



TIEFGANG#16

PORT

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RENDERING: P3 LOGISTIC PARKS

P3 Logistic Parks, a property developer and long-term owner-operator of logistics sites across Europe, is planning to build a 140,000m² facility in the Freight Village Wilhelmshaven. With completion planned in several stages through until 2025, P3 has embarked on a first in its corporate history: to date, P3 has yet to build a logistics facility on the coast.

Summer 2022 has been good to the Container Terminal Wilhelmshaven – and not just due to the warm weather it brought. After, this May, the European Commission gave its approval for Hapag-Lloyd to take a stake in Germany's only deep-sea port, in early June, P3 Logistic Parks signed a lease on a 21-hectare plot of land at the centre of the Freight Village Wilhelmshaven.

There were smiles all round. "For us as a company and for the region itself, it is a badge of honour when a project developer of the size of P3 decides in favour

of the Freight Village Wilhelmshaven," said Andreas Bullwinkel, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG.

Dr. Bernd Althusmann, Lower Saxony's Minister for the Economy prior to this autumn's elections, was also delighted: "This planned investment in around 140,000 metres squared of logistics space for rental led by one of Europe's leading commercial property developers underscores the international importance of the

Container Terminal Wilhelmshaven and of Lower Saxony's role in sea-freight."

In a detailed interview with TIEFGANG, the Managing Director of P3 Logistic Parks Sönke Kewitz talks at length about the decision to invest in Wilhelmshaven and about the advantages awaiting prospective tenants on the Jade Bight.

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"As the country's only deep-water port, the Container Terminal Wilhelmshaven is a part of Germany's future: it will help to satisfy unbroken international demand and opens up opportunities far beyond those previously available."

Sönke Kewitz, Managing Director of P3 Logistic Parks Deutschland

PHOTO: ELFRIEDE LIEBENOW FOTOGRAFIE

THREE QUESTIONS FOR ...

*Kuno Neumeier,
CEO of Logivest Gruppe*



In urban centres, space for logistics facilities has been in short supply for several years now. How does the situation in German ports compare to the country's major cities?

The situation in Germany's ports is very difficult, too: of the 26 million square metres of new-build logistics space completed between 2017 and 2021, only about 1.2 million are actually inside port areas – that's just 4.6 percent. If you expand the radius to one kilometre around the ports, then the figure rises to 2.1 million. These statistics are from a report prepared for Logivest Concept GmbH analysing new-builds in 178 ports in Germany's leading logistics locations. The sites examined included both coastal and inland ports as well as tri-modal goods facilities, and the development of tri-modal may soon be hindered by the low rates of logistics facility construction in Germany's ports, entailing as it does a lack of suitable spaces.

Sustainability is becoming increasingly important in logistics construction projects, especially in terms of carbon emissions. Is this an area in which port facilities have an advantage?

Tri-modal logistics – i.e. integrating road, rail, and sea freight – is a core element in working towards sustainable logistics with the lowest possible carbon emissions. It's worth remembering that, while container shipping is frequently criticised for its contribution to climate change, it remains far more efficient than road transport.

According to the Federal Environment Agency, container ships of between 3,000 and 8,000 TEU capacity emit around 17g CO₂ per ton and per kilometre; HGVs, however, release around 68g per tonne kilometre. This means that port spaces ought to be an extremely attractive prospect for investors, property developers, and logistics companies, but thus far, discussions of sustainable freight has tended to be limited to building and running sites, while the environmental, social, and governance impact of the mode of transport chosen to ship to and from facilities has been almost wholly neglected – both by state regulations and by the various certification systems developed in the property sector.

What is your assessment of the quality of the existing logistics facilities at the Freight Village Wilhelmshaven? And what is your view of potential expansion?

Logistics is a growing industry and new facilities are sorely needed, especially inside the port perimeter. In many of Germany's harbours, the buildings available are obsolete and mostly unsuited to the demands of freight shipping today. On the other hand, established structures in and around ports offer plenty of potential, and redeveloping port property could lead to long-term use and open the door to substantial new-build potential.

Another possibility is to develop new areas – and the Container Terminal Wilhelmshaven is, as Germany's only deep-sea port, a shining example of how new ports can be built. During construction around ten years ago, CTW was one of Germany's biggest infrastructure projects, and much of the site was created by sand-filling. A decade on, around 110 hectares in the Wilhelmshaven Freight Village have already been assigned and the rest of the site is either reserved or subject to negotiations. There is still demand, and the port has become a key factor for the wider region, so there is definitely a strong case for planning to expand CTW.



