

EDITION  
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 GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



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# “The UAE is Germany’s most important Arab trade partner.”

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Hafsa Al Ulama, Ambassador of the United Arab Emirates



Dear readers,

The United Arab Emirates – a country that had long been largely economically dependent on oil and that celebrated its 50th anniversary last year – has been endeavouring to champion its own economic diversification for several years.

The non-oil sector now accounts for more than 70 per cent of economic activity. What’s more, an innovation-friendly environment and strong demand for

imports make the UAE an attractive partner for foreign investments. In the transport and logistics segments, the seaports not only act as regional and international hubs, but also represent major drivers of the company’s economic growth. The UAE currently boasts twelve commercial trading ports, excluding oil ports, with 310 berths and freight tonnage of 80 million tonnes per annum.

As a member of the Council of the International Maritime Organization (IMO), the UAE is committed to strengthening the industry. At the same time, however, the UAE also takes international challenges such as global warming extremely seriously and, with the UAE Net Zero initiative, has set itself the goal of reaching net zero emissions by 2050 in accordance with the Paris Agreement. Goals like these, which are of global significance, can only be achieved through cooperation with reliable partners. With this in mind, the UAE and Germany entered into a strategic partnership almost 20 years ago, with its significance reflected in the colossal trade volumes between the two countries. The UAE is Germany’s most important Arab trade partner, while Germany – which makes up some 22 per cent of all Arab–German trade – is the UAE’s largest European trading partner.

Just like in the UAE, the protection of the environment and resources has become a core part of the operating philosophy at the seaports of Lower Saxony and Bremen. Two of the key topics that the UAE and Germany need to focus on in the medium and long term are reducing emissions and energy consumption throughout the value chain and overcoming the economic impacts of Covid-19 – in order to keep the bilateral maritime trading relationship intact.

Best wishes, Hafsa Al Ulama

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FRONT COVER COLLAGE: SONIA MATTHEES; PHOTOS: NASA EARTH OBSERVATORY; ISTOCKPHOTO: BEN PANKHURST, EXTRAVAGANTI, PIXABAY; ANALOGICUS, DOROTA KUDYBA, INSPIREDIMAGES, KON ZOGRAFOS, MIKIKON, NEXTVOYAGE, PIXELRAW, YANIS LADJOUZI, PEKELS; ETHAN WILKINSON, IVAN SJARBOLIN, FREDY GEORGE ANTONY, SERGO KARAKOZOV, KALUSHIK BORAH, THE LAZY ARTIST GALLERY; PHOTO PAGE 3: EMBASSY OF THE UNITED ARAB EMIRATES

# Seven in one

The United Arab Emirates is a Middle Eastern country made up of seven emirates: Abu Dhabi, Ajman, Dubai, Fujairah, Ras al-Khaimah, Sharjah and Umm al-Qaiwain. It is home to some nine million people, roughly three quarters of whom live in the capital Abu Dhabi and in Dubai.

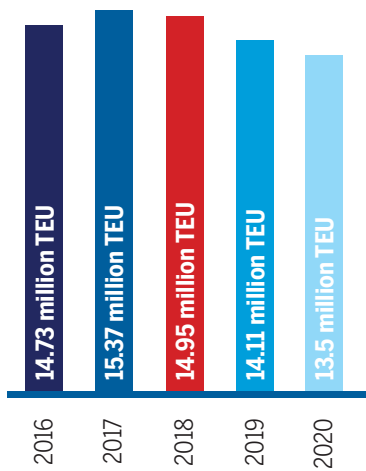
Thanks to its rich oil and gas reserves, the UAE is one of the world's wealthiest nations. The UAE is one of Germany's main trading partners in the Middle East. Not only has a strategic partnership been in place between the two countries since 2004, but – in the words of the German Federal Ministry for Economic Affairs and Climate Action (BMWi) – they have also been united in “an active energy partnership” for more than four years, particularly in respect of the use of hydrogen. However, this is just one of many examples illustrating how the UAE is successfully working hard to expand its expertise to sectors beyond oil and gas.



Abu Dhabi

## Container throughput

at the port of Dubai



SOURCE: STATISTA 2021



## United Arab Emirates

|                                |                        |
|--------------------------------|------------------------|
| <b>Capital:</b>                | Abu Dhabi              |
| <b>Population in 2021:</b>     | 9.4 m*                 |
| <b>Total area:</b>             | 98,648 km <sup>2</sup> |
| <b>GDP per capita in 2021:</b> | US \$43,538*           |

**Main imports in 2020** ↓

|                |       |
|----------------|-------|
| 1. Gold        | 15.1% |
| 2. Electronics | 13.2% |
| 3. Oil         | 8.7%  |

**Main exports in 2020** ↑

|                   |       |
|-------------------|-------|
| 1. Oil            | 31.4% |
| 2. Petrochemicals | 14.2% |
| 3. Electronics    | 9.1%  |

**Main suppliers in 2020**

|            |       |
|------------|-------|
| 1. China   | 15.9% |
| 2. USA     | 6.7%  |
| 3. India   | 6.7%  |
| ...        |       |
| 5. Germany | 3.5%  |

**Main buyers in 2020**

|                 |      |
|-----------------|------|
| 1. Saudi Arabia | 6.5% |
| 2. Iraq         | 3.9% |
| 3. India        | 3.4% |

**German exports to the UAE in 2020**

|                        |       |
|------------------------|-------|
| 1. Other vehicles      | 18.7% |
| 2. Machinery           | 17.2% |
| 3. Cars and auto parts | 15.5% |

**German imports from the UAE in 2020**

|                           |       |
|---------------------------|-------|
| 1. Non-ferrous metals     | 46.1% |
| 2. Electrical engineering | 8.6%  |
| 3. Other vehicles         | 8.4%  |

SOURCE: GTAI 2021  
 \* PROVISIONAL FIGURE, ESTIMATE/FORECAST  
 PHOTOS: FREEPIK/GRAPHIXDINERZ, ISTOCKPHOTO/BEN PANKHURST

## COMPACT

**BREMEN.** In November, the **project group “Clean”** funded by the German Federal Environmental Foundation (DBU) **established the first national guide on underwater cleaning of ship hulls** and thus a binding regulation for the cleaning of ships. The group included bremenports, Hansestadt Bremische Hafenamts (HBH), the river police of Lower Saxony, the Federal Maritime and Hydrographic Agency of Germany, the Alfred Wegener Institute (AWI), the Laeisz shipping company, NORDSEE-TAUCHER GmbH and the LimnoMar institute. All project partners are committed to reducing the amount of pollutants entering the waters of the Bremen ports.

**OLDENBURG/BREMEN.**

In December, both **NPorts and bremenports** announced that they are increasing **docking charges at their ports as from 1 January 2022** – charges will rise by 1.9 per cent in Oldenburg and two per cent in Bremen. The operators of both ports in Lower Saxony as well as the port management company put the main reason for this decision down to the significant increase in personnel costs as well as higher energy and material costs.



## “MCN Cup” awards ideas on sustainability

**HAMBURG.** During the first ever “MCN Cup” held in November, the **Maritime Cluster of North Germany (MCN), honoured the innovation approaches** of its members **that contribute towards a sustainable transformation process in the maritime sector.** The top award in Category A “How can existing vessels run more sustainably” went to “Dynamic Biofilm Protection” from Hasytec Electronics. This ultrasound technology prevents marine growth and biofouling on all liquid-carrying surfaces. There were two winners in Category B “How can ports and maritime logistics

be made more sustainable?”: “SHARC”, a smart port application concept from bremenports for integrating renewable energies, and “DashPORT”, a joint project implemented in the seaport of Brake by NPorts and its partners. DashPORT is an intelligent software solution that visualises energy-intensive consumers and energy consumption, among other things. In Category C “How can other industries in the maritime sector be run more sustainably?” the jury was convinced by the “Industrial recycling of vessels – solving the dark side of shipping” that was submitted by Leviathan GmbH.



## Centenary of Weserbund

**BREMEN.** The **centenary celebrations of the Weserbund** took place in December. A ceremonial act was held in **Bremen town hall followed by a businessmen's meeting in the ‘Grasmarkt’**, where Uwe Beckmeyer, a retired parliamentary state secretary (3rd from right), and Tim Cordssen-Ryglewski, Chairman of the Weserbund and State Councillor for Science and Ports (3rd from left) discussed the future of the Weser. The Weserbund was set up in Bremen and Minden in 1921. Among other things, this association is committed to maintaining and overseeing the country-side either side of the river as well as improving the water quality.



