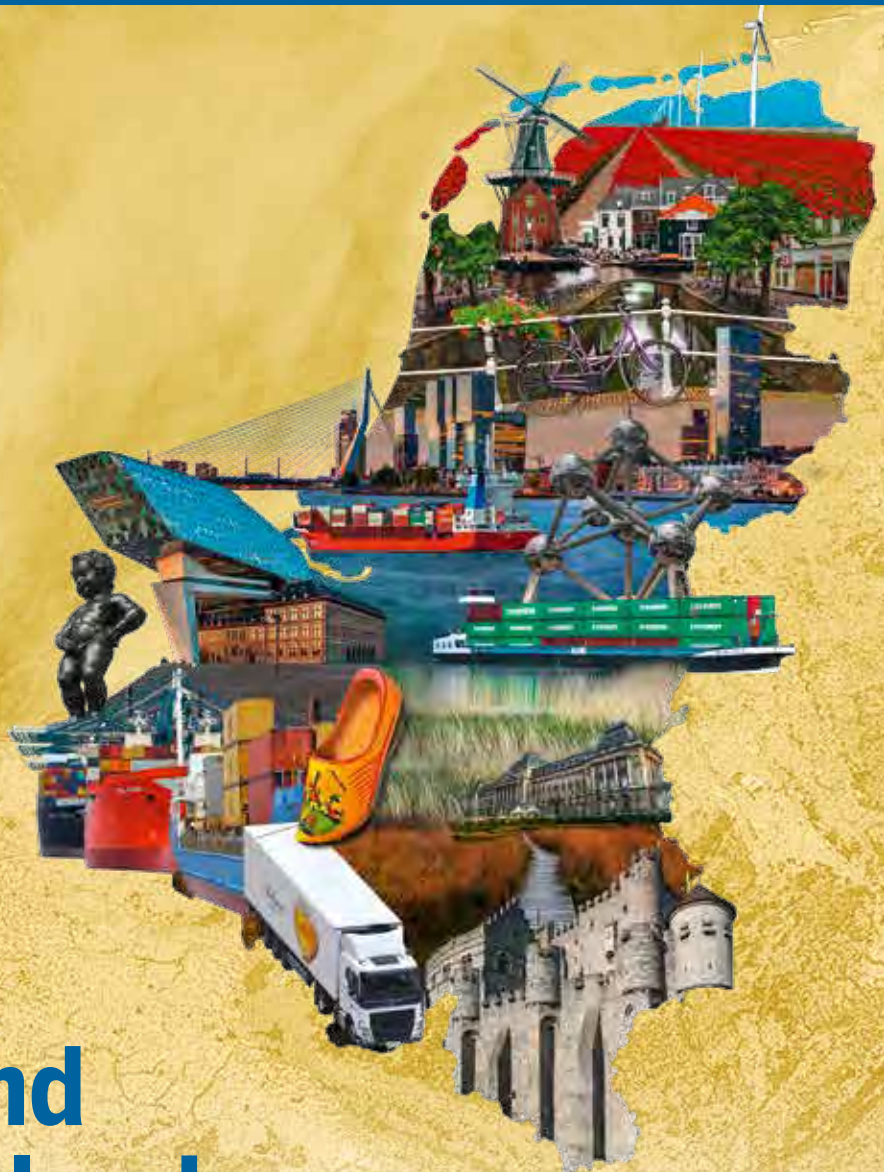


EDITION  
A P R I L  
2022

 GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



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### Fight against smugglers

Customs cooperate beyond borders

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# CON TAIN NER



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# Don't be backward in coming forward

Dr Claudia Schilling, Senator for Science and Ports of the Free Hanseatic City of Bremen



Dear readers,

In 2021, the Bremen Ports increased the amount of cargo handled despite the pandemic. A great result, but we cannot rest on our laurels. After all, the competitive situation has changed over the past years to the detriment of the ports along the German Bight.

Port development is, to a large extent, a matter of infrastructure development, and our western neighbours

are, in this respect, well ahead of us. Port development is a significant driver of economic development and enjoys significant political clout in the Netherlands and Belgium.

In Germany, this is not quite as pronounced at a national level.

But should we despair? Not at all! With our competence and economic prowess, we can hold our own on the German North Sea coast. To achieve this, we simply need politicians at a national level to close ranks with the north German federal states. After all, an improved hinterland infrastructure for road and rail is essential for competitiveness. It goes without saying that first-class accessibility to the major industrial centres of North Rhine-Westphalia, Hesse and Rhineland-Palatinate is a prerequisite for companies to handle their exports via Bremerhaven, Hamburg or Wilhelmshaven rather than via Rotterdam or Antwerp. We have to digitalise and modernise our processes, but an active infrastructure policy needs to be pursued by the German government. Consequently, it is imperative that the north German ports work together to make their interests heard in Berlin. Port policy is also national economic policy. This is underlined by figures. For instance, the gateway function of the Bremen Ports alone guarantees 345,000 jobs in Bavaria and Baden-Wuerttemberg, meaning that the federal government needs to do its fair share towards ensuring the ports remain competitive. We need strong ports in Bremen, Lower Saxony, Hamburg and elsewhere in Germany.

Best wishes, Claudia Schilling

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## Not just tulips and chips!

**A**t first glance, the Netherlands and Belgium are not giant territories. Indeed, they are neither among the 20 largest EU states in terms of area, nor are they in the top ranks when it comes to population. Here, they rank tenth and eleventh. Nevertheless, they have enormous potential, and the ports of Rotterdam and Antwerp are among the largest ports in Europe.

Furthermore, economic and logistics experts find numerous other reasons to tip one's hat to these neighbours. These countries have much more to offer than simply tulips, windmills, chips and chocolates. Indeed, the Netherlands and Belgium, as open trading nations, are not only major hubs for European and global trade in goods, they also boast higher export and import ratios than Germany. Moreover, they have a good infrastructure and high level of education as well as standard of living. In this respect, the following saying comes to mind: 'small but mighty' ...



Netherlands

Belgium



### Netherlands

<b>Capital:</b>	Amsterdam
<b>Population in 2021:</b>	17.2 m*
<b>Total area:</b>	41,540 km <sup>2</sup>
<b>GDP per capita in 2021:</b>	US \$57,715*

**Main imports in 2020** ↓

1. Electronics	15.2%
2. Chemical products	13.9%
3. Food products	10.2%

**Main exports in 2020** ↑

1. Chemical products	17.9%
2. Electronics	11.7%
3. Machinery	10.0%

**Main supplier countries in 2020**

1. Germany	17.7%
2. China	10.6%
3. Belgium	9.8%

**Main buyer countries in 2020**

1. Germany	22.1%
2. Belgium	10.2%
3. France	7.7%

**German exports to the Netherlands in 2020**

1. Chemical products	20.6%
2. Food products	9.5%
3. Machinery	8.8%

**German imports from the Netherlands in 2020**

1. Chemical products	20.8%
2. Food products	14.0%
3. Gas	10.8%

### Belgium

<b>Capital:</b>	Brussels
<b>Population in 2021:</b>	11.6 m*
<b>Total area:</b>	30,530 km <sup>2</sup>
<b>GDP per capita in 2021:</b>	US \$50,413*

**Main imports in 2020** ↓

1. Chemical products	26.2%
2. Vehicles and auto parts	12.3%
3. Food products	8.4%

**Main exports in 2020** ↑

1. Chemical products	33.6%
2. Vehicles and auto parts	11.5%
3. Food products	9.9%

**Main supplier countries in 2020**

1. Netherlands	19.3%
2. Germany	14.4%
3. France	11.3%

**Main buyer countries in 2020**

1. Germany	16.6%
2. France	13.3%
3. Netherlands	11.6%

**German exports to Belgium in 2020**

1. Chemical products	24.6%
2. Vehicles and auto parts	15.6%
3. Machinery	10.2%

**German imports from Belgium in 2020**

1. Chemical products	29.8%
2. Food products	9.9%
3. Vehicles and auto parts	9.7%

SOURCE: GTAI 2021  
\*PROVISIONAL FIGURE, ESTIMATE/FORECAST

PHOTOS: ISTOCKPHOTO/BRICHUAS,  
PORT OF ROTTERDAM/ERIC BAKKER

## COMPACT

**BREMERHAVEN. A further section of the flood protection line in Bremerhaven was upgraded on the Columbus peninsula in January.**

Coastal flood defences along a 1.3 km stretch have now been replaced by new sheet pile walls and concrete walls that are roughly one metre higher. "Following the extensive completion of the dyke line, a further major building block is now finished with the completion of the flood protection measures on the Columbus peninsula," said Robert Howe, bremenports managing director. Residual work on the coupure is due to be finished soon.

**NORTHERN GERMANY.**

Fewer pollutants at the berth: 1st February marked the start of the "Zero Emissions@berth" innovation competition.