Kuno Neumeier is CEO of Logivest Group, a holistic consulting and marketing provider for logistics and industrial property. He is also the spokesperson for the real-estate panel of Bundesvereinigung Logistik (BVL, the German Logistics Network) and is part of the DIN Coordination Office for Logistics, where he focusses on standards for lithium batteries and fire safety.

PHOTO: LOGIVEST

GREEN LIGHT FOR HAPAG-LLOYD



PHOTO: JADEWESERPORT / BJÖRN LÜBBE

The European Commission has given its approval for shipping line Hapag-Lloyd to take a stake in the Eurogate Container Terminal Wilhelmshaven and the neighbouring Rail Terminal Wilhelmshaven.

In September last year, TIEFGANG was one of the first media outlets to report on a potential Hapag-Lloyd participation in Germany's only deep-sea port: that was back in #14 2021 of this magazine.

"We are considering it" was how we quoted Rolf Habben Jansen, Chief Executive Officer of the world's fifth-largest shipping line, in our report – and shortly following publication, Jansen announced that the deal had been closed. Now, the European Commission has given its approval for the Hapag-Lloyd participation in the Container Terminal Wilhelmshaven (CTW), too, meaning that the shipping company has now acquired a 30 percent stake in the terminal previously held by the Danish Maersk line; further, Hapag-Lloyd has taken a 50 percent stake in the Rail Terminal Wilhelmshaven (RTW). The remaining shares continue to be held by terminal operator Eurogate.

"Investments in strategic assets along the supply chain are a key element in the 2023 Hapag-Lloyd strategy," explains Habben Jansen. "The participation in CTW will help Hapag-Lloyd to further improve its competitive position, especially in Far East trades while at the same time strengthening the north German ports."

Habben Jansen explains how, when the decision was taken, a shortage of transport capacity had seen shipping rates soaring, leading to billions of Euros of additional income for Hapag-Lloyd; in the coming years, however, he expects the market to return to normal, "and so, in preparation, we have to keep an eye on costs and make sure that we invest in real assets – just like in Wilhelmshaven." The parties have agreed not to disclose the purchase price.

With a view to the coming years, Thomas Eckelmann, Chief Executive Officer of the Eurogate Group, sees potential for strong growth at the Eurogate Terminals in Germany thanks to "our new partner Hapag-Lloyd (also an important customer) and the continued growth in container ship sizes over the coming years."

Indeed, from mid-2023 onwards, Hapag-Lloyd will take delivery of twelve new container ships with a capacity of 23,500 TEU each. These super-sized vessels will need to be reliably berthed for loading and unloading, and this is where CTW is a very attractive prospect, due both to its deep-water moorings and the fact that docking in the Jade Bight instead of going up the River Elbe to Hamburg shaves a day off schedules.

COOPERATION IS KEY

What do the Container Terminal Wilhelmshaven and Duisport have in common? Two things come to mind: unique selling points and excellent future prospects! As Germany's only deep-water port able to receive even the world's largest container ships regardless of time and tide, the Container Terminal Wilhelmshaven (CTW) now has a firmly established market presence. Following the impressive growth rates in recent years, the Hapag-Lloyd participation is sure to offer further impetus to CTW.

Duisburg, meanwhile, has the world's largest inland port and, with its excellent connections up the Rhein and Ruhr rivers as well as to the motorway and rail network, has become one of Europe's most important logistics hubs in recent decades. Now, with the Duisburg Gateway Terminal (DGT), this port is building Europe's largest inland container terminal, too – one which will be wholly carbon-neutral in its operations. Where heaps of coal once stood, 850,000 additional standard containers will soon be processed annually.

Already, freight trains between the two ports are popular, and if the capacity of the rail connection between Wilhelmshaven and Duisburg is further expanded, then there will be no reason not to expand their cooperation even further. An extra road at Bremen's main station will be essential: if these additional tracks are laid, conditions will be favourable for a more sustainable modal mix connecting CTW to the inland regions of Europe via Duisburg,

Here, cooperation will be key – especially in view of the multitude of crises with which we are now faced. As such, we will continue doing all we can in order to strengthen the connections between CTW and Duisport in a lasting way.



PHOTO: DUISPORT/OLIVER TJADEN

MARKUS BANGEN

Chairman of the Board of Duisburger Hafen AG

“A PART OF GERMANY’S FUTURE”

Property developer P3 Logistic Parks is building a new freight hub in the Freight Village Wilhelmshaven. With its three cavernous halls and a total surface area of 140,000m² planned to complete in stages through until 2025,

Sönke Kewitz, Managing Director of P3

Logistic Parks, speaks to us at length about this large-scale project and his firm’s equally sizeable ambitions on the Jade Bight.