## Röhlig Logistics expands its portfolio

**BREMEN.** In January, **Röhlig Logistics and Penske Logistics** announced the setting up of Röhlig Penske Logistics, a **new joint venture for contract logistics** in Germany and the Netherlands. The new company builds on the successful collaboration of both partners in looking after mutual customers in Europe. Back in December, Röhlig Logistics founded the companies **Logineer and Cargonerds with the IT service provider Q.beyond**, in order to add digital products and services to its transport solutions for airfreight, sea freight and contract logistics.



## Environmental certificate for Lower Saxony ports

**OLDENBURG.** Late last year, **NPorts** was honoured with the **PERS certificate for the environmental initiative “ECOPorts” for the second time since 2019.** “In recent years our ports have invested heavily in further developing our infrastructure to be environmentally-friendly and with a view to future technologies, thus playing an important part in moving towards a climate-neutral Europe. Consequently, I am all the more pleased that the sustainable path pursued by NPorts has received this award,” stated Dr Bernd Althusmann, Lower Saxony’s Minister for Economic Affairs, Employment, Transport and Digitalisation.



## Norderney shines in a new light

**NORDERNEY.** Port areas need to be optimally lit for traffic, whether that be on the docks or on the water. Nevertheless, older lighting systems offer a high potential to save energy. Against this background, **Nports installed 82 new LED lamps in the Port of Norderney in 2021,** and have been bringing more light to operations there since December. According to Nports, savings of 30 per cent can be achieved solely by replacing the old sodium-vapour lamps with the new LED lamps. Overall, this action should help to save half of the previous energy consumption.



## Start of CTW automation plans

**WILHELMSHAVEN.** Over the next few years the **EUROGATE Container Terminal Wilhelms-haven (CTW)** will be switching its **manual container operations to an automated system.** An announcement to this effect was made by the Bremen-based company in December. Around 150 million euros will be invested in these plans over the next three years. First of all, they will press forward with the expansion of the existing infrastructure, including raising the elevation of the current eight container gantry cranes. According to the EUROGATE plan, the first automated berth is due to come into operation in 2024.



## Renewed extension of contract

**EMDEN.** At the end of 2021 **Anker Schiffsahrts-Gesellschaft** and **UPM-Kymmene Oyj** once again extended their contract for the handling of forest products. This agreement means that pulp will continue to be processed primarily for the Finnish bio- and forest industry in Emden’s outer port over the next three years, before being forwarded by barge, rail, lorry or containers to numerous paper mills in Germany, Europe and overseas. In this context, Anker Schiffsahrt acts as a shipbroker for all pulp imports as well as a stevedore on board and as a warehouse keeper.



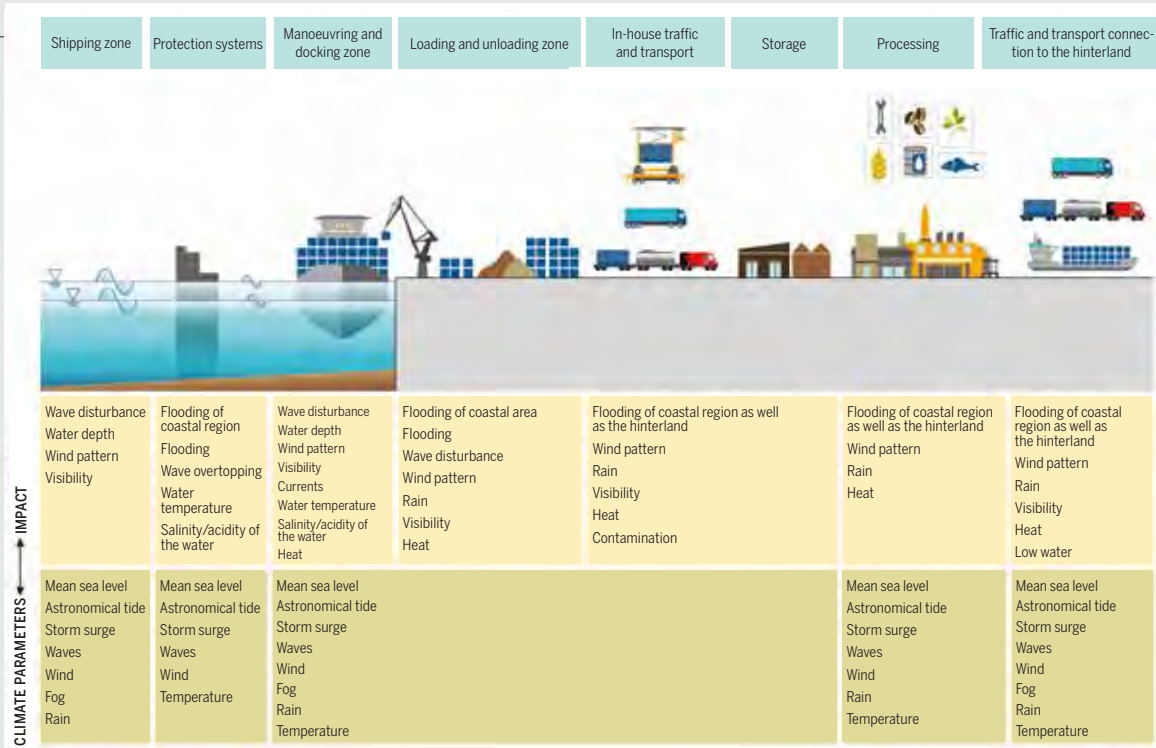
## Joint venture for Bremerhaven’s car terminal

**SEOUL/BREMEN.** In December, **Hyundai Glovis** and **BLG LOGISTICS** signed a strategic partnership for automobile port handling in **Bremerhaven.** As part of the BLG GLOVIS BHV GmbH joint venture the RoRo shipping company has now been using the BLG AutoTerminal Bremerhaven as its European hub for car transshipments between Asia and Europe. According to BLG, the aim of the joint venture is “to pool volumes and thus optimise the logistics chains of car manufacturers, taking into account the duration, costs and environmental factors.”

COMPACT

**BREMEN.** “The enormous scarcity of capacity for container traffic has now led to price hikes the likes of which we have never seen,” ascertained **Oliver Oestreich**, Chairman of the Bremen Freight Forwarders Association shortly before Christmas. Despite all the difficulties encountered in daily operations, many of Bremen’s freight forwarders still expect good results for 2021 and are optimistic about the coming year. With **exports forecast to increase by 7.1 per cent and imports by 6.7 per cent**, Oestreich anticipates high load factors in 2022.

**BREMEN/HAMBURG.** **SMEs are actively campaigning for extensive cooperation between the seaports in Hamburg and Bremen in German industry interests.** “Following talks held between our experts and local SMEs, we know that there is a broad consensus on the need for action in German ports. Even the federal states are calling for closer cooperation between the ports,” stated Markus Jerger, Head of the Association of SMEs (BVMW) in an interview with the German Press Agency last December.



# PortKLIMA identifies global warming impact

**BREMEN.** How vulnerable are German seaports to the consequences of global warming, and what measures need to be taken to counteract these effects? Over the past three years, these questions have been addressed by **"PortKLIMA" project which was primarily conducted by the River and Coastal Engineering Institute at the Bremen University of Applied Sciences** and funded by bremenports. The project’s **final report** whose title translates roughly as “Seaports and climate change – development and pilot implementation of educational modules for integrating adaptation to climate change in the planning, construction and

operation of seaports in Germany,” was submitted in December. The results have been incorporated into numerous educational materials that are readily available on the project’s website. Furthermore, they will be included in adaptation concepts for the port facilities in Bremen and Bremerhaven, which are currently being developed by bremenports as part of the “Climate Adaptation Strategy Bremen/Bremerhaven”. The participants of the project funded by the Federal Ministry of the Environment, Nature Conservation, Nuclear Safety and Consumer Protection (BMU), included the port management companies from Brake, Cuxhaven, Hamburg, Lübeck, Rostock and Wismar.



## GBS ready for more growth

**LEER.** **Global Boat Shipping (GBS), specialists in the worldwide transport of yachts and boats**, have continued on their growth path in 2021 **with a new office in the Mediterranean, new software and additional staff.** The member of the EMS-Fehn-Group, headquartered in Leer, is also full of optimism for the future. “We have recorded a continual rise in demand over the past months. According to the signs, this trend is set to continue in 2022,” stated Michel Wirt, Managing Director, GBS. In 2021, GBS transported more than 600 yachts and boats around the world.