As part of the competition, nine German seaports and the Maritime Cluster Northern Germany (MCN) called for solutions to help reduce emissions from ships while they are berthed. A jury comprising seven representatives from associations, shipping companies and science will assess the entries submitted by 18 June according to three categories: "concepts", "prototypes" and "existing solutions". More info at: [www.zeroemissionatberth.com](http://www.zeroemissionatberth.com)



## More cargo handling at Lower Saxony seaports

**OLDENBURG.** The increase in cargo handling at the nine Lower Saxony seaports of Brake, Cuxhaven, Emden, Leer, Nordenham, Oldenburg, Papenburg, Stade and Wilhelmshaven in 2021 was mainly attributed to the strong rise in the container segment and general cargo. **With at least 51 million tonnes, this represented a 6 per cent rise in goods in 2021 compared to the previous year.**

In this context, liquid bulk goods were up by 3 per cent (2021: 25.44 million tonnes/2020: 24.77 million tonnes), whilst non-bulk goods (including ro-ro cargo and containers) climbed to roughly 13.87 million tonnes (+20 per cent/2020: 11.56 million tonnes). As regards this cargo segment, there was a significant

increase in the handling of forest products and containers. At the same time, cargo handling of new vehicles was down by 4 per cent and stood at 1.28 million (2020: 1.33 million). With 712,953 standard containers (TEU), the amount of cargo handled at the EUROGATE Container Terminal Wilhelmshaven has increased by 68.5 per cent. This was due, in particular, to the substantial rise in unscheduled ships arriving at the dock and the pandemic-driven provisional transfer of services from other ports in northern Europe. With 12.09 million tonnes of dry bulk cargo recorded in 2021, the quantity handled was similar to 2020 (12.13 million tonnes).



## Leschaco: new location in Peru

**BREMEN.** Leschaco, the global logistics service provider with its headquarters in Bremen, has expanded its operations in Latin America and **acquired Transantartic S.A.C. (TPL) on 1 February 2022.**

The freight forwarder based in Lima has been a member of the Leschaco Group's agency network for more than ten years and is now managed by Cecilia Batallanos (photo). According to Leschaco, strengthening the company-owned network of companies around the world is an integral part of their corporate strategy until 2030.



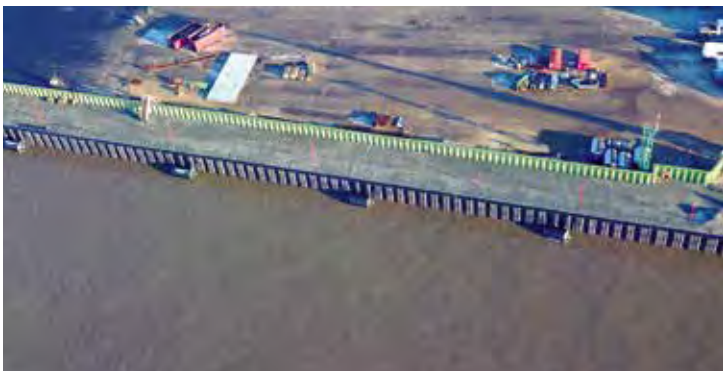
## In-house training boosts partnership

**WILHELMSHAVEN.** Since 1989, **Turbo-Technik has been the official representative of the Japanese Kemel Group in Germany** and provides shipping companies on its behalf with spare parts and related services. Turbo-Technik, based in Wilhelmshaven and a specialist for repairs of and conversions to merchant ships, has now expanded its service department and has taken on six young service technicians. These were trained in retrofitting and replacing shaft seals at the test premises in February by two Kemel experts that had been flown in from Japan especially.



## €66.7 million for structural change

**OLDENBURG.** Nports has been pursuing a strategy of proactive investment and the maintenance and repair of existing port facilities over the past few years. **In 2022, this port company intends to invest 21.7 million euros in building new port facilities.** A further 45 million euros is envisaged for the maintenance and repair of existing infrastructure. "Thanks to our sustainable port development pursued in recent years, our seaports on the North Sea coast now have the best conditions for actively shaping structural change," emphasised Nports CEO Holger Banik at this year's digital press conference of the Lower Saxony seaports on 21 February. This event was hosted jointly by Lower Saxony's Ministry of Economic Affairs, Employment, Transport and Digitalisation, Seaports of Lower Saxony and NPorts.



## New quay 66 completed

**BREMERHAVEN.** After only eighteen months of construction work, the new quay 66 was officially opened in January. During the ceremony, Dr Claudia Schilling, Bremen Senator for Science and Ports, praised the excellent collaboration between the port management company bremenports and the TAGU/Züblin consortium: "Everything was spot on. **There were no delays, from start to finish.** At the same time, the costs remained within budget". This was 17.7 million euros.



## Stephan Weil meets with port industries

**CUXHAVEN.** In February, the Lower Saxony Minister President Stephan Weil (SPD, 2nd from left) visited the Port of Cuxhaven to find out more about port industry concerns relating to the planned construction of three new deep-water berths. At the Blue Water BREB terminal, where in 2021 around 200 ships from overseas docked with 3,500 large components for wind farms, BREB Managing Partner Arne Ehlers (2nd from right) emphasised the significance of the Port of Cuxhaven as the second biggest hub for wind farm components in Europe, highlighting the opportunities for the future associated with this sector.



## Nordfrost extends network for frozen goods

**SCHORTENS.** In early February, Nordfrost completed the **expansion of its logistics centre in Barsinghausen.** The former refrigerated warehouse has now been turned into a modern and efficient transport hub with plenty of space for handling both frozen goods and fresh products. The company also trebled its deep-freeze capacity and now boasts 30,000 pallet bays. A photovoltaic system was also installed on the roof, covering an area of 6,000 square metres and an output of 750 kilowatt peak (kWp).

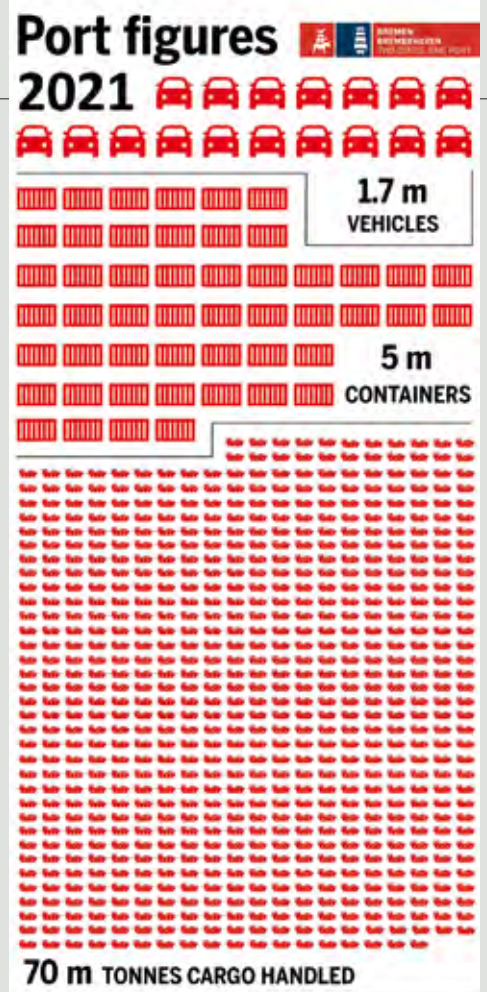
## COMPACT

**OLDENBURG.** The “New at Nports Day” and the “Apprentice Day” are firmly established events at NPorts for new colleagues from all sites. They all get to know each other during the event at the headquarters in Oldenburg as well as learn more about the company. Yet, the coronavirus pandemic has changed this. To ensure that these welcome events remained as safe as possible, both events took place online – including an introduction to the management board, informational session and on-screen relaxation exercises.

**BREMEN.** With a view to providing future-based solutions related to ecommerce and logistics, **L.I.T. AG and Creditreform intend to get the best from both worlds by hosting their first ever “Digital Commerce Summit Northwest”.** The one-day event will take place in the L.I.T. Logistics Centre at GVZ Bremen on 5 May. The aim is to provide wholesalers, persons in charge of medium-sized digital commerce companies and start-ups with a unique interactive platform to ask questions about structural change taking place in trading. Please also visit: [www.d-comm-summit.de](http://www.d-comm-summit.de)

## Rise in cargo trade at the Bremen Ports

**BREMEN/BREMERHAVEN.** The Ports of Bremen have managed to offset the decline in the cargo trade experienced in 2020 due to the pandemic. **In 2021, Bremen and Bremerhaven recorded a rise in sea freight to the tune of 69.7 million tonnes, a 4.8 per cent increase compared to the previous year.** Provisional annual figures for cargo handling in the city of Bremen in 2021 stood at 12.9 million tonnes (a 23.6 per cent rise) and 56.8 million tonnes (a 1.3 per cent rise) in Bremerhaven. Substantial increases were recorded in the handling of bulk goods: 9.7 million tonnes equates to a 12.5 per cent rise. In 2021, even general cargo handling was up by 3.7 per cent to 60 million tonnes. A positive trend was also recorded for container handling, which increased by around five million TEU (+5.2 per cent) and 51.6 million tonnes (+1.1 per cent) respectively. By contrast, vehicle handling in Bremerhaven was more or less on par (-0.8 per cent) with the previous year at a little over 1.7 million vehicles.



## Easier in future with Easy eComm

**OSNABRÜCK/MIAMI.** Hellmann Worldwide Logistics is responding to the global e-commerce boom and launched its latest product “Easy eComm Model” in February. According to the logistics service provider, this new product is a “cost-efficient and easy solution” aimed at making it easier for **companies around the world to access the US market.** “Easy eComm” processes orders online without the need for a logistics centre or ‘over-the-counter’ presence in the USA. It uses “Type 86” customs clearance, which allows the import of goods up to the value of 800 US dollars.

## Line electrification by the end of 2022

**WILHELMSHAVEN.** At the start of the year **Rail Power Systems,** a company based in Munich, was commissioned by JadeWeserPort **to carry out the operational planning and the electrification of a four-kilometre feeder section and the 16-track pre-routing group in the port.** The construction work for extending the infrastructure between Ölweiche junction and the port, at a cost of roughly seven million euros, will begin mid-year and is due to be completed by December 2022 – the same time as the electrification of German Rail’s main line from Oldenburg – Wilhelmshaven.