We’ve taken a look at the map on your website: Wilhelmshaven is the first P3 Logistic Parks project at the coast in Germany – perhaps in Europe. What made your company decide to invest here?

As the country’s only deep-water port, the Container Terminal Wilhelmshaven is a part of Germany’s future: it will help to satisfy unbroken international demand and opens up opportunities far beyond those previously available. After all, big shipping lines are ordering container carriers with ever greater draughts, and they can dock here at any time regardless of the tides, unloading their cargo straight to a tri-modal terminal with rail and road connections. We want to be a part of this port.

What are your goals in Wilhelmshaven?

At P3, we see ourselves functioning as a link in this tri-modal chain. In so doing, we will make a contribution to the ever-increasing volume of freight passing through Wilhelmshaven, helping importers and exporters to close the gap prior to forwarding. Our facility will provide short-term storage for goods which have just arrived, regardless of whether they are outbound or intended for domestic distribution, and with options for them to be repackaged.

How did you find out about the free plot of land?

We got the land through CBRE Germany, a commercial real estate brokerage.

Is it hard to find land for logistics use in Germany? And what about getting planning permission and building permits?

Everyone in the market is aware that demand for land is currently outstripping supply, and clearly this makes one of our commercial aims – speculative land acquisition and property development – more difficult to achieve. One of the major hindrances is, unfortunately, the increasing complexity in getting planning permission and building permits, partly due to the way logistics developments get pigeonholed.

What precisely do you mean by “pigeonholed”?

In most planning cases, officials have a form of tunnel vision and ignore the bigger picture. Essentially, a decision against logistics developments can be read as a decision against all forms of industry – yet industry is the motor of the German economy. In Wilhelmshaven, we worked closely both with the town council and with JadeWeserPort-Marketing, the body responsible for developing CTW, and this cooperation was important: this kind of development project can only get off the ground if everybody joins forces.

P3 LOGISTIC PARKS GERMANY

An owner and developer of logistics properties throughout Europe, P3 has a total of 7.1 million square metres of rental space and a land bank of 1.6 million square metres for future developments. For over two decades now, the company has been investing and developing across the continent, with operations in eleven countries at present. Headquartered in Prague, P3 employs over 240 members of staff in eleven offices in key European cities, supporting clients in all matters from selecting a location and getting planning permission through to procurement, construction, and property management services. P3 Logistic Parks is wholly owned by the Government of Singapore

Investment Corporation (GIC).

Find out more at: www.p3parks.com

You used the word “speculative”. Has your speculation paid off? Is everything already reserved or do you have space left for companies interested in the facility?

We are currently holding preliminary talks with some potential tenants, but it’s important to remember that we don’t yet have a construction permit; generally, we don’t start marketing activities until permission to start building has been given, because only then can we offer hard-and-fast information to tenants who, of course, need to start planning on their end, too. So there is still room for companies interested in the facility.

How are you going to structure the hub?

The guiding principle is that all of the space is being planned in close cooperation with the CTW marketing company in order to make sure that it is optimally adapted to the needs of port users. That means that one of the halls will be built in such a way as to fulfil all requirements for storing goods subject to customs and excise; moreover, the rooves will be covered with large-scale photo-voltaic solar panels for maximum ecological benefit. As such, the project will have something to offer all manner of commercial tenants, helping to foster a diversified economy in the region.

One of the halls will have extra-large doors for outsized freight. What are the maximum dimensions?

These doors will be five by five metres and at ground level, with access possible from the side. This will allow for quite sizeable items – e.g. ship’s propellers, if stored horizontally – to be delivered and picked up without any special arrangements.



“One important consideration for us was that every type of company, from global concerns down to classic German Mittelstand businesses should be able to access this one-of-its-kind port.”

SÖNKE KEWITZ,
MANAGING DIRECTOR,
P3 LOGISTIC PARKS DEUTSCHLAND



P3 is building a 140,000m² freight hub at the Freight Village Wilhelmshaven, with completion due for 2025.

Are you also thinking of other industrial components like those used in wind turbines?

We aren’t focussing on any one specific type of freight, but our halls will certainly be structured in such a way as potential tenants can store very large items; users handling these kinds of goods will also benefit from direct access to the A29 motorway and, of course, to the quayside for transport to and from overseas destinations.

