwards by sea from Mersin; also, providers of raw materials for the textiles industry and agricultural producers export to northern Europe from the port. Increasingly, this activity is being consolidated into end-to-end supply chains in which the options at the port of destination in the export market play an important role. So beyond accessibility from the high seas, the ability of a port to move freight inland with as little delay as possible and avoiding road and rail bottlenecks is now key, as are the logistics options within the port itself. In view of this, it was the carrier itself, Sealand, which opted for the Container Terminal Wilhelmshaven – and we were very pleased about that.

**How do you go about ‘selling’ the Container Terminal Wilhelmshaven to Turkish exporters?**

I’ve been in business in Turkey since 1983, and in that time I have built up an excellent network in the country’s freight-forwarding industry. Currently, we are running a PR campaign in the country’s relevant trade publications and daily newspapers in order to generate brand awareness for the Container Terminal Wilhelmshaven, and have flanked this with a webinar.

From the point of view of hauliers and logistics providers in Turkey, the new route – serviced weekly by ships with a capacity of up to 6,500 TEU – offers a superb alternative to direct overland haulage, which remains a heavily trafficked route. Although sea freight is a slightly slower option, it is far more reliable and also offers a price advantage. My vision for the coming years is to take the China Logistics concept for their Container Terminal Wilhelmshaven facility and establish something similar for Turkish exporters.

**That sounds exciting. What would be the benefits?**

Take industrial semi-finished or finished products: over the years, most of the manufacturing processes had migrated from Turkey to China, but we are now seeing a reversal of this trend as many companies begin near-shoring to their European markets. This will result in a strong increase in the volume of exports from Turkey – an increase in freight movements which a logistics centre at the Container Terminal Wilhelmshaven could be used to bundle, store, and then deliver to their destinations within 24 or 48 hours in a modal mix tailored to each recipient.

What is more, all of this would happen using shortcuts which other ports simply cannot offer. I could also see this model being expanded to cover the food sector, where Wilhelmshaven’s integrated quayside freight village concept would really come into its own. For now, though, our primary focus is on establishing the new Mersin-Wilhelmshaven route.