PHOTOS: BREMENPORTS (2X), EMS FEHN SHIPPING, ANDREAS BURMANN, FOSSEN YARD EMDEN, ANDREAS BURMANN, NOVATEK





## Inauguration of the Niedersachsenbrücke

**WILHELMSHAVEN.** Following a 5-year renovation of the bridge, NPorts completed the **works on the Niedersachsenbrücke in Wilhelmshaven on schedule.** During this period, renovations included giving 680 foundation piles a new protective coating – which roughly corresponds to a surface area of eight football pitches. In addition, concrete was renewed in many of the structural components. Following the anticorrosive coating, the bridge, which has been an integral feature of the port since 1972, is now protected against environmental influences which, in turn, will assist in lengthening its service life.

## NPorts hands over crane operations to epas

**EMDEN.** The mobile harbour crane LHM 420 is the core of a **new contract between NPorts and epas.** The port service provider purchased the cargo handling equipment on 3 January 2022 and has also received a **licence** from NPorts **to continue crane operations in Emden.** The warehousing space on Südkai, close to the docks, was also leased to the new licence holder. “For us, this marks the end of an era and the beginning of a new one for epas. It was high time for a change. This step will reinforce Emden as a seaport,” stated Holger Banik, Managing Director, NPorts.



## Praise for the ports of Bremen

**HAIGER.** As part of the **Logistics Talk** series of events, bremenports visited Haiger for the first time last November. This country town lies in Hesse but is also bordered by two other federal states, North Rhine-Westphalia and Rhineland-Palatinate. There, bremenports managing director Robert Howe and Hartwig Weidt, representative of the bremenports for this region, met with customers who reported on their **experiences of the Bremish ports.** “In the current difficult climate, the ports of Bremen are significantly more flexible than the western seaports,” praised the managing director of an international holding company.



## Project logistics expert forum focusses on sustainability

**BREMEN.** “A sustainable outlook for 2022” – this was the motto of the **Project Logistics Expert Forum**, hosted by BHV – Bremische Hafen- und Logistikvertretung – on 17 January. The event took place virtually once again as a result of the pandemic. Along with representatives from the industrial and the logistics sectors, the BHV discussed the current market situation in project logistics and the market, focussing on sustainability. Before the forum actually took place, an online survey was conducted as part of the **“BHV Project Logistics Monitor 2021/2022”**; the results of which are due to be published shortly.



## Plans for an ammonia import terminal in Wilhelmshaven

**WILHELMSHAVEN.** Late last year **Novatek and Uniper signed a benchmark paper for the first German-Russian supply chain for reduced CO<sub>2</sub> ammonia.** The intention is to supply Uniper customers in Germany and in North West Europe in the future. Novatek is constructing a plant in Siberia to manufacture reduced CO<sub>2</sub> ammonia. At the same time, Uniper is involved in the planning of **an ammonia import terminal in Wilhelmshaven** that will convert ammonia into gaseous hydrogen, which can then be fed into a pipeline system.

# Emerging strongly from the crisis

Expo 2020, which is still running in Dubai until 31 March, is currently garnering the United Arab Emirates (UAE) global media coverage. This kind of attention is very welcome for the country, which is a federation of seven autonomous emirates. After all, one of its top priorities for 2022 is a rapid economic recovery from the Covid-19 pandemic.





“German imports from the UAE declined by more than a third in 2020.”

Manfred Tilz, economic expert at Germany Trade & Invest (GTAI)



After all, the country that is home to the hub of Dubai – which boasts the world’s busiest airport by international passenger traffic and one of the busiest seaports in the world – was hit particularly hard by the decline in global trade due to the pandemic. “Freight volumes at Dubai International Airport and Al Maktoum International Airport alone fell by 21 per cent in 2020, with container throughput in the ports of this financial capital also declining by 20 per cent,” explains Manfred Tilz, economic expert at Germany Trade & Invest (GTAI). He also points to a fall in the country’s international trade in 2020, both in terms of imports (down by 14.4 per cent) and exports (down by 13.9 per cent) – a trend that also impacted bilateral trade with Germany, which was worth €7.51 billion in 2020. “German imports from the United Arab Emirates declined by more than a third in 2020, with German exports recording a slump of more than 20 per cent during the same period. However, it is important to point out that German imports were exceptionally strong in 2019 due to one-off effects such as aircraft deliveries,” notes Tilz.

This negative trend now seems to have come to a halt. “Although we do not yet have the final figures for 2021, German imports from the UAE increased by 18.6 per cent in the first half of last year, with German exports to the country rising by 14.3 per cent,” points out Heena Nazir, Director of GTAI in Dubai. As a result, the Federal Statistical Office of Germany (Destatis) currently ranks the UAE in 32nd place – ahead of countries such as South Africa, Singapore, Greece and Saudi Arabia – in its “Ranking of Germany’s trading partners in foreign trade”, which was published in November 2021. ■■■

## Flexibility over eleven storeys

In August last year, the port operator DP World and the German mechanical and systems engineering company SMS group reported that their first jointly developed BoxBay high-rise container storage system had successfully gone into operation at Jebel Ali Port in Dubai. According to the SMS group, this system, which can simultaneously accommodate up to 792 containers across eleven storeys, “delivers three times the capacity of a conventional yard, where containers are stacked directly on top of each other”. The company claims that a terminal’s footprint can therefore be reduced by up to 70 per cent. With the BoxBay system, integrated electric cranes automatically remove and insert the containers, or move them from one rack to another. Each crane is directly accessible, meaning that no other container has to be moved in the operations described above. The entire electricity supply can be generated via solar panels on the roof. Sultan Ahmed Bin Sulayem, Group Chairman and CEO of DP World, said: “Developed in tandem with our joint venture partner SMS group, this technology enables a huge expansion in capacity, boosts efficiency and promotes sustainability in container throughput. BoxBay forms part of our vision to implement innovations in global trade and be a provider of intelligent logistics solutions.” It is still possible to see visualisations and models of BoxBay in the DP World pavilion at Expo 2020 in Dubai until 31 March of this year. During this same period, DP World also offers excursions to the high-rise structure at Jebel Ali Port as part of Expo. Mathias Dobner, Chairman and CEO of BoxBay, already firmly believes in the success of this disruptive technology, which was first unveiled to the maritime sector at TOC – an exhibition of port, shipping and terminal technology held in Rotterdam – in late 2019. “This technology is the answer to rising goods flows and the lack of available port space. It enables us to create more room for containers without using any extra ground space, both in seaports and inland ports,” remarks Dobner.

Today Jebel Ali Port, tomorrow the world? The SMS group hopes that BoxBay will become a hit in the maritime sector.

“Most companies have emerged stronger from the crisis.”

Heena Nazir,  
Director of Germany Trade & Invest (GTAI)  
in Dubai



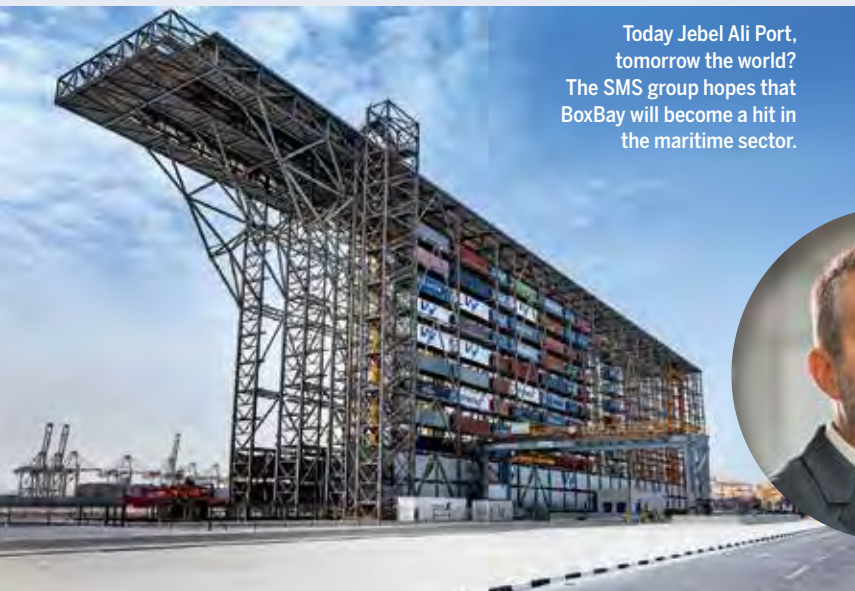
“With the entire logistics sector in the United Arab Emirates having faced huge challenges due to the pandemic, companies have now adapted to the situation, with most of them emerging stronger from the crisis. The government has also contributed to further expanding the significance of the country in global trade by means of extensive investment and subsidy programmes,” says Nazir, outlining the current situation.