## Röhlig Logistics: best result on company record

**BREMEN.** Based on provisional company figures, Röhlig Logistics recorded the most successful business year in company history in 2021. “Our EBIT soared from 11.8 million to 61 million euros, meaning a **growth in EBIT of more than 400 per cent**,” stated Philip W. Herwig, Managing Partner at Röhlig Logistics in February. A few days later, the company announced a **collaboration with Lufthansa Cargo** regarding a climate protection project where the partners will be offering their clients CO<sub>2</sub>-neutral transport on four chosen freight routes.



## Double dock lock for “Mein Schiff 1”

**BREMERHAVEN.** Unusual help took place in Bremerhaven in late February/early March: **During a cruise to Oslo, the TUI Cruises’ “Mein Schiff 1” had to be towed into dock at the Kaiserhafen III**, as it was no longer possible to retract a stabiliser on the cruise ship’s starboard side. It was exceptional as not only did a so-called “dock lock” have to be carried out in order to get the 316-metre ship into the port, but the whole incident took place with passengers on board. A few days later, after the stabiliser had been repaired, the cruise ship headed back to the open sea – again by means of the dock lock. This procedure is necessary to allow ships that are longer than the actual lock to pass through. Both lock gates have to be open at the same time to let the ship pass through. This presumes that the water in the Weser and in the port are roughly at the same level. This is only possible during a very small time slot due to the tide.

## “Exploit port’s potential for energy transformation”

**BREMEN/BREMERHAVEN.** At the press conference in February to present the port’s annual figures, bremenports’ managing director Robert Howe looked back on an exciting and busy 2021: “There has been a wealth of unusual topics that challenged our team in more ways than one. I am exceedingly pleased that we can state: **bremenports ended 2021 successfully** (see cargo handling figures on previous page). Howe was also confident for the year ahead: “Thanks to numerous political decisions taken, our project list is long and varied.” Besides structural retrofits to the port infrastructure, new challenges need to be overcome. “Bremerhaven still has opportunities to play an active part in the energy transition and to benefit from it too. In this respect, we need to make the most of every opportunity, in order to exploit the port’s manifold potential.” According to the manager: “The Bremen Ports will make a positive contribution in overcoming the climate crisis”.



## Successful plastic waste research

**BREMERHAVEN.** In March, three **pupils at the Geschwister-Scholl school** in Bremerhaven – Danny Dolinski, Mohannad Sarha and Rebal Issa – picked up **first prize at “Jugend forscht” (youth researches), a regional competition for geo and space sciences**. They researched the topic of “pollution of the Bremerhaven harbour basin caused by micro- and macroplastics.” The trio not only used samples for their research that came from “Seabin”, a “trash-skimmer” project that has been running for a year, but also examined silt samples made available to them by bremenports.

# Cross-border

Two countries, numerous strengths: industry experts shed light on what distinguishes the Netherlands and Belgium – and what sets them apart from Germany. The topic of port cooperation automatically appears on the agenda.



PHOTOS: PIXABAY/TAMA86, STOCKPHOTO/BRICHIVAS



# competition

If you examine Europe from a maritime perspective, the Netherlands and Belgium are the first countries you think of. For Torsten Pauly, Director for Belgium, the Netherlands and Luxembourg at Germany Trade & Invest (GTAI), this is hardly surprising. “For centuries, both countries have been important logistics hubs for Europe, in general, and for Germany, in particular. In Rotterdam and Antwerp, they also have the continent’s two largest ports.”

In this context, the Dutch economy is primarily shaped by the service and industrial sectors. The country is also one of the largest agricultural exporters in the world and can demonstrate further success with fishing. In neighbouring Belgium, on the other hand, the refinery, chemical, pharmaceutical, automotive and heavy industries are the main pillars of the economy. “With these multifaceted key players behind them,” Pauly summarises, “both countries have extremely open economies with higher import and export ratios than Germany.”

According to GTAI, the Netherlands imported a total of 522 billion euros’ worth of goods in 2020 and exported 590 billion euros’ worth. However, it must be acknowledged that more than 40 per cent of exports are transit goods and are merely transported through the Netherlands to their destination countries. Germany’s share of Dutch imports in 2020 was 15.1 per cent, with an export share of as much as 23.4 per cent. Belgium’s foreign trade in 2020 comprised imports worth 348 billion euros and exports worth 370 billion euros, with Germany accounting for 13.8 per cent of all imports and 17.5 per cent of all exports. “Germany has traditionally been the most significant trading partner for both countries. Firstly, figures for 2020 demonstrate their economic strength, but, on the other, they show a downward trend compared to the previous year due to the pandemic-related recession and the disruption of global supply chains. Now that a very strong economic recovery has set in, both the Netherlands and Belgium expect significant regrowth in 2021 and 2022,” Pauly predicts.\* Conversely, both nations are also significant trade contacts for Germany – while the Netherlands is Germany’s second most significant foreign trade partner after China, the Belgians still manage to achieve eleventh place in this ranking. ■■■

\* When this statement was made, final trade figures for the Netherlands and Belgium were not yet available.



“Their geographical location in the centre of Europe is a strength for both countries.”

Torsten Pauly, Director for Belgium, the Netherlands and Luxembourg at Germany Trade & Invest (GTAI)

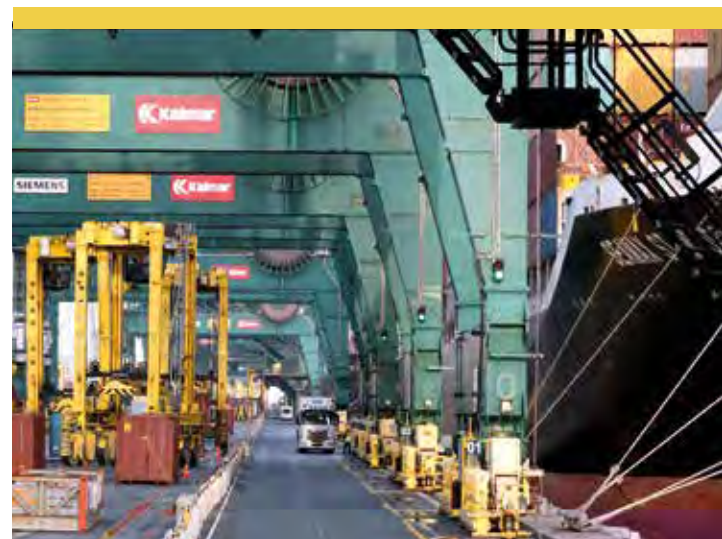
### Cross-border cybersecurity activities

As Germany’s only two Port Cyber Security Officers, Jan Schirmmacher and Jens Rohlandt have been responsible for cross-border cybersecurity cooperation since 2020. Schirmmacher works for bremenports in Bremen, as commissioned by the Senator for Science and Ports, and Rohlandt looks after Niedersachsen Ports and JadeWeserPort. “We meet four times a year with representatives from various international ports as part of the EU Maritime ISAC – the Information Sharing and Analysis Center,” explains Schirmmacher. “Among them are colleagues from Rotterdam, Antwerp, Le Havre and Hamburg.” Due to the Covid-19 pandemic, only video conference meetings have been possible so far. What was on the agenda at these meetings? “ISAC members support each other in exchanging knowledge and information about cybersecurity threats, so as to increase the European maritime sector’s cyber resilience. In addition, they commit to organising joint exercises to prepare themselves better for real-life situations,” Rohlandt explains, outlining key aspects of the cooperation. “Video conferences are adequate at the moment, but cooperation in the cybersecurity field is built on trust,” Schirmmacher clarifies, reflecting on the last two years. “This can often only develop through face-to-face meetings – if, in addition to the technical discussion, you can also sit together over dinner.” This is why a face-to-face meeting is planned for the autumn of this year, provided that the coronavirus plays ball. “The teams of 10 to 20 employees in Rotterdam and Antwerp are very well positioned in terms of cybersecurity,” Rohlandt says, complimenting his Dutch and Belgian colleagues ahead of the meeting. Furthermore, this issue had been addressed there earlier than in other countries. (bre)

“Their geographical location in the centre of Europe is a key strength for both countries. Rotterdam lies at the mouth of the Maas and Rhine respectively, and Antwerp on the Scheldt, 80km inland. This creates favourable conditions for all manner of logistics activities, which are additionally supported by both countries’ excellent infrastructure,” Pauly explains. “The German port that will certainly benefit most from this is Duisburg,” he adds. “As Europe’s largest inland port, it’s the perfect partner for the Dutch and Belgian seaports.” The situation is different for Hamburg, Bremen and the seaports of Lower Saxony, which have lost market share to Rotterdam and Antwerp in particular in recent years. During this time, the major ports in Belgium and the Netherlands have not only succeeded in generating additional cargo handling, but also in attracting local industrial production, thanks to targeted and continuous investor recruitment. “The Port of Antwerp, for example, is home to the largest chemical cluster in Europe,” Pauly concludes. “Rotterdam offers a great deal of petrochemicals, and the Flemish port of Ghent can boast an automotive plant and a steelworks. What’s more, unlike the German ports, Rotterdam and Antwerp have the competitive advantage of still having plenty of open space, so they can expand if necessary.”