## NEW ROUTE TO **TURKEY**

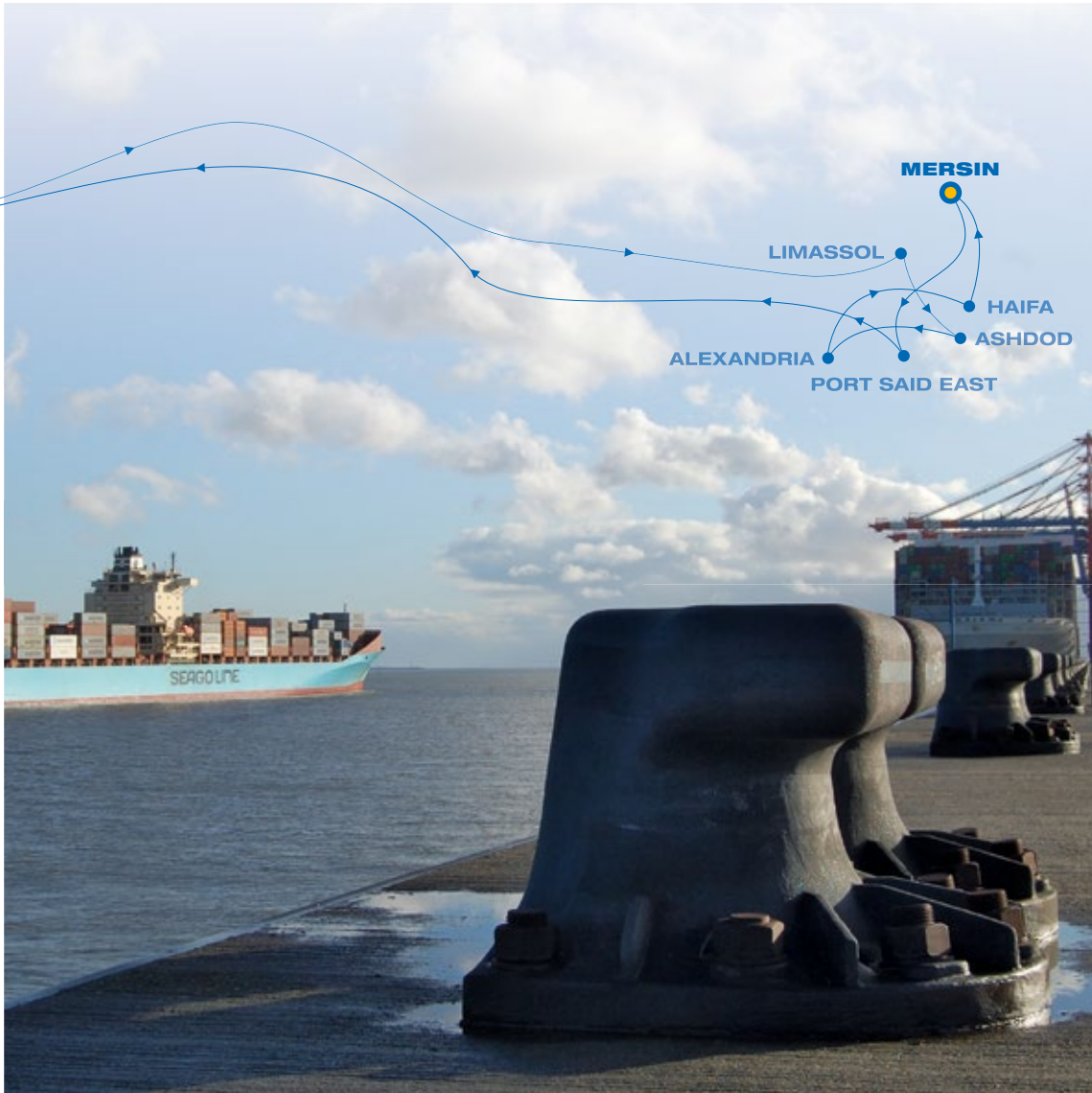


PHOTO: SUSANNE THOMAS

*New year, new route: January 2021 saw the Eurogate Container Terminal Wilhelmshaven receive the first arrival on the SLB North Sea route.*

In the eastern Mediterranean, the new service calls at Limassol, Ashdod, Alexandria, Haifa, Port Said East and Mersin, from where both another Turkish port, Iskenderun, and Beirut have transshipment connections. Sailings start from the major North range ports. Germany is one of the primary markets for Turkish exports, and shipping providers in Turkey are particularly attracted by the logistics services CTW can offer for integrated supply chains inland using the Freight Village Wilhelmshaven.

### CONTAINER SHIPS WITH UP TO 6,500 TEU CAPACITY

Run by operator PSA, Mersin is one of Turkey's largest ports and has very well developed rail connections to the country's key economic centres. Depending on the direction of shipment and rotation, transit times on the weekly sailings between Wilhelmshaven and Mersin are around three weeks using container ships with up to 6,500 TEU capacity.

## POST-PANDEMIC CHALLENGE FACING EUROPE'S SEAPORTS\*

For 160 years Trafalgar Square in London was known for two things. A 50 meter pillar topped by Admiral Nelson's statue and a vast flock of pigeons, fed by tourists. During the 2009 Credit Crisis the pigeons featured in a joke - Question "What is the difference between a banker and a pigeon in Trafalgar Square?" Answer "the pigeon can still put down a deposit on a BMW!" But the bankers had the last laugh. They are still drawing bonuses, but in 2010 the pigeons and their unhealthy "deposits" got the chop. No more pigeons!

Today's ships face a similar threat. For example, the 5,500 container ships that move two billion tonnes of cargo a year have more installed power than the German electricity industry and they burn residual oil. Their unhealthy emissions put them in the same position as the pigeons because decarbonization now tops the public's post-pandemic agenda.

But what action is possible? The pandemic has taught us that fighting global threats calls for cooperation and leadership. Shipping faces problems both areas because it is fragmented, with 100,000 ships and 26,000 companies scattered around the Open Registries and financial centres of the world.

Ports and terminals are the link between these ships and the European trade network, putting them in line for a new "hot job". Who better to coordinate and quietly take the lead in developing the commercial policies and protocols needed to monitor ship emissions; coordinate logistics data and integrate cargo documentation. This crucial job is commercial, not regulatory and if shipping is to cut emissions and integrate transport, someone must do it. Or we could just leave it to the Trafalgar Square pigeons, who are still looking for a job!



PHOTO: PRIVATE

### MARTIN STOPFORD

President of Clarkson Research

FOR MORE INFORMATION ABOUT UPCOMING SAILINGS, REFER TO THE INTERACTIVE SEALAND ONLINE SCHEDULE ON  
[WWW.SEALANDMAERSK.COM](http://WWW.SEALANDMAERSK.COM).