## Positive signals from the region

Oliver Oehms, CEO of the German Emirati Joint Council for Industry and Commerce (AHK), also highlights the emerging upswing of the logistics industry in the UAE following the crisis: “Compared with the rest of the world, the UAE has opted for a rapid resumption of economic activities. A key factor for Dubai and Abu Dhabi in this regard were the airfreight capacity, which – according to figures from the International Air Transport Association (IATA) – reached their highest level at the end of the first quarter of 2021 since records began back in 1990.” According to Oehms, numerous players in the region are sending positive signals and restarting activities as a reflection of growing demand. Lufthansa Cargo, for instance, has already converted several Airbus A321 passenger aircraft into freight carriers boasting a cargo capacity of 28 tonnes per flight. Even as the majority of commercial airlines were still grounded, DHL also set up specialist charter flights in the region in order to deliver medical equipment to China. DHL is now preparing to transport more than 10 billion vaccine shots via the hubs of the Gulf region over the next two years.

“In the first quarter of 2021 airfreight capacity was at its highest level since 1990.”

Oliver Oehms, CEO of the German-Emirati  
Joint Council for Industry and Commerce





The CFR Carshippers terminal in Bremerhaven has more than 10,000 square metres of parking space for all types of vehicles.

The UAE economy also enjoys broad support from local partners and stakeholders, some of whom had already made substantial investments prior to the crisis. The UAE's largest port operator, DP World (which also manages Jebel Ali Port in Dubai), last year announced an expansion of its ports and terminals worth US\$ 4.5 billion and also launched the BoxBay pilot project (see adjacent article). At the same time, improvement work at Khalifa Port in Abu Dhabi is also under way. "Here, a new southern dock opened for business in early 2021 – and the terminals were fitted with new and more powerful cranes. In the near future, the completion of additional deep-sea access routes for larger ships and new spaces in direct proximity to the port are also planned for Abu Dhabi," explains Oehms.

First and foremost, however, the UAE intends to send strong signals with the World Logistics Passport (WLP) initiative, launched in 2020. In its own words, the WLP initiative sees itself as the "world's first multimodal loyalty program for freight forwarders and traders." "The programme is part of Dubai's Silk Road strategy. It aims to play a pivotal role in stabilising and expanding supply chains for sea freight and airfreight while closing gaps between the region and production hubs in emerging countries," says Oehms, summarising the project. Some 20 local partners and more than 20 countries – including Brazil, India, Mexico, Serbia, Singapore, South Africa, Thailand and Vietnam – have already joined WLP.

## Two hubs, a raft of projects

This information clearly shows that economic activities in the UAE are chiefly centred around the regions close to Dubai and the capital Abu Dhabi. "There are, however, projects in the other emirates that are designed to spearhead the country's logistics capabilities. But these are on a smaller scale," notes Nazir. For example, she highlights two projects of the Fujairah Port Authority, which is planning to invest some US \$270 million in the expansion of the local port and some US \$200 million in the construction of a brand-new port in Dibba. But even without these projects, the UAE is one of the most influential countries in the world. "In its Emerging Markets Index, Agility, for example, puts the United Arab Emirates in fourth position (of 50)



"An ever-growing number of people are moving to Dubai for work – and taking their complete household belongings and car with them."



Beiko Smalla,  
Sales Manager, CFR Carshippers

in terms of the quality of its infrastructure and transport – with airports and seaports that boast state-of-the-art technology, coupled with efficient road and railway links," states Tilz. According to him, it should come as no surprise that this infrastructure plays a key role in the development of freight transport in the Middle East, a sector that records annual growth of 20 per cent (i.e. twice the European average).

## No sand in the gears

For more than 25 years, CFR Carshippers (CFR) has been specialising in the international shipping of cars, motorbikes, boats, bulk goods and removal items – with a focus on the US and Canadian markets. Almost three years ago, the company – with its European head office in Bremerhaven – also started doing business in Dubai. "Although Dubai represents a smaller market than the US, from where we transport more than 200 vehicles a week to destinations all over the world, it is highly professional," reports Beiko Smalla, Sales Manager at CFR Carshippers. ■■■



CFR Carshippers transports vehicles in three container options, including port to port and door to door.

■■■ His company ships about three to six cars a week from Dubai to Germany on behalf of private customers, as well as roughly two to three cars a month in the opposite direction. Many of these are SUVs and high-end vehicles. “We also receive orders from wholesalers, who, for example, entrust us with the shipping of 100 Teslas or a couple of dozen Jeep Gladiators,” says Smalla, summarising the various requirements of CFR customers. Depending on what the customer needs, orders may be placed on a port-to-port or a door-to-door basis. This applies both to car transport orders – where three container options are available – and to larger construction vehicles, which usually travel in the hold of a ro-ro ferry.

In addition to cars, which account for some 70 per cent of CFR’s business on the Bremerhaven–Dubai route, removal goods, shipped on pallets, are also on the rise. “On account of strong economic growth, more and more people are moving to Dubai to work – and taking their cars and household belongings with them,” reports Smalla. He follows the development of container transport costs with growing interest. “It’s fascinating. Whereas the prices of container consignments to the US and China keep on rising, the prices in Dubai are still reasonable. According to my sources, this is because the shipping companies call in at Dubai anyway, regardless of the actual container volumes; it is quite simply an essential hub within their network,” reveals the expert. Smalla then recounts a little tongue-in-cheek anecdote: “Although everyone knows that the UAE is largely made up of desert, many Europeans are still surprised to find the odd grain of sand in the interior of their imported vehicles. But don’t worry, we have never had any sand in the gears.”

### Metro carriages arriving by sea

For ten years, the Transport Overseas Group (TO Group) has been specialising in the maritime shipping of high- and heavy-segment rolling stock to the UAE. This not only includes tractor units, mobile cranes and mobile concrete pumps, but also carriages for the Dubai Metro. “Amongst other things, we have shipped some 125 of these carriages from Bremerhaven to Jebel Ali as a liner agent, working in partnership with various ro-ro shipping companies,” says Tim O. Oltmann, CEO of the Transport Overseas Group. “Each one is almost 17 metres long and weighs 33 tonnes. The lion’s share of these carriages are currently being used for Expo 2020 – and Dubai has already budgeted for 228 further such wheel sets by 2025 in order to improve connections in the UAE.”

The metro carriages shipped by the TO Group from Bremerhaven are currently permanently in use in Dubai at the “EXPO 2020”.





“The UAE boast a top-class road infrastructure.”

Tim O. Oltmann, CEO of Transport Overseas Group

When shipping to the Arabian peninsula, there are three top-priority ports for the TO Group: Jebel Ali for the Emirate of Dubai, as well as Abu Dhabi and Umm al-Qaiwain. “The majority of our freight is handled at the first two ports. At the same time, however, the new Port of Umm al-Qaiwain is growing in importance, as it is seeking to win our freight business,” reports Oltmann. Situated on the Persian Gulf between the cities of Ajman and Ras al-Khaimah, this port is particularly popular with importers and freight recipients in northern UAE. When it comes to ongoing transport from the ports to the hinterland, Oltmann confirms that the UAE boasts a “top-class road infrastructure”. Politicians are also gradually expanding the metro in response to increasing levels of tourism, whereas rail hardly plays a role in terms of cargo transport.

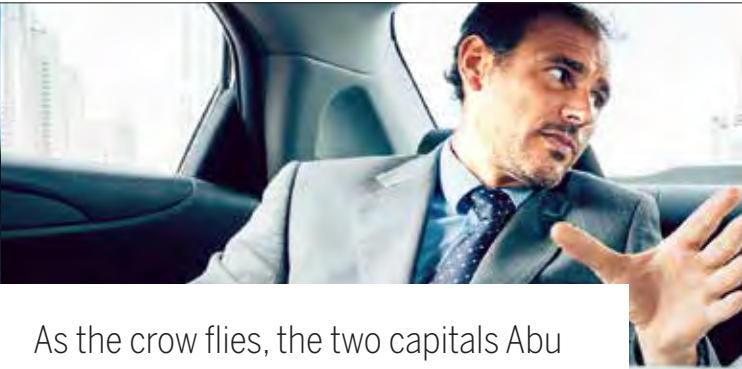
Against this backdrop and in light of further positive signals, the TO Group regards the UAE as a genuinely promising growth market, not just from a general economic standpoint but in terms of expanding its own rolling stock network. “In 2019, we decided to open a dedicated office in Dubai, as a large number of our customers also have branches there. As a result, we are always able to engage in direct dialogue with the decision-makers for the entire region,” points out Oltmann.