### Different starting positions

In the course of the competition between the western ports in the Netherlands and Belgium, on one hand, and the northern ports in Germany, on the other, many are considering how each competitive situation can be improved. Among other things, port cooperation is being discussed. For example, the largest terminal operators in the northern German ports, HHLA and EUROGATE, are currently investigating whether the container terminals in Hamburg,



PHOTOS: PIXABAY/2427999/SAMIR\_ZEKA/HESSELISSER; GTAI-HILLING & VOSSBECK FOTOGRAFIE; EUROGATE; THORBEN HOFFMANN

Bremerhaven and Wilhelmshaven could be operated jointly in future, and how this might work. “The aim is to improve the overall attractiveness of the German seaports and to prevent shipowners from relocating liner services to Antwerp, Rotterdam or even Gdańsk,” explains Berthold Bose, head of the Hamburg regional district at the Verdi services trade union, to Welt am Sonntag. However, when asked by LOGISTICS PILOT, neither HHLA nor EUROGATE wished to comment on the current status of these exploratory discussions, “so as not to jeopardise their potential progress”.

“Port cooperation can be beneficial because size is an important competitive factor,” explains Mikkel E. Andersen, Managing Director of EUROGATE Container Terminals in Bremerhaven and Wilhelmshaven. “We have to remain productive and, above all, agile. The keywords here, besides hard work, are digitalisation and automation. ■■■

“Cooperation between ports can be beneficial.”

Mikkel E. Andersen, Managing Director of EUROGATE Container Terminals



## New record and merger anticipation

Traditionally, the first quarter is the period in which the ports present their net figures for the past calendar year. This time, Rotterdam and Antwerp again presented strong figures compared to the competition, proving that both ports were back at pre-pandemic levels in 2021.

Freight throughput in the Port of Rotterdam, for example, increased by 7.3 per cent to 468.7 million tonnes last year. Increases were recorded in all freight segments, with the exception of agribulk. Europe’s largest seaport even achieved a new record in container handling – 15.3 million TEU meant 6.6 per cent more than in 2020 and more boxes than ever before. The Port of Rotterdam was also able to increase significantly in the dry bulk segment in 2021, up by 23.4 per cent to a total of 78.7 million tonnes. The net handling figures for liquid bulk increased too, reaching 204.6 million tonnes – 6.6 per cent up on the previous year. In the breakbulk segment (ro-ro and other general cargo), Rotterdam recorded a 3.2 per cent rise to 30.9 million tonnes.

For comparison, total throughput in Antwerp, Europe’s second-largest seaport, was 240 million tonnes in 2021, 3.8 per cent higher than 2020. At 12.02 million TEU, container traffic was virtually on par with the previous year, and the port recorded a strong increase in the handling of conventional general cargo – up by 73.6 per cent to 11.5 million tonnes. There was a particularly dramatic rise in the handling of steel (up by 81 per cent on the previous year). The ro-ro sector grew by 13.9 per cent to 5.29 million tonnes. The dry bulk segment recorded an increase of 15.1 per cent to 13.3 million tonnes and the liquid bulk segment by 3.1 per cent to 71.2 million tonnes. This year’s main focus in Antwerp is the merger with the Port of Zeebrugge. The official go-ahead for this is due at the end of April. (bre)

Rotterdam and Antwerp are by far the largest ports in Europe in terms of containers handled. Among other things, their geographical location and good accessibility for many modes of transport – heavy goods vehicle, rail or water – speak in their favour.





“Politics give the ports there a higher status.”

Frank Dreeke, President of the Central Association of German Seaport Operators (ZDS)

■ ■ ■ If we don't increase the level of automation in our operations, we won't be able to remain competitive in the long term. In Rotterdam, several terminals already operate with a high degree of automation.” Andersen also indicated the different starting points between the western and northern ports. “The ports in the Netherlands and Belgium are considered nationally, not on a regional level. When it comes to the development in Rotterdam, for example, the Netherlands as a whole is behind it. Its importance for the economy means that port policy plays a central national role in both the Netherlands and Belgium. In Germany, conversely, ports are predominantly the responsibility of the individual states. This also means that the importance and development of German seaports isn't always a priority for all of them,” he adds.

### “Assertion” as an objective

Frank Dreeke, President of the Central Association of German Seaport Operators (ZDS), assesses the situation similarly, seeing a corresponding competitive advantage for Germany's neighbours. “Dutch and Belgian politics give the ports there a much higher status,” he explains. “Equally high recognition for the performance and importance of German ports would be extremely beneficial for Germany as a logistics location.” However, Dreeke is confident that German seaports will be able to hold their own in competition with their neighbours. “Invest more money more quickly in the transport and communications infrastructure, review the state aid and antitrust legislation that burden European port operations and make transport route costs competitive.” He adds that retrofitting port equipment to be more environmentally friendly and supporting the transition to new energy sources as cargo and fuel are equally important. “Any entrepreneurial action must be geared towards prevailing over the competition,” he explains when asked about possible cooperative ventures, also those beyond the borders of Germany's individual states.

## Interplay of several factors

For Röhlig Logistics, which provides sea freight, airfreight and contract logistics services in more than 30 countries, it is not only the perfect geographical location of the Netherlands and Belgium that is decisive for their special position. “Dutch inland infrastructure has developed strongly in recent years, which creates enormous opportunities for all modes of transport – rail, inland waterway and heavy goods vehicle – when transporting containers to Germany and Eastern Europe. Plus, compared to other large EU ports, congestion or strikes rarely occur there,” explains Gary Pryke, Regional CEO at Röhlig Logistics for Northern Europe, when summarising the locations’ advantages. Moreover, the Netherlands has special VAT laws that allow importers not based in the country to defer their VAT payment, instead of paying the amount due on import. “For Belgium,” adds Pryke, “the Port of Antwerp offers a fast and sustainable connection to the entire European hinterland thanks to its central location. Around 60 per cent of the EU’s purchasing power is within a 500 km radius of there.” In addition, the port has a high handling productivity rate and has increased its attractiveness for large container ships by deepening the fairway in the Westerschelde.

Röhlig Logistics entered the Belgian market in 1964, although its core business there has shifted from steel exports to the transport of Freight All Kinds (FAK) and breakbulk over the years. The Bremen-based company has been present in the Netherlands since 1983. From consumer goods to clothing and fashion to automobiles and seeds, almost all goods are transported to and from the EU by sea and air. “To a significant degree, the future of our industry will depend on the extent to which digital solutions can be implemented for added value to the customer and how companies succeed in investing in the training and further education of their own staff in the wake of the current shortage of skilled workers,” Pryke clarifies, looking ahead. “After all, these are our greatest assets for the future – and not only in Germany, the Netherlands and Belgium.” (bre)

“Dutch inland infrastructure has developed strongly in recent years.”

Gary Pryke, Regional CEO  
at Röhlig Logistics for Northern Europe



# More differences than similarities



There are three key success factors for a business trip in the Netherlands and Belgium – some respect, history and English. It is equally important to differentiate and to remember there is no umbrella approach to the Dutch or Belgians.

Which language should I speak in Belgium and the Netherlands to be successful in business? The answer to this question alone shows the difference between the two Benelux countries, which we group together for simplicity all too often. “When in the Netherlands, initiate all interactions in English – even if there are some German speakers present. But please don’t assume English is a given,” advises Yvonne Brockhaus, who is an intercultural consultant for international management cultural awareness (IMB) in Tübingen, Germany. And she knows what she’s talking about. Incidentally, Brockhaus grew up in the German-Dutch-Belgian border region, studied psychology with Dutch-Belgium studies in Amsterdam and worked for four years in The Hague as a recruitment consultant at the German-Dutch Chamber of Commerce. “With Belgium, it’s more complicated. On the coast it is wise to speak English,

whereas in Wallonia and around Brussels, French is the way to go. There are East Belgians whose native language is German,” says Brockhaus.

The HR professional, with 15 years of professional experience in five countries, also goes on to emphasise that there are more differences than similarities between the two nations. People identify locally more than nationally there. “People are more likely to call themselves Limburg-natives than Dutch; or Flemish rather than Belgians,” she explains. This also has an impact on the negotiating culture. “In Belgium, you will mostly encounter polite and reserved business partners who place more emphasis on long-term relations than on closing a transaction swiftly. Business partners in the Netherlands, on the other hand, often show their well-informed, hard-negotiating side after the first introductory ‘kopje koffie’. It’s here the country’s successes as a great shipping and trading





nation for many centuries come to the fore,” explains Brockhaus. It is not only against this historical backdrop that she recommends all Germans should hold their Dutch business partners in high regard. Brockhaus also has equal respect for the Belgians. They are hidden champions, boasting one of the highest productivity rates in Europe, amongst other successes. “The most fruitful way you can do business as a big country is to avoid underestimating your smaller neighbours! Before your visit, take a look at the general history of both nations and Google keywords such as “VOC, The Netherlands”, “The Golden Age” or “Bruges”, for example,” she suggests.

### Assimilation plays a big role

Regarding the issue of appropriate business wear, it is also necessary to differentiate. In Wallonia, suit and smart wear are still popular, whilst Dutch and Flemish people often dress more casually: “Jeans and a T-shirt are commonplace, sometimes with a jacket, so it’s no surprise that I haven’t seen a tie worn there for years,” says Brockhaus. The same applies for addressing others formally/informally – something which is typically relaxed in the country of windmills, whilst only gradually for its southern neighbour. One thing that unites both countries is the fact that they place less emphasis on

titles and hierarchies than is the case in Germany. “The polder mentality is more integral to our ethos than theirs, which also means that it’s best leaving your doctor title out when introducing yourself,” Brockhaus suggests. Another tip from the expert: “Discreetly ask your business partners which gift or souvenir from Germany would be positively received. Because assimilation plays a big role in both Belgium and the Netherlands”. Inviting people to eat together is a good idea, as representatives of both nationalities like to be well fed. What’s more, sharing a meal will strengthen a personal connection.