*To keep up to date on progress at the Freight Village Wilhelmshaven, Andreas Bullwinkel, Managing Director of JadeWeserPort-Marketing, met with Jörg Wenzel and Jesper Strube from the construction and real estate company Goldbeck.*



Andreas Bullwinkel, Managing Director of JadeWeserPort-Marketing:  
“We are checking whether interested parties also want to handle goods through our port.”



Jörg Wenzel, Head of Goldbeck's Bremen office:  
“We believe in the region of Wilhelmshaven!”



Jesper Strube, Sales Engineer at Goldbeck:  
“We see buildings as products – products which we offer to our clients as integrated solutions.”

# SUCCESS WITH A **SYSTEM**



**ANDREAS BULLWINKEL** Hello to both of you! I’m looking forward to our virtual tour of the Freight Village Wilhelmshaven. How is construction on the multi-user facility Atlantic One going?

**JÖRG WENZEL** Despite Corona, we’re still on schedule– and really hope we can have a proper opening ceremony in summer!

**JESPER STRUBE** We really are very relieved that, thus far, the pandemic hasn’t led to any major set-backs during construction. While Corona has made things more difficult than in normal times – we had to implement a workplace hygiene concept, for instance, and manage flows – we had ordered all the materials we needed in good time, so there haven’t been any problems fitting out the interior.

**JÖRG WENZEL** At this point, I would particularly like to mention the fantastic teamwork we have enjoyed with our clients, Peper & Söhne. Together with the Freight Village Wilhelmshaven, we really have worked well together.

What is more, we don’t seem to be the only company which has understood what an attractive location this is. From what I’ve heard, the Freight Village has actually had to turn down requests for space at the facility...

**ANDREAS BULLWINKEL** Yes, that is indeed the case, and that shows just how strong demand is. So we examine enquiries very carefully in order to understand whether the logistics providers, hauliers, traders or industrial companies who are expressing interest also actually intend to ship goods through the port and, in so doing, make the Container Terminal Wilhelmshaven even more attractive than it already is.

**JESPER STRUBE** And if they don’t intend to actually ship through the port?

**ANDREAS BULLWINKEL** If we can’t see how the business model of the company would contribute to goods turnover in the port – regardless of whether by rail, by lorry, or by ship – then we try to help the organisation concerned to find something suitable

elsewhere in the region. We want to keep companies in and around Wilhelmshaven, of course, so we might put them in touch with a contact person at the local authority, with the Niedersachsen Ports operator, or with the JadeWeserPark regional industrial estate. In our view, there will almost certainly be something suitable with one of these partners.  
If I could ask a question at this point: as a construction company, you are active in various regions and can make comparisons, so how do you rate our value proposition?

**JÖRG WENZEL** Even if there has been a slight dip in terms of goods turnover – like at all other North range ports – we remain solidly convinced that the region around Wilhelmshaven will continue to enjoy strong economic development. As such, we want to make sure we are ready for this and, in order to increase our connections to the north-west of Germany and offer close supervision for new projects here, we will soon be opening a new branch office in Oldenburg – managed by my colleague here! I think that shows just how strongly we believe in the region!



**ANDREAS BULLWINKEL** Congratulations! So that means there will soon be plenty more Bremer Goldbeck construction projects around here?

**JESPER STRUBE** Most certainly! After all, we have other areas besides logistics projects like the Atlantic One in the Freight Village Wilhelmshaven with project developers Peper & Söhne or our project with Panattoni. We have already put up multi-storey car parks and other types of building in Wilhelmshaven – like the parking module next to the Pacific One service centre at the Container Terminal Wilhelmshaven.

**ANDREAS BULLWINKEL** So you are practically on first-name terms with the people in the planning department...

**JÖRG WENZEL** ...and have nothing but praise for them! In our experience, the local authority takes a constructive approach, treating us as partners and equals.

**ANDREAS BULLWINKEL** I'll tell them you said that! What I've noticed on the buildings you have already completed here at the Freight Village Wilhelmshaven, you take a particular approach to your projects.

**JESPER STRUBE** We see buildings as products – products which we offer to our clients as integrated solutions. That means that we provide a range of services, from design and construction through to building services once sites are operational. We also place a great emphasis on sustainability – not just in terms of operations, where LED lighting and green roofing have been our standard solutions for some time now...