### Central hub


This spirit of optimism in the UAE also prompted Röhlig Logistics to open a branch office in Dubai in late 2021. As this Bremen-based company – which provides its customers with services in sea freight, airfreight and project/contract logistics – only recently opened its local branch office, it declined to provide LOGISTICS PILOT with detailed site analysis at this stage. At the same time, Dr Robert Gutsche, Chief Financial Officer at Röhlig Logistics, summed up the locational benefits as follows: “Dubai is a central hub and the fastest-growing economy in the Middle East. As a crossroads between Asia, Africa and Europe, it also offers efficiency, security and a future-oriented ecosystem for accelerated growth.” These words will no doubt chime with the thoughts of many other business and logistics experts. (bre)

PHOTOS: CFR CARSHIPPERS, TO SHIPPING, ISTOCKPHOTO/BRITUS

# More western than its neighbours



As the crow flies, the two capitals Abu Dhabi and Riyadh are less than 800 kilometres apart. But in many senses, the United Arab Emirates (UAE) and Saudi Arabia are two separate worlds. This is also reflected in how people do business.



**A**s Managing Director of Transport Overseas Shipping, Christian Weber has been working in the Arab world for many years. He travels to Dubai several times a year, as his company – which has been operating as a shipbroker and liner agent since 2019 – has a dedicated office there. As a result, Weber knows the Gulf states very well indeed, pointing out that “The United Arab Emirates is often lumped together with Saudi Arabia. But if you look more closely, you will realise that they are two completely different countries with totally different corporate cultures. The UAE is considerably more westernised than its western neighbour.” This is a view backed up by Jörg Seifert, who has been working as a corporate lawyer in the UAE since 1997 and who heads the European department of local law firm Al Sharif Advocates & Legal Consultants. Seifert emphasises that the UAE has changed so rapidly in recent years that many business guides are already out of date. For example, many guides to the UAE place considerable importance on designer labels in business attire, but Seifert feels that this no longer applies. “Of course people dress to impress, but as long as you don’t turn up in a worn-out confirmation suit, but rather a normal suit and tie, there is nothing to worry about.” He also advises not to press as firmly when shaking hands as you would in Germany and to make sure that you hand over your business card with your right hand, as the left hand is seen as being unclean in the Arab world.” By the same token, he reminds us that the importance of the handshake has decreased significantly since the start of the Covid-19 pandemic.

“Emiratis love talking about fast cars.”

Christian Weber, Managing Director at Transport Overseas Shipping







“Huge progress has been made in terms of equality.”

Jörg Seifert, Corporate Lawyer,  
Al Sharif Advocates & Legal Consultants



## Different yardsticks

Both experts also recount similar experiences of the UAE when it comes to aspects such as patience and tact, as well as the importance of someone who can open doors. Weber recommends always staying calm and collected in negotiations and when dealing with postponements. “In the UAE, impatience is seen as a sign of weakness,” he remarks. Seifert also highlights the different yardsticks that are applied when it comes to punctuality. “If you arrive just two minutes late to a meeting, the secretary may turn you away on the grounds of tardiness, whereas Arabs can get away with being more than half an hour late.” Weber also advises that you approach potential business partners with as much flexibility as possible and avoid seeing the UAE as a single homogeneous entity: “The UAE is not always the same. Here, too, there are big differences. Even in Dubai, you may well encounter business partners who are like chalk and cheese. After all, 1.6 million of the city’s two million inhabitants are foreigners from all over the world – with a mere 400,000 to 500,000 Emiratis.”

Seifert recommends that companies thinking about doing business here build up a personal network of contacts in the region, such as through chambers of commerce abroad and agents. With this in mind, Weber and his associates decided to set up a dedicated office several years ago, allowing them to show their face in the country for extended periods several times a year. “It takes more than a few phone calls and emails to establish trust with potential business partners. Instead, a series of personal conversations is required, especially as our German mentality of getting straight to the point is not very well received here,” says Weber. He, too, can confirm that a regional advocate is never a bad idea, especially when it comes to getting the ear of more senior executives.

## Calls for equality

Both men are also pleased to see the growing importance of women in the country. “Huge progress has been made here in terms of equality,” attests Seifert. This is not just a subjective opinion, as demonstrated by the Global Gender Gap Report published by the World Economic Forum (WEF); here, the country is described as “leading the way in terms of promoting gender equality in the Middle East”. What’s more, *Forbes Magazine* included 23 women from the UAE in its list of the most powerful businesswomen in 2020, more than any other country.

However, flowers for the lady of the house are not recommended as a present for hosts in the UAE. “The best option is to bring something from your home region. But it doesn’t have to be a genuine German-made cuckoo clock,” says Seifert with a smile. German wine and chocolate liqueurs are also not a good idea, along with products containing pork; the former contravene the local prohibition on alcohol, whereas the latter is not halal. “We often give our business partners presents featuring the *Town Musicians of Bremen*. Children’s books that recount the fairy tale have always been particularly popular. This is because Emiratis value family, especially their children – who are regarded as a cornerstone of the future,” explains Weber. He also points out that these presents represent an excellent opportunity to introduce Germany, Bremen and yourself, thereby laying the groundwork for informal, non-business related conversations. In a similar vein, he has identified another topic that has often led to interesting small talk: “Emiratis love talking about fast cars – and about the ability of drivers in Germany to hurtle along the motorway with no speed limit. After all, the speed limit in the UAE is 130 km/h.”

# Partner for parts



It took around nine months to build the Audi, Volkswagen and Volkswagen Commercial Vehicles logistics centre, which went into operation in 2019, on the JWP site. One vehicle parts area was moved in succession every fortnight.

30 Audi and Volkswagen production sites in 13 countries on four continents have been supplied with vehicle parts from the logistics centre at Imperial Logistics International, part of the publicly owned Imperial Group in South Africa, at JadeWeserPort since 2019. Logistical flexibility was crucial here.

**M**anagement at Imperial Logistics International could not have predicted what is happening at the moment. In retrospect, however, when it comes to parts logistics tenders for Audi, Volkswagen and Volkswagen Commercial Vehicles, Imperial's approach in view of the Covid-19 pandemic was spot on. "The flexible solution jointly developed with our customers anticipates changes in global supply chains," explains Imperial Logistics International CEO, Hakan Bicil. "Basically," he continues, "the challenges we faced are actually what gave it that special something."

The events of the past few years have shown how important the resilience of supply chains is. Imperial has, therefore, made alternative routes, modes of transport or even suppliers an integral part of its logistics solutions, which are adapted individually to the customers' needs and tailored to specific markets and activities. "This meant that we were already better prepared than many to deal with challenges such as capacity issues, regional closures etc. when the pandemic hit," Bicil adds. This adaptability in terms both of volume and destinations was one of the main reasons for setting up logistics handling by Imperial at JadeWeserPort

(JWP). "Our customers have identified the Wilhelmshaven site as one of the most suitable locations for their strategic planning to optimise the global supply chain," emphasises the CEO.

## Multimodal logistics hub

"The infrastructure not only offers excellent supply chain conditions with access to international sea freight but also ideal connections to the German and European hinterland," Bicil explains. Therefore, it was not only customers from the automotive industry that were enthusiastic about the location – some of Imperial's other partners have also been planning activities in Germany's only deep-water port.

A look at the vast site and the logistics centre's key figures show the dimensions involved in automotive logistics. With its four halls, unloading tunnels and parking spaces for empty and full containers, the total storage area is almost 40,000 m<sup>2</sup>. Since 2019, the port has been supplying 30 Audi, Volkswagen and Volkswagen Commercial Vehicles production sites in 13 countries on



## FACTS

### Imperial Logistics International

**Established:** 2019

**Headquarters:**  
Wilhelmshaven

**Area of business:**  
Vehicle logistics

**Overall area:**  
39,500 m<sup>2</sup>

**Employees:**  
Approx. 250

## Adaptive logistics processes

Automobile logistics are not quite as time-critical as expected. “Since Wilhelmshaven is a CKD supply chain that our customers plan very well, just-in-time processing is the exception rather than the rule and is used because some of our customers have special procedures to compensate for interruptions in the supply chain, which can arise at any time,” explains Bicil. Nevertheless, one challenge is the unstable quantities caused by the pandemic. Here, too, the flexible concept has proven valuable. Thanks to adaptive logistics processes, for example, a high quality of service can still be guaranteed even in times of high volume fluctuations.