### The Netherlands, not Holland!

The two world wars, criticism of the royal family or the health system and the differences between the Flemish and the Walloons are sensitive issues which we may be aware of, but should not be addressed. Football can also unexpectedly ruffle a few feathers, according to Brockhaus. “As a child, I witnessed the German-Dutch football rivalry first-hand, which arguably peaked when the spitting incident occurred at the 1990 World Cup. Even today, there is still tension over the matter on both sides. The opposite is true for Belgians. Despite being at the top of the FIFA football world rankings, like almost everything, they sweep this under the carpet with great modesty”. One of the most common faux pas Germans commit, according to her experience, is to talk about Holland instead of the Netherlands. “The country is officially called the Kingdom of the Netherlands and consists of twelve provinces – two of which are North Holland and South Holland. For some Dutch people, this mix-up would be similar to a North German being labelled a Bavarian or Swabian,” explains Brockhaus with a wink. (bre)

“Big countries – don’t underestimate smaller neighbours!”

Yvonne Brockhaus, Intercultural Consultant for International Management Cultural Awareness (IMB)





# A storm ahead for smugglers

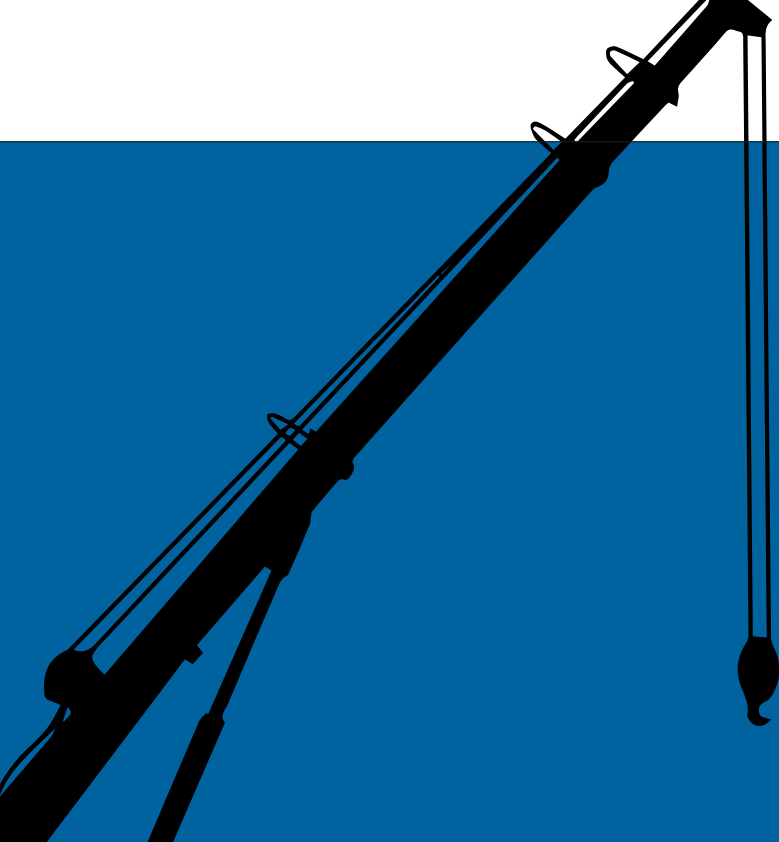
Large European ports receive the widest range of shipped goods in containers, which are subsequently transported inland in Germany or other EU countries. However, it is not just goods like tablets, frozen pizza, jeans, auto parts and machine tools that are shipped. “The increase in the flow of goods to Europe has brought an increase in illegal goods being imported by sea. Drug smuggling is a particularly significant concern here,” says Yvonne Schamber, spokeswoman of the German Customs Administration.

A flexible and cooperative system for the exchange of cross-border information was introduced over 30 years ago to prevent and combat smuggling by sea: the international maritime information system (MAR-INFO). This is divided into the two regional (south and north) water areas MAR-INFO-SÜD and MAR-INFO-NORD, with the latter being chaired by the Customs Investigation Bureau. Through this group, numerous EU countries, including Belgium and the Netherlands, and also some non-member countries, exchange views on current developments in the fight against international drug crime. The rapid international exchange of information provided by around 20 customs liaison officers in the form of administrative and legal assistance is coordinated within the Customs Investigation Bureau here in Germany. “Their

work and coordination with colleagues, especially those in the neighbouring European countries, is indispensable for the cross-border fight against drug-related crime and for the support of the authorities involved,” the custom expert states. This international exchange of experience not only brings operational benefits and important insights into new developments, but also fosters the development of joint strategies and tight controls.

## Focus on: Rotterdam, Amsterdam and Hamburg

As they see it, all ports in Europe are possible entry points for drug smuggling: “However, due to their size and the high level of container handling, the seaports of Rotterdam and Antwerp, but also Hamburg are key locations for perpetrators.” This



Often, perpetrators will illegally load bags filled with cocaine by the container door, just before it is closed. They then quickly unload them at the destination port to smuggle them past customs unnoticed. Experts term this as the rip-on/rip-off method.

fact has been recognised by customs, and its measures aligned accordingly – with success. In February 2021, more than 16 tonnes of cocaine were seized in the Port of Hamburg, based on the risk analysis of several European customs authorities. This was the largest amount of cocaine seized in Europe to date. Only a few days later, there was another investigative win by the MAR-INFO-NORD Customs Investigation Bureau, with 7,200 kilograms of cocaine being seized in the port of Antwerp.

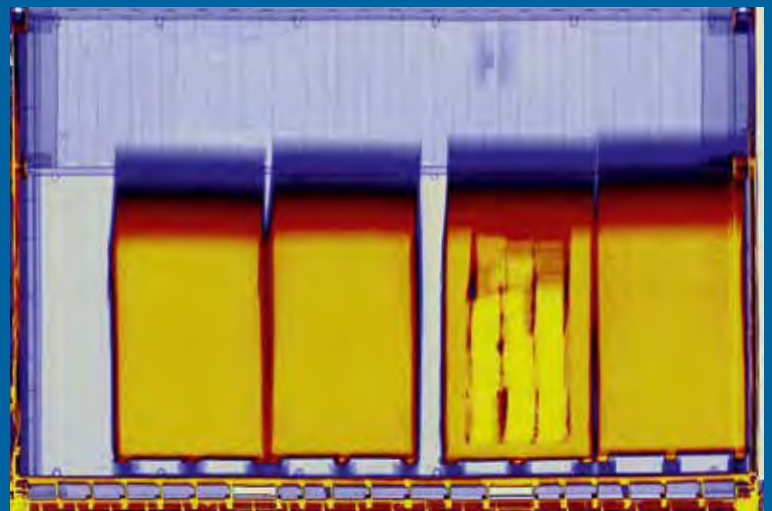
## Cocaine bust in Bremerhaven

Bremerhaven has also been afflicted by criminal forces. Last year, criminals attempted to smuggle 328 kilograms of cocaine past authorities in a container loaded with scrap steel from the Brazilian Santos – without success. The load was discovered and seized by customs. In addition, the Danish police, together with German customs, managed to arrest nine people for attempted drug smuggling as part of a criminal follow-up. The perpetrators firmly believed that the cocaine had not been detected in Bremerhaven and had therefore attempted to remove the goods from the container in Copenhagen. The box had been shipped there after being trans-shipped in Bremerhaven.

“These examples show how important cross-border cooperation is – and, above all, that it works well. Smugglers should therefore expect a storm ahead,” Schamber states, sending a clear signal. And with good reason. Further structures for international cooperation are currently being pushed, in which German customs want to cooperate even more closely with the supranational bodies of Interpol, Europol, the World Customs Organization and the EU Commission. (bre)



With a mobile X-ray system, customs can scan containers at terminals for different goods which the criminal believes are out of sight. This is not limited to drugs.



This is what it looks like when the terminal mobile X-ray system detects cocaine in the container.

# Exploring deep-sea treasures

Deep-sea mining is new territory for both partners, but their expertise complements each other perfectly. Bremen-based shipping group Harren & Partner is providing ships required for the Seabed Mineral Services joint venture, founded in 2021, while Bauer Maschinen from Bavaria is providing technical knowledge.

Sulphides are chemical compounds of sulphur and metal. Massive sulphides, such as iron sulphide (pyrite), copper sulphide (chalcopyrite) and zinc sulphide (sphalerite) sometimes occur, as do sulphides of other metals such as gold and silver. The relatively high content of precious metals in particular makes these massive sulphides interesting for marine mining. Source: [www.worldoceanreview.com](http://www.worldoceanreview.com)

When the first 'black smokers' were found in 1979, nobody even considered their raw materials. Yet, when massive sulphide deposits with a partially very high concentration of valuable metals such as copper, zinc, gold and silver were detected at the edge of these deep-sea sources, interest in them was piqued. As the technical effort and costs of mining these raw materials are very high, doing so was not deemed economical for many years.

This could now change. The energy transition and the associated decarbonisation will increase future demand for metallic raw materials significantly. Alongside this, raw materials are becoming more and more expensive, making cost-intensive mining economically worthwhile. Mining raw materials on land, such as copper in Chile, cobalt in the Congo and rare earths in China, is also coming under increased scrutiny in terms of environmental impact, working conditions and, not least, geopolitics. All this leads to an increasing interest in marine raw material deposits.