**JÖRG WENZEL** ...but during the build phase, too, where we use system building components which we produce at our 10 proprietary works. Industrial-scale pre-fabrication saves resources and emissions while making us less dependent on external factors; it also helps to guarantee consistent quality. What is more, we think in cyclical terms, “cradle to cradle”. That means looking at how we can build using reusable and recyclable components, thinking about how a building will be “un-built” again at the end of its life.

**ANDREAS BULLWINKEL** What other types of project does Goldbeck work on?

**JESPER STRUBE** I've already mentioned multi-storey car parks; we also plan, erect, and operate various other types of building such as production facilities, offices, schools, and residential buildings. In terms of our involvement in the logistics sector, we don't just work with project developers, but also with hauliers and manufacturers – both large corporates and smaller, owner-run firms. So that means that we are just as open to working on a 4,000m² hall with a small built-in office as we are to taking on a large-scale logistics project with a surface area ten times as big.

**ANDREAS BULLWINKEL** In that case, I shall close by saying that I look forward to working with you on lots of projects in the region in the coming years!

Construction of the multi-user facility “Atlantic One” is on schedule despite the Corona pandemic.



The “Atlantic One” will open in the summer of 2021.

PHOTOS: JADEWESERPORT, GOLDBECK (2), AXEL BIEWER | VISUALIZATION: FORMFEST GMBH





# BARKING UP THE RIGHT **TREE**



PHOTO: PIXABAY



*Kühne + Nagel is one of the largest logistics providers in Germany's forestry sector – and the Container Terminal Wilhelmshaven is a key part of its operations shipping containers of logs to Asian markets.*

“Containers filled with logs aren’t exactly the most straightforward to deal with,” says Carsten Bodmann at global logistics provider Kühne + Nagel in Bremen. From the northern German port city on the Weser river, he runs wood export operations, and so knows all about the difficulties logs in containers pose. “The weight adds a lot of draught and so, depending on the harbour, that can reduce under-keel clearance too problematic levels.”

This is one problem Bodmann doesn’t have on the approaches to Germany’s only deep-water port – and so it’s a clear reason for him to send his containers full of logs through the Container Terminal Wilhelmshaven on their way out to Asia. There other arguments in favour of Wilhelmshaven, too: “There are no problems delivering containers and plenty of space to park them prior to loading. Then – and this is perhaps the most important point – there is the large amounts of fumigation capacity at Container Terminal Wilhelmshaven.” In order to keep the freshly felled, unprocessed logs free of pests and rot in transit, international regulations stipulate that each container be given a preventive gas treatment before shipping.

Having shipped around 100,000 TEU of wood from Germany in 2020, Kühne + Nagel counts as one of the key players in the country’s forestry export logistics segment.



*“I’ve been doing this for 38 years now.”*

Carsten Bodmann,  
Head of Logistics Services, Kühne + Nagel  
PHOTO: PRIVATE

Logs from Germany are primarily bought by manufacturers in Asia who use woods such as beech to produce furniture and flooring or fir as a basis for construction. After 38 years in forestry logistics, Bodmann can explain all this and more. Proud of his industry knowledge, Bodmann is somewhat disappointed that the coronavirus pandemic has often kept him from visiting processing sites over the last year and watching the specialist vehicles bringing freshly-felled tree trunks in for trimming (down to roughly eleven metres if necessary) and loading; the logs are then manoeuvred into containers through the end doors before they leave, by truck or by rail, for the ports.

With around 15 other colleagues in his specialist forestry logistics department, Bodmann works for timber merchants to run their entire supply chain, starting at the edge of each managed forest: booking container slots on board scheduled departures is one of the tasks he takes over for his clients. Since Bodmann began, volumes have increased and wood is now exported all year round, which has made the market more attractive for new competitors – not that Bodmann and his team are concerned: “We have grown with our customers, and what they like about working with us is that they benefit from the decades-long knowledge we have acquired in this very specific market segment.”



*For non-food discounter Thomas Philipps, the Container Terminal Wilhelmshaven plays a key role in its supply chain, landing imports from Asia for its central warehouse in nearby Melle.*



# PLOTTING A COURSE TO **EXPANSION**

If you're in Melle, near Osnabrück in north-western Germany, you can't fail to notice the 40-metre, white-blue aluminium exterior and red "Thomas Philipps" sign on the eponymous company's warehouse – the largest of the three nodes in the non-food discounter's logistics network. This fully-automated high-rack warehousing facility stocks around 14,000 articles of all kinds destined for storage in the 250-plus Thomas Philipps retail locations the length and breadth of Germany. Over 700 people are employed here, both on the warehouse floor and in the back-office – all working with the central aim of keeping stores stocked with everything from fast-moving consumer goods through to the attractive seasonal items and weekly promotions Thomas Phillips uses to keep customers coming back.