According to Bicil, targets are being met for the Chinese market, the most important for customers, which is proving to be the most stable with high volumes. However, the situation is different in markets such as Mexico, South Africa, the USA and Brazil where the volume is fluctuating significantly due to Covid-19 and the global semiconductor shortage. In some cases, volumes are even decreasing. The volatility of the market is logistically demanding, but this is exactly what Imperial is all about. “We know who’s going to arrive, when and where they’ll be, and can plan accordingly by delivery weeks or windows,” emphasises the CEO.

All in all, the logistics process is dependent on the right mix of automated and manual processes. “This is done to both ensure maximum flexibility and benefit from the effects of automation,” Bicil explains. To a certain extent, it is definitely an advantage that not everything in automotive logistics can be digitalised. For most shipments, for example, different types of parts are put together in different quantities – this task can only be carried out manually.

Of course, digitalisation is still carried out extensively – from incoming goods, to storage, to the dispatch process. This includes employees using tablets to monitor the latter. “What’s more, we ‘ping’ transport-related information to the transport carrier systems so that we can ensure a seamless supply chain,” Bicil explains. This guarantees that customers will continue to receive their goods, despite the ongoing pandemic and associated disruptions in the supply chain. (cb)

four continents with DIN and standard parts. A total of 250 employees ship all the components required – ranging from screws or washers to airbags and steering wheels to finished engines.

About 350 articulated lorries are unloaded every week for this purpose, followed by quality controls. The parts are then stored both physically and electronically. The halls are designed to house up to 7,000 different parts. Goods are dispatched as per the customer’s specific requirements, which also includes physically and electronically moving the goods to the selected mode of transport.

Besides container ships and trucks, this includes transcontinental rail. “The longer the global imbalances and the associated capacity deficits in sea freight persist, the more important the Silk Road becomes,” reports Bicil. Rail transport is also increasing in demand for environmental reasons. As a result, Imperial Logistics International operates its own regular services, including weekly departures from Asia to five European countries and back again – from three European countries. One such example is the factories in the Chinese city of Chengdu, which are supplied via the Silk Road.



**Hakan Bicil, CEO of Imperial Logistics International**

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



# Feed logistics and flying polar bears

Zoos have developed sophisticated logistical processes to ensure their animals are supplied with the best possible food every day. This also applies to inter-zoo animal transportation as part of breeding programmes – as a look at Hanover and Bremerhaven shows.

and penguins is brought by freezer truck bodies from Valkenburg in the Netherlands. Once on zoo premises, the different types of food are then stored temporarily in separate freezers and cold rooms, each with the corresponding temperature settings.

## “I always feel queasy when ...”

At Bremerhaven Zoo, transporting the animals to their enclosures is much more complicated than delivering the food. “We’re in the unique situation that we’re located directly in front of the dyke, with a flood protection barrier that runs around the zoo. Plus, the walkways inside the zoo are relatively narrow,” Kück explains. This means lorry access to the zoo and, in turn, direct access to the enclosures is impossible. Instead, not just polar bears, but also equipment for the enclosures – such as trees, rocks and wooden bedding – have to be lifted in by crane. Kück is completely relaxed while materials are being craned in, but her pulse starts racing when live animals in boxes are dangling from the hook. “I always feel queasy when there’s a polar bear flying over my head. Every time, without fail, I can’t help but think ‘let the chains hold, let the chains hold’ ...”

A real balancing act – Bremerhaven Zoo’s unique location directly on the dyke means that it is not only the polar bears that have to be craned into the enclosure.

**B**remerhaven Zoo is the smallest scientifically managed zoo in Europe. Over an area of 11,800m<sup>2</sup>, it showcases around 115 different animal species, specialising in aquatic and Nordic species. The range of feed required is correspondingly wide, and Bremerhaven Zoo strives to source as much feed as possible locally. “Most of our fruit and vegetables come from the local wholesale market, and we get our meat from the abattoir in Bremerhaven,” says Dr Heike Kück, Manager and CEO of Bremerhaven Zoo. “This is where we procure fatty beef for the polar bears and lean beef for the pumas, for example, and the oysters for the octopus come from a fishmonger in Bremerhaven.” In addition, live small crayfish for the seahorses are delivered twice a week by overnight courier from Büsum, while the fish for the seals, polar bears

A wide variety of transportation methods are used to transport animals. Smaller animals such as seals, pumas or marmosets are transported by zoo staff themselves using the facility's own transporter. Larger animals like polar bears, however, require the use of external animal transport companies. "Regardless of the size of the animal, however, only special transport crates that comply with the applicable IATA standards are used," she emphasises. She and a vet examine the animals thoroughly before they check and sign the accompanying documents. Any other written formalities then depend on the valuable cargo's destination. "Within the EU, several documents are required – from proof of origin and that the animals are being kept legally, to what's known as the ZIMS document, to traces papers declaring that the animals are healthy and can't spread any diseases, to a certificate for the duration of the animal transport and a pro-forma invoice for customs. For animals transported outside the EU, a CITES export permit from the Federal Agency for Nature Conservation in Bonn and a CITES import certificate in the recipient country are also required," she explains.

## Transportation by ferry

Bremerhaven Zoo did not give away any animals last year, but they did adopt a fur seal from Denmark, brought by lorry, and a puma from the Ströhen Zoo in Lower Saxony, transported using the zoo's own van. According to Kück, this was plain sailing compared to some of the polar bear transports experienced in previous years. In 2012, for example, a polar bear named Valeska was transported from southern Lapland to the Elbe-Weser triangle by ferry. "Transporting the two polar bears, Olinka and Lloyd, from Vienna to Bremerhaven by lorry in 2002 was similarly exciting," she recalls. "The driver told me that the two animals had clearly moved the vehicle. At petrol stations, passers-by would surely have wondered why the vehicle was wobbling and making weird noises." The reason for this is that animals may only be transported while awake and a typical movement polar bears make is to jump up and down with their front paws. This is what Olinka was doing inside her crate. ■■■



Lorries play a significant role in transporting both animal feed and delivering trees for the chimpanzee enclosure at Bremerhaven Zoo.



## Hanover Adventure Zoo – feeding almost 2,000 animals is no small feat

Just the name, Hanover Adventure Zoo, says it all – in just one day, visitors can marvel at around 2,000 animals from across the globe, from almost 200 species. The logistical effort that goes into providing all the animals – from the agate snail to Kirk’s dikdik – with the right food is correspondingly great. In 2020, for example, 2,400 crates of fruit, 20 tonnes of meat, 28 tonnes of both salt and freshwater fish and almost 20,000 eggs were brought to Hanover. This was alongside the 8,558 crates of vegetables, 170 tonnes of hay, 116 tonnes of straw and 39 tonnes of carrots, to name just a few examples.

“As sustainability is one of our core values, we try to source as much food as possible from local suppliers,” explains Klaus Brunsing, Zoological Director of Hanover Adventure Zoo. With hay and straw, and fruit and vegetables, this works especially well. In addition, the zoo procures its dried food from all over Germany and sea fish from Dutch fishmongers. “With the exception of some exotic fruits, our alfalfa hay, delivered in container swap bodies from Spain or southern France, comes from the furthest away,” he says. Perishable goods, such as meat and fish, are also mainly transported to Hanover by lorry, in refrigerated or freezer containers. The zoo stores the food in its main warehouse, equipped with special refrigeration facilities, among other things, until

it is time to feed it to the animals. “To keep the food fresh, the cold chain must not be interrupted,” Brunsing emphasises, before pointing out that the zoo has been working with the majority of its feed suppliers for many years. “Trust and reliability play an essential role in logistics,” he adds.

### The bigger the animal, the harder the task

It is not just feed that requires transportation – animal logistics are also part of everyday life of zoos, as they regularly exchange animals with each other as part of breeding programmes, with the aim of maintaining genetically healthy populations and preserving biodiversity. “Previously, carrying out these transports primarily in spring or autumn has proven successful. This is because the higher summer temperatures can put a strain on the animals’ circulation, while in winter, icy roads can be dangerous for animal transportation,” he explains. In the run-up to every journey – whether by road or by air – there is a wealth of details that has to be meticulously checked, including veterinary issues and selecting the right means of transport and the appropriate transport crate. The rule of thumb is often that the larger the species to be transported and the longer the transport route, the greater the challenge.

“In 2018, we gave three orang-utans to zoos in America. The process took just under two years, from planning to transportation by air,” Brunsing tells us, however such large time frames tend to be the exception rather than the rule. In 2021, for example, it only took a few weeks to transport

As the size of the animals increases, so do the demands on transport logistics. Safety and the welfare of the animals are always in the foreground.