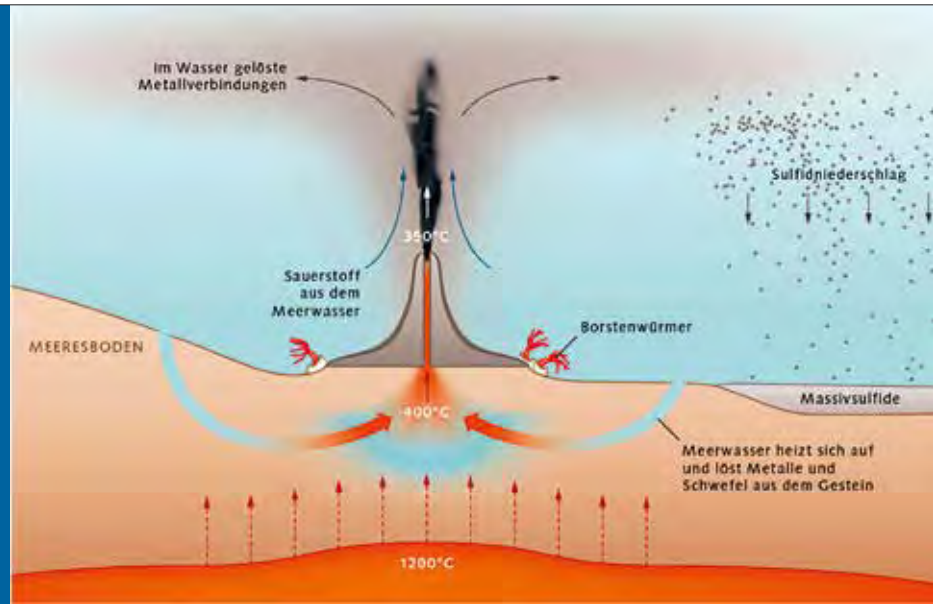
Heiko Felderhoff, Managing Director of the Harren & Partner Group and of Seabed Mineral Services

## Strict regulation on exploring and mining marine raw materials

However, it has been forbidden for a country to explore and mine them outside its own territorial waters since the adoption of the United Nations Convention on the Law of the Sea (UNCLOS) in 1982. Since then, the deep seabed outside national territories and the mineral resources within have been considered the "common heritage of mankind". Exploration and mining may only take place here once prior authorisation has been granted by the International Seabed Authority (ISA). Each country is responsible for its own area.

Once a licence has been granted, however, the area in question must be explored within 15 years. If it is not, the authorisation expires. "This has now created a certain amount of pressure to carry out explorations," reports Leonhard Weixler, head of the Diaphragm Wall Equipment division at Bauer Maschinen in the Bavarian town of Schrobenhausen.

The mechanical engineer had long been interested in deep-sea mining. Then, in 2014, when he met Heiko Felderhoff, Managing Director of the Bremerhaven-based Harren & Partner Group at the meeting at which the Deep Sea Mining Alliance in Hamburg was founded, it quickly became clear that their expertise, and that of their two companies, complemented each other perfectly. After all, suitable ships and civil engineering machinery, alongside the corresponding maritime and technical expertise, are basic prerequisites for deep-sea mining. Both companies are also already experienced in offshore business.



“Smokers” are formed in magmatically active ocean regions. Water seeps through cracks in the seabed several thousand metres deep underground. Near magma chambers, it heats up to around 400°C and dissolves minerals from the rock. Its low density causes it to rise and shoot back into the sea via the smokers. The reaction with the cold seawater forms mineral particles that are deposited in the chimneys of the smokers or on the seabed. Source: [www.worldoceanreview.com](http://www.worldoceanreview.com)

## Only about 200 massive sulphide deposits discovered so far

In August 2021, the Harren & Partner Group and Bauer Maschinen founded the Seabed Mineral Services joint venture, in which Felderhoff and Weixler act jointly as managing directors. With this new company, they initially want to provide services in exploring massive sulphides. In view of the approximately 90,000km-long crater rims on the continental plates, in which deposits are found every 10 to 50km or so, only about 200 have been discovered, so exploring them is already quite a task. “We leave the mining to other people, for now we’re concentrating on the samples,” says Weixler.

On the equipment side, the joint venture is already well positioned. “We have ships with dynamic positioning, i.e. those that can hold their position without anchoring or mooring,” Felderhoff explains. Furthermore, some additional equipment such as ROVs (Remotely Operated Vehicles) is still needed, and the construction machines still have to be made suitable for deep-sea use.

## Joint venture: importance of sustainability

The massive sulphides at depths of 2,000 to 6,000m will be extracted using the ‘vertical approach’. “This is a tried-and-tested method in special deep mining, in which only one ‘tool’ is used for extracting materials,” Weixler explains. “The soil doesn’t then have to be crushed for transport to the

Leonhard Weixler,  
Head of the Diaphragm  
Wall Equipment division  
at Bauer Maschinen  
and Managing Director  
of Seabed Mineral Services



ship.” The raw material is extracted like this with minimal environmental impact, he adds. “We’re currently holding detailed talks with Jacobs University Bremen on how this is achieved as sustainably as possible,” Felderhoff emphasises.

The joint venture’s potential clientele includes licensees – usually countries or mining groups. “About 10 to 15 samples measuring about seven metres and weighing about 100 tonnes are then taken from the licensed area on their behalf,” Weixler tells us. “The material is then analysed and the data given to the client so that they have a clear picture of the quality and composition.” An initial contract with a client for drilling in their national territory is currently being negotiated. “We aim to sign the contract in May,” says Felderhoff. “We then want to start using the technology from Bremen in late 2022.” (cb)

## FACTS

### Seabed Mineral Services

Joint venture of Bremen-based Harren & Partner and Bavarian mechanical engineering company Bauer Maschinen

**Established:** August 2021

**Headquarters:** Schrobenhausen, Bavaria

**Area of business:** Detecting marine raw materials

More information:  
[www.harren-partner.de](http://www.harren-partner.de)  
[www.bauer.de](http://www.bauer.de)  
[www.maritime-technik.de/en-gb/home](http://www.maritime-technik.de/en-gb/home)  
[www.deepsea-mining-alliance.com/en-gb/home](http://www.deepsea-mining-alliance.com/en-gb/home)

# Knowledge gain guaranteed



No, AMISIA has nothing to do with amnesia. Rather, the term stands for “Advanced Port Maintenance: Intelligent, Sustainable, Innovative and Automated Dredging”, a new research project to develop a highly automated dredger.

To ensure smooth shipping traffic, the 67m-long hopper dredger called “Anna” regularly carries out maintenance work in the Port of Emden on behalf of NPorts. The siltation prevention procedure the ship has been using for many years in the tidal port is called ‘recirculation’. This process passively brings the silt into contact with atmospheric oxygen, which stimulates the microbacterial processes that keep it in suspension. In this way, we can delay the material settling on the bottom, which ensures that ships can pass through the port at all times. Another advantage is that, since 2002, this has eliminated the need for extraction dredging and subsequent dumping or land disposal.

## Use of digital navigation

The maintenance experience gained at the Port of Emden and the recirculation process is now to be transferred to the design of an autonomous dredger as part of the IHATEC-funded research project AMISIA. “We aim to make sediment management in the Port of Emden both more environmentally friendly and more productive by using digital navigation and automated systems. In doing so, we are starting with an absolutely open-ended approach,” explains Martina Ritter, Project Manager at NPorts and responsible for administrative project management at AMISIA, outlining the task. “Our considerations are based on the assumption that we already have almost all the necessary technologies, we just need to combine them in the best possible way,” adds Matthias Steidel,

Research Associate at the German Aerospace Center (DLR) in the Institute of Systems Engineering for Future Mobility.

## Three automation stages

Three automation stages are to be developed and field-tested before the end of the three-year AMISIA project period in September 2024. Stage one, in which the ship is navigated from on board, precedes stage two, in which the ship is steered from shore. In these phases, a person remains on board at all times to intervene if a problem occurs. In stage three, the ship will be automated to such an extent that it can react independently to any problems that arise. Each stage will be examined to see the extent to which the procedure being tested is best suited for use at the Port of Emden. A special research vessel will be used for testing and simulating these three automation stages.

“A central element in this automation process will be remote control,” explains Steidel. In addition, assistance systems will take over most navigational tasks, while experienced shore-based navigators with monitoring and remote control capabilities will take the safety aspect into account. The research vessel to be used for the test runs already has the necessary technology, such as collision avoidance sensors and path guidance systems. “At the end of this process, we could envisage a ship that carries out dredging largely automatically, controlling the distance to quay walls and other objects in the same way as vehicles in the automotive

industry already do,” says Steidel. Indeed, he has technologies such as LIDAR in mind and believes this method of measuring distance and speed can be used to detect objects on the roadway, such as obstacles or vehicles ahead, as a supplement to radar, even under difficult environmental conditions. “An important aspect in this project for us is to make the automation safe and reliable. This is why we’re also developing methods that will be verified using simulations and in field tests with research vessels,” Steidel emphasises.

### Energy demand put to the test

In addition, the AMISIA concept envisages alternative ship propulsion methods so as to be able to make maintaining the floating dredger less CO<sub>2</sub>-intensive in the future. “The project team is analysing the range of propulsion alternatives without bias,” explains Ritter. “It stretches from green gases to methanol to hybrid solutions of combustion engine and battery power, but they’re also considering an all-electric drive,” she adds. Extensive tests are still necessary to formalise these ideas, however. This should show how high the actual energy demand of an autonomous ship of this kind must be.