Founded in the mid-1980s by Thomas Philipps himself, the company started with five members of staff at two stores; still family-owned, it now employs over 3,600 people and has an annual turnover well north of 600 million Euros.

"A lot of our product range is shipped straight from Asia, where we run an purchasing operation," says Alexander Philipps, who heads international trade at the discounter. "Especially when we're talking about seasonal items, it is crucial to get imported stock onto the shelves as quickly as possible," he continues as he explains the mix of shipping companies and hauliers Thomas Philipps works with to move goods. "We also run our own customs and freighting department at head offices in Bissendorf," he adds, "which works with our suppliers to streamline processes and coordinate freight movements." In an average year, the company imports around 8,000 TEU from Asia to Germany.

All of Thomas Philipps imports are landed in German ports, with the Container Terminal Wilhelmshaven playing an important part in the company's supply chains. "When it comes to selecting the port, we look at which carriers serve it, how their schedules match our needs, and how they stack up in terms of costs and flexibility," continues Alexander Philipps. "What speaks for Wilhelmshaven is the availability of slots, the short distance to our Melle warehouse, and the very speedy processing for trucks at the terminal and in customs. In most cases, transit time is short and the containers are on the road to Melle shortly after landing." To supply its two other warehouses in Halbe and Niemege (both in Brandenburg in eastern Germany), Thomas Philipps also makes use of Wilhelmshaven's railfreight connections.

As with many other importers, an area of concern for Thomas Philipps is the current situation vis-à-vis inbound freight from Asia. "Since last summer", says Alexander Philipps, there has been an explosion in rates for ocean freight, coupled with increasingly frequent gaps in available boxes. In response, we have already expanded the portfolio of carriers we work with, integrating Chinese and American lines into our network to make sure we don't have any gaps in supply."

Despite the Corona pandemic, at Thomas Philipps, 2020 was "overall, a good year in terms of figures". As such, the company has an optimistic outlook and is planning to expand its Melle facility quite considerably with a second, 20-metre high warehouse for order processing joined to the first hall by a spectacular bridge.

Over 14,000 articles are stored in Melle.



Products from Asia arrive in Melle by truck via the Container Terminal Wilhelmshaven.



The largest of Thomas Philipps' three logistics centers is located in Melle near Osnabrück.



PHOTOS: THOMAS PHILLIPS (1), JETTE GOLZ

# ON THE MOVE

## FOR A GOOD CAUSE



*With our “Container Terminal Wilhelmshaven on the move” campaign, we’re doing good things – both for ourselves and for others. Why not join us?*

If there’s one thing we know at the Container Terminal Wilhelmshaven, it’s how to move. Annually, we move hundreds of thousands of containers, for instance, unloading them from ships which sail the world’s oceans and putting them onto the streets and rails of north-western Germany for their onward journey. Now, with “Container Terminal Wilhelmshaven on the move” campaign, we want to get ourselves moving – and do it for a good cause.

That’s why, from 28th May to 31st August 2021, we won’t just be counting containers, but every kilometre our staff move under their own power: running, cycling, rowing, riding, hiking, swimming... If it can be measured in kilometres, we’ll count it.

Then, for each kilometre moved, we and every participating company will donate a set sum to charity. The beneficiaries will be Schlüsselblume e. V., an information and advice bureau for children and young adults who become victims of sexual violence, and the Wittmund-Wilhelmshaven contact office.

### INTERESTED? JOIN US!

“With this initiative, we are looking to achieve two important things,” says Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing. “As the coronavirus pandemic has seen gyms and fitness clubs shut their doors, we all need to keep active and help ourselves stay healthy. At the same time, we see how much support charities need during the pandemic.”

“Partners who want to join the initiative would be very welcome,” says Bullwinkel, adding that “the more companies who take part, the higher the donations at the end. It would be especially good to get firms at the Freight Village Wilhelmshaven involved, but we would be very happy to see all comers!” Anyone looking for more information on the initiative is kindly invited to contact Thorben Geiger ([t.geiger@jadeweserport.de](mailto:t.geiger@jadeweserport.de)) and Susanne Thomas ([s.thomas@jadeweserport.de](mailto:s.thomas@jadeweserport.de)).



PHOTO: PIXABAY

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