It's not just the prairie dogs at Hanover Zoo that have a huge appetite! Approx. 2,000 animals spanning 200 different species have to be given the right kind of food each day.

PHOTOS: HANOVER ZOO, THORSTEN BREUER, PIXABAY/7089643

some red-necked wallabies to Bad Pyrmont and a wombat to Prague. There are special requirements for each animal species regarding transport crates and vehicles – yet the central criteria remain the safe transportation and welfare of the animal. “With giraffes, for example, it is important that they can stand upright during transit. For animals up to five metres tall, you need a correspondingly tall transport trailer,” he adds. Brunsing and his team are currently planning to bring a lioness to Hanover and to give seven spectacled penguins to a zoo in the Netherlands in 2022.

## Successful species conservation

Staff at Hanover Adventure Zoo are particularly proud of their species conservation projects as part of the EAZA Ex-situ Programme (EEP). Among their work was the reintroduction of Addax antelopes bred in zoos in North Africa. “More than 50 animal species are – or were – already extinct in the wild, but have survived in captivity thanks to the commitment of the international zoo community,” explains Brunsing, underlining the importance of species conservation projects and the logistics associated with them. (bre)



The times have changed. An information board within the zoo provides visitors with all they need to know about the species protection programme and the inter-zoo animal exchange.

More information:  
[www.erlebnis-zoo.de/en](http://www.erlebnis-zoo.de/en)  
[www.zoo-am-meer-bremerhaven.de](http://www.zoo-am-meer-bremerhaven.de)



# United for German ports

IT service providers dbh Logistics IT and Dakosy have developed a German solution for the digitalised, uniform release process for import containers in Hamburg, Bremerhaven, Bremen and Wilhelmshaven. This could be a blueprint for increased cooperation between the ports.

**H**ow times are changing is probably symbolised most clearly by the merger talks between the terminal operators HHLA and EUROGATE – the signs are pointing to increased cooperation between the three major container ports in Hamburg, Bremerhaven and Wilhelmshaven. The situation is similar to that of IT service providers dbh Logistics IT and Dakosy – until recently, they had split up the port community systems for the German ports, but they are now collaborating more closely.

“Most people will have probably understood by now that our competitors are primarily the western ports,” emphasises Holger Hübner, Head of Port Solutions at dbh. “In various discussions,” he continues, “to which the representatives of Dakosy and dbh were also invited, the recent focus has been on how we can coordinate more intensively and position ourselves better as digitalisation improves, so we can generate added value for the German coast.” Management at the two companies has decided to standardise and digitalise the release process for import containers at the German seaports.

## Collaboration since 2010

This is not the first project the two companies have worked on together, however. “In 2010 and 2011, we jointly created a uniform interface for our two port community systems,” Hübner tells us. “Since then, we’ve used almost the same

format as far as we can, due to the different requirements Bremerhaven, Bremen, Wilhelmshaven and Hamburg have.” Digitalisation and standardisation has seen the companies take another important step together.

Basically, when a container arrives at the port of discharge, the carrier sends the shipping company a request for exemption. This is how import boxes are accepted. As soon as the consignment has been paid for, the shipping company releases the container and sends the carrier a ‘release reference’, which entitles them to collect the goods. The carrier then commissions a haulage company or a rail operator to collect the container from the terminal and, to do so, passes on the exemption reference to them. The service provider must then use this at the terminal to identify themselves so they can take receipt of the container and transport it to its destination. As the shipping company also simultaneously sends the exemption reference directly to the terminal, whether the references match can be checked when the driver collects the goods.

Until now, this process has been largely manual. “The carrier and the shipping company usually communicate by telephone, fax or e-mail,” reports Franz Schwanke, Project Manager Import Message Platform at Dakosy. The shipping company then e-mails the feedback as a PDF file to the customer. “This is not ideal because the exemption info is also used for the transport order, for example, and has to be copied – including any transmission errors – for this purpose,” he





## FACTS

### dbh Logistics IT

**Established:** 1973

**Headquarters:**  
Bremen

**Employees:** 265

**Turnover (2020):**  
EUR 22.8 million

### Dakosy Data Communication System

**Established:** 1982

**Headquarters:**  
Hamburg

**Employees:** 200

**Turnover (2020):**  
EUR 30 million



Holger Hübner,  
Head of Port Solutions,  
and  
Timo Köhler,  
Product and Project  
Management Team Leader  
at dbh Logistics IT



explains. There are also additional security-related concerns. "Various discussions with shipping companies have shown that checking the identity of the person enquiring is often not enough, although the reference entitles the holder to release the container, which often contains goods of considerable value," Timo Köhler, Product and Project Management Team Leader at dbh tells us.

## Safer and error-free thanks to digitalisation

Thanks to digitalisation, this will soon no longer be the case. Participating shipping companies and carriers will be connected to the [www.germanports.de](http://www.germanports.de) platform. "This is a true novelty in cooperation," Köhler emphasises. "The larger carriers can use a common EDI interface, and smaller ones can access the portal directly," he adds. Those who have set up an interface then send their request to the platform or enter the data there. An e-mail is then automatically generated to the shipowner for release, ruling out potential transmission errors.

However, this also presents a challenge. "Especially in the large, international shipping companies, many IT departments are centrally located and have to be involved in the implementation process," Hübner explains. However, this cooperation has changed the power dynamic. "We have much more leeway here if one interface and the associated code lists then automatically apply to all German ports," adds Schwanke. "German Ports could become a blueprint for other European ports," he emphasises.

Things began in January 2022 with the first trial message. "We now want to validate the processes that previously only

existed on the drawing board," says Hübner. "During the first quarter, we will add more shipping companies to the current list of four," Köhler adds, "and we expect that list to increase to 12-15." He continues that the number of carriers is in the three-digit range and that many of them were keen to participate in the test operation. For the terminals, the security aspect is particularly interesting, says Schwanke. "Until now, the error rate in release communication has been in the low double-digit percentage range, and this leads to delays, meaning the logistics process will be significantly improved."

If the first stage works, blockchain technology is due to be introduced later on in the year. Dakosy has already confirmed its basic suitability and practicality as part of the 'Robob' IHATEC research project, which it recently completed. "This means it's even conceivable to get rid of alphanumeric exemption references if the rights to a container are placed in the blockchain instead," Schwanke is pleased to report. "If a reference doesn't have to be forwarded any more, this will increase security even further."

Incidentally, a possible merger between the terminal operators HHLA and EUROGATE will not result in any changes to the project. "We will maintain the processes, which is yet another reason for harmonisation," Hübner emphasises. (cb)

Franz Schwanke, Project Manager  
Import Message Platform at Dakosy

More Information:  
[www.dbh.de](http://www.dbh.de)  
[www.dakosy.de](http://www.dakosy.de)

2022

February

- 8. 2. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany
- 21. 2. 2022** ■ **Annual Press Conference of the Seaports of Lower Saxony**  
www.seaports.de  
digital



GERMAN PORTS

March

- 8. 3. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany

April

- 5. – 7. 4. 2022** ■ **FRUIT LOGISTICA**  
www.fruitlogistica.com  
Berlin, Germany
- 6. 4. 2022** ■ **Hafen trifft Festland**  
(Port Meets Mainland)www.seaports.de,  
www.jadeweserport.de  
Dresden, Germany
- 12. 4. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany
- 28. 4. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events/  
Neuss, Germany
- 29. 4. 2022** ■ **30th Lower Saxony Port Day**  
www.seaports.de  
Emden, Germany

# Save the Date

Due to the pandemic, scheduled dates and events are liable to change, sometimes at short notice. The dates for some of the maritime commercial and logistics events listed here have already changed several times recently. Further last-minute changes are likely after our editorial deadline. Please check regularly for updates.

May

- 3. 5. 2022** ■ **Hafen trifft Festland**  
www.seaports.de, www.jadeweserport.de  
Munich, Germany
- 5. 5. 2022** ■ **Hafen trifft Festland**  
www.seaports.de, www.jadeweserport.de  
Nuremberg, Germany
- 10. 5. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany
- 17 – 19. 5. 2022** ■ **Breakbulk Europe**  
www.europe.breakbulk.com  
Rotterdam, Netherlands

June

- 9. 6. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events  
Haiger, Germany

**Trade fairs** ■  
**Customer events** ■

# Saddling up

Horses are highly valued in the United Arab Emirates (UAE) – they are considered a true status symbol, making them popular as financial investments and as gifts for guests. Some Emirati horses could even stem from Bremen logistics company owner, Tim Oltmann, in future.