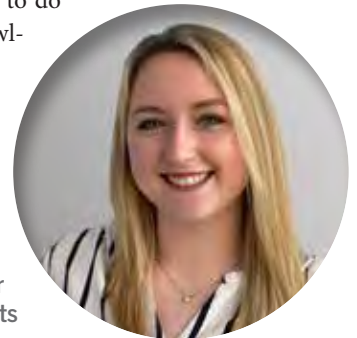
The AMISIA grant is for 3.23 million euros, of which 78 per cent is funded by the Federal Ministry of Transport and

Digital Infrastructure (BMVI) via IHATEC funding programme. TÜV Rheinland Consulting is sponsoring the project. NPorts is working with two affiliated partners on the project. Among other things, the DLR is creating a concept for automating the dredger, while Mareval is taking on the shipbuilding design and the concept for automating the recirculation.

The project will result in a combination of a working vessel and future-proof operational concept that “provides insights that can also be used beyond the Port of Emden.” At least, that is how NPorts Managing Director Holger Banik put it at the start of the project in September last year. This would be another step towards sustainable port maintenance, which would also show that AMISIA has nothing to do with memory loss, but much more with gaining knowledge. (bre)



Matthias Steidel, Research Associate at the German Aerospace Center (DLR)



Martina Ritter, Project Manager at NPorts

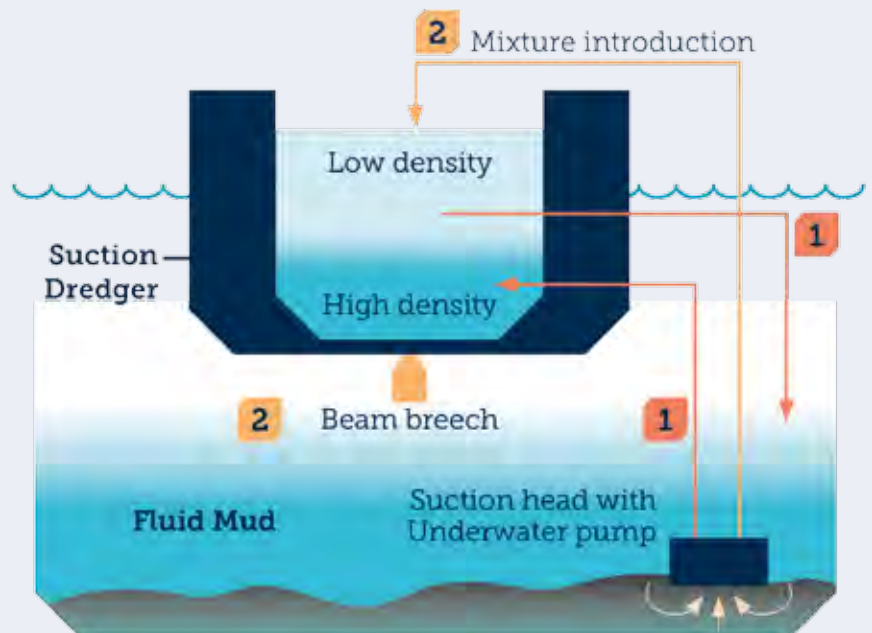
## Recirculation process

In the recirculation process, fluid mud is mixed with atmospheric oxygen in the hold of a dredger. This continuously maintains oxygen-rich conditions required by the bacteria in the fluid mud to produce slime. This slime production, in turn, maintains the soft consistency of the fluid mud. The process ensures that the sediment does not settle to the ground, but remains suspended so that ships can pass through it at all times.

1: The pump pushes material into the bottom of the hold area (high concentration area), output is via an overflow (low concentration area).

OR

2: The pump pushes material into the upper hold area, output is dosed via a bar closure or flaps in the hull of the ship.



# The anchor in the Port of Emden



Christoph Kolter has been port captain of the Port of Emden since last April and thus the central point of contact for shipping companies, customers and service providers in Germany's universal port in the far west.

**W**hen port captain Christoph Kolter introduces people to the Port of Emden, people sometimes comment on the surprisingly large size of the area. And with good reason. Combining the non-tidal inland port, which has been built up over the years, and the modern outer port, it comes to a respectable 1,163 hectares. This makes Emden Germany's third largest seaport – making the new port captain quietly proud. After all, since June last year, Kolter and his 35-person-strong team have been responsible for ensuring that everything runs smoothly in the port on the north shore of the Ems.

In fact, this is not the only role that the 46-year-old has, but actually one of three. For example, as port captain he runs the port office in Emden, where he and his team at NPorts manage shipping traffic, assign berths, operate locks and are responsible for the settlement of port charges, amongst other duties. In addition, Kolter performs the tasks of the

port authority in Emden on behalf of the Lower Saxony Ministry of Economy, Employment, Transport and Digitalisation. Administrative duties include, but are not limited to, port and shipping security, port and port facility security, proper ship waste management under the International Convention for the Prevention of Pollution from Ships (MARPOL), and the transport of dangerous goods within the port. Moreover, Kolter, who comes from Emmerich am Rhein, is also head of the local port security authority – not just for Emden, but also for Leer and Papenburg.

## Hazard protection in port and shipping activities

An important area of responsibility is general hazard protection. Officialse that seems abstract to most is not only highly relevant but often also highly challenging in the daily work of the



port captain: “I consider whether port authority permits should be issued, for example, if deep-sea ships are to be unloaded against the tide,” said Kolter. In strong winds when large ro-ro ships enter the port like the “Malacca Highway”, belonging to the Japanese shipping company K-Line with space for 1,811 vehicles, the service’s navigator will check whether entry or exit could become critical due to the large sailing area of such car carriers. “Normally, the captains pay attention to this themselves, but we prefer to play safe.”

Another example is getting particularly large ships and other vessels through locks, like a pontoon we had some time ago. It was designed to transport a 43-metre-wide lattice structure for fish farming in a Norwegian aquafarm from the inland port through the lock to the outer port, though the lock width was only 40 metres. If you consider the safety clearance space required and the width of the fenders, the passage width is even less than this. But by transporting the construction on the pontoon and avoiding the quay, we made it work.

Before Kolter gives the necessary approval, he carefully runs through the processes with all those involved. “In this case, I got advice from a senior of the pilots association, agreed with the responsible engineers of the company and then formulated the conditions,” said Kolter. Specifically, this meant the company had to firstly run through the process in the simulator and the tugboat crew subsequently received advice from the navigators. “It was so tight, we even had to dismantle warning boards and fence installations,” recalls the port captain. “In the end, everything worked out well.”

## Port security

It was recently very clear just how diverse Kolter’s area of responsibility is, and what falls under the territory of security. “In one instance, a protest march was due to pass over a lock,” reports Kolter. “However, we are faced with a nautical problem when a ship is incoming and cannot enter because the lock gate cannot be opened. Depending on the wind, the ship may not be able to stop.” The decision to authorise the route is therefore also taken by the port captain and the harbour police.

These examples show how varied the job of the port captain is: “Every day is different and brings new issues, so you have to be careful that you are able to keep on top of things,” states Kolter. Routine and standardised processes help here. In the morning, Kolter and his deputy Christof Lingelbach are usually told about overnight events by the watchkeepers. After that, emails have to be checked and ■■■

Emden is well diversified as a universal port: it is not only one of the most important European ro-ro ports (top), but diverse goods from forestry products, to liquid chalk, minerals, magnesium chloride, liquid fertilizer and project cargo are handled here. The historic gantry crane of the Nordseewerke (bottom) is one of the city’s landmarks.





The port captain's work involves a lot of coordination from his desk. But Kolter can always see the Port of Emden from his office.

FACTS

**Port office Emden**

**Duty:** Port management

**Port captain:** Christoph Kolter

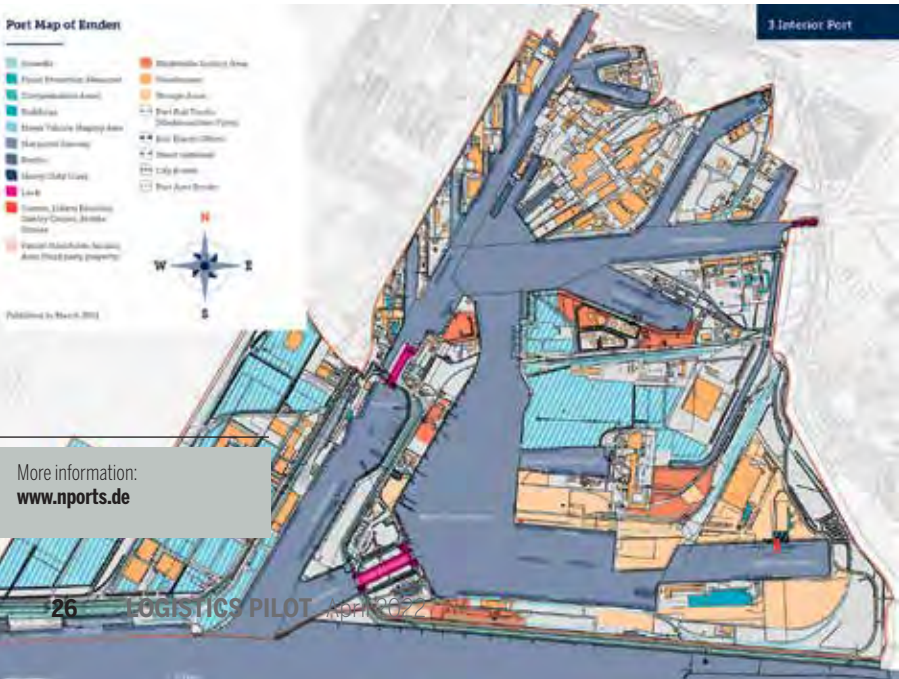
**Employees:** 35

the day-to-day schedule and upcoming dates discussed and agreed upon between the port captain and his deputy. If both colleagues are on duty, there is a clear distribution of tasks: "My deputy takes care of the port authority permits and is more involved at personnel-level, and he handles internal issues. I look after the scheduling of external appointments with everyone who is based in the port," explains Kolter. "But basically we both do the same work and represent the port." That is why it was not a big change for him when, last year, he officially took over the port office in Emden

after seven years as deputy port captain in Emden and Cuxhaven.