**T**im Oltmann knows his way around heavy cargo. As managing director of a logistics company specialising in project cargo, the Transport Overseas Group, he has also recently established close business contacts in the United Arab Emirates (UAE). So far, this has mainly involved rolling units and metro wagons, which the Bremen logistics service provider has already shipped there in large numbers.

At the beginning of the year, the entrepreneur had a new idea. “My travels have shown me that the Emiratis are true horse lovers and that equestrian sports are very popular there,” he tells us. “However, the climate in the UAE makes breeding difficult – it’s just too hot for pregnant mares.” This is why most of the horses sold to the UAE are bred and trained in the UK and France, and sent over there when they are around three.

Oltmann believes this should also be possible in Bremen and quickly bought two dressage horses that are now being professionally trained. His interest is not only sporting and financial. “Human-equine interaction, how that bond develops, I find that exciting,” he explains. Oltmann quickly added more animals – now he has eleven. “Four are broodmares, two are show horses and the other five are very young. Two per year will be trained for equestrian sports.”

Things are set to begin in April this year. “I want to present the first horses at a show here in Germany,” he tells us. If things go well, he will sell them to Dubai in October. When the German season ends, the Emirati season is just beginning. He constantly keeps his contacts in Dubai informed on how training is progressing. Emirati demand for sport horses has increased recently – riding horses are even more sought-after due to the pandemic, as many leisure activities were temporarily banned and people are more interested in outdoor sports than before. This has made the prices correspondingly high.

If he can sell a horse in the UAE this year, Oltmann can count on the expertise of one of the few Wildeshausen logistics experts to specialise in horses. After a thorough medical examination and a two to three-week quarantine, the horse is flown from Amsterdam to Dubai by cargo plane, accompanied by a human escort.

To ensure the long-term success of this venture, Oltmann recently bought a farm with three hectares of land and 20 horseboxes near Bremen. “The Emiratis have never experienced such green pastures,” he smiles.

Indeed, the UAE has long since become synonymous with a top equestrian event by hosting the ‘Dubai World Cup’. Who knows? Maybe there will be some German racehorses there in the future. If this is the case, Oltmann will, of course, transport the animal cargo weighing around 800 kilos himself. (cb)



## COMPACT

**HOLZWICKEDE.**

This year will herald a change at the top within

the Rhenus Group. **Klemens Rethmann**, Chairman of the Management Board of this logistics service provider since 2008, will stand down in order to concentrate on his role as spokesman for the holding company Rethmann. The new chairman will be **Tobias Bartz**, who has been a member of the board since 2015 and is in charge of Rhenus Air & Ocean. According to company sources, the precise date is yet to be announced.

**DUISBURG.**

As of 1 December, **Susanne Kluthe** took over as Head

of Human Resources at HGK Shipping, where she will be in charge of all staffing activities for the Group companies, including Germany, the Netherlands, Belgium, France and Luxembourg. She will be based in Duisburg. Kluthe has already held various senior management positions in her career at well-known companies. She worked most recently at DB Engineering & Consulting in Duisburg.

## Bornheim is the first woman to head up VDR

**HAMBURG.** Working together with the federal government in tackling the major challenges facing the German shipping industry. This is how **Gaby Bornheim**, the new president of the Association of German Shipowners (VDR), describes her most pressing task. "Shipping is exceedingly important for Germany, as are well-functioning maritime trade routes. We will provide the impetus to run a German ocean shipping industry that is both climate-friendly and competitive, with excellently trained and future-oriented staff on land and at sea," said the managing director of Peter Döhle Schiffahrts-KG following her election in December. She is the first woman at the helm of VDR in the 114-year history of this interest group. She replaced Captain Alfred Hartmann, who headed the Association from 2015 but did not stand for re-election. The VDR has around 220 members and represents the largest part of the German commercial fleet.



## Fabian moves to TCO Transcargo

**HAMBURG.** The logistics group, TCO Transcargo, an SME headquartered in Hamburg, welcomed the the port and shipping expert **Rainer Fabian** as the group's new managing director back in November. From 2010 until October 2021, Fabian was head of the multipurpose terminal C. Steinweg in Hamburg. The move to TCO by the business graduate is considered by the founder and managing partner, Ingo Zemelka, to be a massive professional and personal gain for the group. The company currently employs around 150 staff.

## New generation takes over the reins at Leschaco

**BREMEN.** The next generation is moving in at the Leschaco Group. "I signed over 80 per cent of the shares in Leschaco to my children in late August," confirmed **Jörg Conrad**, CEO of the Leschaco Group, based in Bremen, in December. Since the autumn of 2021, **Constantin Conrad** is also the managing director and sole authorised signatory of the holding company Lexzau, Scharbau GmbH & Co. KG in addition to his position as Chief Digital Officer (CDO) on the Group's management board. The 30-year-old will also assume the position of CEO when his father steps down from running the day-to-day operations of the company in a few years' time. His sister **Charlotte Conrad** will initially be involved primarily as an "active partner". She became a mother in spring 2021 and is gradually resuming her duties in the company's Human Resources department following maternity leave. The management board, however, will remain unchanged – Jörg Conrad and his son Constantin will share this with Sirka Hintze (CFO) and Oliver Oestreich (COO).





## Kristoffersen to be new head of Wallenius Wilhelmsen

**LYSAKER.** This summer will see **Lasse Kristoffersen** become the new CEO of the Wallenius Wilhelmsen shipping group. The Supervisory Board appointed the previous CEO of the shipping group, Torvald Klaveness, as successor to Craig Jasienski, who left the company in March 2021. Since then, the CFO Torbjørn Wist has assumed the role of acting CEO of Wallenius Wilhelmsen. After an introductory period alongside Wist, Kristoffersen will take over as CEO no later than June.



## New director for SOS Mediterranee Deutschland

**BERLIN.** The civil sea rescue organisation SOS Mediterranee Deutschland appointed a new managing director in December. **Maïke Röttger**, a journalist, took the helm of the Berlin branch office. She was previously the managing director of the children's rights organisation Plan International Deutschland for 10 years. Röttger follows in the footsteps of Verena Papke, who spent more than five years helping to build SOS Mediterranee Deutschland and has now moved on to take on new professional challenges.



## Organisation development at bremenports

**BREMEN.** Topics including environmental and sustainability issues, land and port development, international projects, IT and marketing are to be brought together under one roof with the newly created 'Port Development and Innovation' business unit with a clear external profile. As of 1 January, **Stefan Färber** (left) has taken over as the head of this unit. Färber has worked for bremenports since 2009, initially involved in port development for several years before becoming departmental manager of internal services in 2017. A change has also taken place in Marketing. After 20 years as Head of Marketing **Michael Skiba** retired. His successor is **Ronald Schwarze** (right). Schwarze was previously Skiba's deputy and primarily in charge of trade fairs.

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## Focus on Belgium and the Netherlands

When it is a question of the number of containers handled, then Rotterdam and Antwerp certainly have the edge over other European ports. However, German ports are not resting on their laurels. We will be taking a look across the borders in our next issue but will also examine the strengths of our national ports.

### Point of View

**Frank Dreeke, President of the Central Association of German Port Operators (ZDS)**  
on the subject of Belgium and the Netherlands

“ It goes without saying that strong competition exists between the northern ports of Germany and the western ports in Belgium and the Netherlands. The international competitive environment for port companies is particularly fierce. Nevertheless, the German seaports will continue to be able to hold their own in the face of this competition by relying on old strengths and by putting their effort into new approaches.

Reliability and efficiency, very good hinterland connections and a high degree of digitalisation – these can be attributed to the northern German seaports. As far as climate protection is concerned, in which rail plays a significant role, the connection to the hinterland is excellent, meaning that we are able to provide particularly climate-friendly supply chains in Germany. We need to further develop our railway infrastructure and to keep our route prices at an internationally competitive level, in order to maintain the competitiveness of our ports. We are also among the top players in the field of digitalisation, increasing our efficiency and sustainability by automating our processes. We need to work closely alongside our social partners in the ports in terms of digital transformation and make the most of the opportunities that digitalisation and energy transformation can offer. Energy sources are transhipped at ports, vessels are supplied with power, and energy is both produced and consumed. German ports can play a major role as far as switching to alternative energy sources like hydrogen and its associated synthetic products (synfuel) are concerned. Companies are preparing for this and participating in pilot projects. They will nevertheless need public financial support for the infrastructure that is required to handle alternative sources of energy.

Focussing on themes for the future and playing to our strengths – this is one way to compete in the coming rounds. The German seaports are looking optimistically towards the future.



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