The job of port captain is not only influenced by his work with his colleague and the team, but also with a wide range of authorities such as the harbour police. Amongst other things, he also acts as a law enforcement authority for administrative offences in the case of accidents. To authorise the use of LNG, which is possible from truck to ship as well as from ship to ship, requirements were drawn up in collaboration with the trade supervisory board, the police, the fire brigade and a bunker company in Emden. But there are also IT interfaces, such as those to program the app allowing inland waterway users in Emden to check in by phone. Regarding shore power, NPorts has just enquired about all possible berths in Emden with Kolter.

Whether it is a matter of nautical issues, coordination with authorities or the correct handling of people and personnel – Kolter, who comes from a family of public officials, is equipped to tackle these requirements thanks to his studies in ship logistics at the University of Applied Sciences Emden/Leer as well as from his long-term professional experience as a naval officer and captain in commercial shipping on board cargo, multi-purpose and container ships. And he can even give a tour of the Port of Emden to visitors and shipping experts in Tagalog, the most widely used language in the Philippines, thanks to close personal connections. (cb)



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

# 2022

## April



## GERMAN PORTS

- 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

## 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
- 5. 5. 2022** ■ **Digital Commerce Summit Northwest**  
www.d-comm-summit.de  
Bremen, Germany
- 10. 5. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany
- 17. – 19. 5. 2022** ■ **Breakbulk Europe**  
www.europe.breakbulk.com  
Rotterdam, Netherlands
- 18. – 19. 5. 2022** ■ **Real Estate Arena**  
www.real-estate-arena.com  
Hanover, Germany

## June

- 22. 6. 2022** ■ **Joint Reception**  
**held by Hamburg, Lower Saxony and Bremen**  
Berlin, 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.

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

COMPACT



**HAMBURG.**  
Since February, **Rasmus Stute** has been the new Area

Manager for Germany with the classification society DNV. The naval engineer took over the position from Jörg Langkabel, who has since focussed his activities at DNV on the Business Development division in Germany. Stute was previously employed as the director of the 'Containership Excellence Center' (CEC) in Hamburg.



**BREMEN.**  
**Claudia Drewes** was appointed Global Program Director at Röhlig

Logistics in early March. The strategy expert is now in charge of the logistics company's global programme management. She is currently focussing on the implementation of the Blue Star growth programme that she is advancing together with the global business units and country management teams. Drewes succeeded Conrad Franchi who, in turn, has become the company's Chief Digital Officer. Ms Drewes joined Röhlig Logistics in August 2021. She had previously worked for the BMW Group for 17 years in strategic planning and distribution logistics.

## Müller intends to promote climate-neutral shipping

**BERLIN.** **Claudia Müller** (The Greens) was appointed as the federal government's coordinator for the maritime industry early in the year. In this role, which she took over from CDU politician Norbert Brackmann, she intends to promote the development of climate-neutral shipping, among other things. "We need to gear our attention towards climate-neutral engines, both in Germany and, wherever possible, in Europe too, thereby creating a more viable location for shipyards in Europe in the future," stated Müller to the German Press Agency. Shipping has now entered a decisive turning point, and the success or failure will be determined by technology in the years to come. A mandatory target has been set to cut current greenhouse gas emissions by half by 2050. According to Müller, this would not only entail building new ships, even the existing fleet would need to be retrofitted with more climate-friendly systems. This politician from the Greens, who entered German parliament (Bundestag) for the first time in 2017, has acquired extensive expertise in maritime and inland waterway issues as well as SMEs. During the 19th legislative period, she was a member of the parliamentary group for inland waterway transport and the economic committee as well as deputy chairperson of the transport committee.



## Combi Lift relies on Hilpert's expertise

**BREMEN.** Combi Lift, an expert in project logistics and in transporting heavy goods, strengthened its management team early in 2022 by appointing **Klaus Hilpert** as managing director and company spokesman. Martin Harren, CEO and owner of the Harren & Partner Group, (Combi Lift is a member) said that Hilpert's expertise and long-term experience in project forwarding will drive the further expansion of the logistics brand. Hilpert was previously Executive Vice President for Deugro, a project logistics company.



## Dreeke head of BLG until late 2024

**BREMEN.** Frank Dreeke was reappointed chairman of the board of the "Bremer Lagerhaus-Gesellschaft" by the supervisory board in late February. The decision to extend his contract until the end of 2024 was made unanimously. Dreeke has been a board member of BLG LOGISTICS GROUP since January 2013, and took over as chairman in June 2013. "I wish to thank everyone for your trust in me and look forward to working together with a strong team to further develop BLG over the coming years," said Dreeke.



## Next generation takes over at Lott

**BREMEN.** In early March, a long expected generation change took place in marine hull insurance at Lampe & Schwartz Marine Underwriting, an insurance intermediary. **Michael Lott**, who retired after more than 46 years of service, was succeeded by Louis Ravens as Head of Marine Hull. Ravens' appointment signifies both a generational change as well as continuity. Ravens has worked for the company for the past 12 years and has in-depth experience in marine hull insurance.

PHOTOS: BMWK-PRESSEFOTO-MUELLER, EUROGATE, COMBI-LIFT, LEMAN, DUISPORT, LOUIS RAVENS, LAMPE UND SCHWARTZE MARINE UNDERWRITING, DNV AS 2021, BLG LOGISTICS, RÖHLIG LOGISTICS

## Krøyer returns to K+N

**SCHINDELLEGI.** On 1 February, Kühne + Nagel (K+N) announced that **Thomas Krøyer** is the new country manager in the Netherlands. Krøyer took over from Diederick de Vroet, who left the company on 31 January by mutual agreement. Krøyer was at the Swiss logistics company from 2007 to 2014, initially for 'Road and Rail', and subsequently as the general manager for K+N Luxembourg. He then headed the Danish freight forwarding and logistics company Leman for seven years.



## Duisport strengthens board

**DUISBURG.** Besides Markus Bangen (left) and Thomas Schlipköther, **Dr Carsten Hinne** (right) also joined the board of Duisport in 2022. The 46-year-old came from Deutsche Bahn, where he spent two decades in various positions, most recently as Senior Vice President of DB Cargo AG. According to Duisport, he will be responsible mainly for the international network. Duisburger Hafen AG is the owner and management company of the Port of Duisburg.



## Stelten is new boss at CTH

**HAMBURG.** In March, **Johannes Stelten** was appointed as managing director of EUROGATE Container Terminal Hamburg (CTH). The 57-year-old succeeded Tom Eckelmann who, according to the company, is now focussing on new responsibilities at Eurokai and the EUROGATE Group. "Johannes Stelten is a very experienced manager and has successfully mastered numerous executive roles in the EUROGATE Group," stated Michael Blach, chair of the Group board, commenting on the change at the helm.

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EDITION  
JUNE  
2022

## Focus on: United Kingdom

Following the referendum held in 2016, the citizens of the United Kingdom voted in favour of leaving the European Union. Since then, Brexit, which finally took place on 31 January 2020, has dominated virtually all economic and logistics activities in trade with the British Isles. We examine the consequences – and possible solutions.

## Point of View

**Claas Mauritz Brons, board member of Emden Hafenförderungsgesellschaft and Managing Director of the Brons Group,** on the topic of the United Kingdom

“ Trade with Great Britain plays a core role for Germany and thus also for the ports. Prior to Brexit, the United Kingdom ranked fifth in German exports – it now ranks eighth. According to the ifo Institute, imports fell from 4.4 per cent (2015) to 2.6 per cent last year. A major step that has been achieved is the Trade and Cooperation Agreement between the EU and Great Britain, which avoids higher customs duties but is nevertheless no substitute for membership of the EU.

It goes without saying that Brexit has resulted in higher trading costs due to more expensive and time-consuming customs declarations, the need to present test certificates or visa requirements. We all know the long queues that have arisen at the ferry terminals on either side of the English Channel, resulting in delivery delays. The Seaport of Emden primarily exports vehicles to Great Britain. The excessive burden at various UK ports currently means that as far as the automotive industry is concerned, a certain number of vehicles intended for export are having to be stored temporarily. The number of transshipments from Emden to Great Britain is in the region of 300,000 to 500,000 vehicles per year. In 2022, the Seaport of Emden is once again expecting a slight increase in automotive exports compared to the previous year. Alongside intensive legal regulations imposed by Brexit, it is still worth noting that the export companies in Emden affected by Brexit got to grips with the changing circumstances at an early stage and worked together with customers on preparing solutions to cushion their impacts. Cooperation continues to work well, even though the regulations are slowing down processes.



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# bremenports

Bremen Bremerhaven



**+** **World port**  
continues successful  
progress

Exciting, busy and successful – that sums up the port year 2021 for bremenports. In addition to comprehensive work to maintain the water depths, numerous other projects were also executed. The geographical focus was the Columbus peninsula in Bremerhaven, where Quay 66 was completed and work began on the construction of a new Columbus Quay. This created the necessary structural conditions for the successful future development of the cruise terminal.