Three halls are under construction: are you marketing them to one single tenant or to various potential users? How many tenants could one hall take?

There’s plenty of Flexibility here. In total, we have space for a maximum of 17 tenants, and one important consideration for us was that every type of company, from global concerns down to classic German Mittelstand businesses should be able to access this one-of-its-kind port.

Thus far, we’ve spoken of tenants. Would P3 Logistic Parks consider selling on completion?

When investing in our facilities, we always take the long view. As such, we plan to retain all of our development projects in our portfolio, managing them ourselves, too; for each facility, we have a property manager who helps to take care of any problems which arise – and to optimise costs, too. And if our tenants have any queries, the manager puts us in touch with them.

Thank you for speaking to us!

“NO ALTERNATIVES TO CONTAINER TERMINAL WILHELMSHAVEN”



In just a few short years, Unicon Logistics has become a specialist for Amazon handling – and a few other things besides. It’s a story in which the deep-sea port on the Jade Bight plays an important role.



Cornelia Mielitz, Head of Sales bei Unicon Logistics

PHOTO: UNICON/MIELITZ

“Our core business is importing from Asia,” says Cornelia Mielitz, Head of Sales at Bremen-based Unicon Logistics. “Around seven years ago, we started working on Amazon freight and now, from those humble beginnings, we have become one of the largest pre-FBA logistics providers and also offer FBM.”

Just in case you didn’t already know: FBA means “fulfilment by Amazon”. In this process, goods produced or purchased to be marketed on Amazon are first sent to a warehouse run by a pre-FBA partner – such as Unicon Logistics – where they are checked and configured to match Amazon specifications before being forwarded onto Amazon fulfilment centres. FBM, meanwhile, stands for “fulfilment by merchant” and means that vendors and sellers can market their products on the platform, but must take care of storage and shipping themselves – or, of course, commission Unicon Logistics to do this for them.

This may all sound somewhat complicated, but actually, it’s about making things simple. “On a day to day basis, what we do – and what we’re passionate about doing – is

helping our customers to select the best option for their business and then remove obstacles in their way.” One thing Mielitz has learned is that “customers don’t want to have to deal with paperwork. What they want is for us to say “That’s all taken care of for you! Is there anything else which needs doing?”

As a browse of the Unicon Logistics website reveals, ‘anything else’ can be, well, rather a lot: the online checklist, workflows, and comprehensive Q&A catalogue are testament to the strong customer-centric approach taken by this logistics services provider, set up just under 20 years ago by Hans-Hermann Otto and Rainer Westendorf. The latter, by the way, was a classmate of Andreas Bullwinkel, CEO of Container Terminal Wilhelmshaven JadeWeserPort-Marketing: “That was certainly one of the factors in our early understanding of the possibilities CTW offers,” chuckles Mielitz.

Currently, Unicon Logistics imports at least 30 containers of sea-freight landed at the deep-water port. As well as Amazon products, there are “also plenty of

completely standard consignments and some speciality goods like wool and yarn, components for solar power, and textiles from Turkey.” Unicon Logistics is very satisfied with processes at the port, “and the authorities such as the customs bureau are easy to work with too.”

The new CGX service, a Hapag-Lloyd express connection from Shenzhen in China straight to Wilhelmshaven has become an exceptionally popular route for Unicon Logistics, yet there is nothing the provider can do to help if ships get stuck in holding patterns at Chinese ports; supply-chain disruption is unavoidable – and then there are still long waiting times for container ships looking to dock in congested European ports, too. “Things are still bad, and there aren’t any alternatives on offer – except, of course, routes through the Container Terminal Wilhelmshaven.”

Yet in spite of the challenges in logistics and shipping worldwide, Unicon Logistics is flourishing. And Cornelia Mielitz has a suggestion: “Container Terminal Wilhelmshaven should consider running at least some late shifts. That way, it would be an even quicker option!”

“ALMOST BY CHANCE WE FOUND WILHELMSHAVEN”

Flex Logistik Deutschland is another Amazon fulfilment service company which has set up in Wilhelmshaven, but one which also covers other online marketplaces, too. We talk to the company about how the Container Terminal Wilhelmshaven figures in its future expansion plans.



Flex Logistik offers e-commerce services such as storage, shipping, processing of returns or even customs clearance.

PHOTOS: FLEX LOGISTIK



“We spent almost a year looking for suitable warehousing space in Germany,” recounts Luke Peda, Managing Director and founding partner of Flex Logistik Deutschland. “First, we started looking near the container ports in Hamburg and Bremerhaven,” he adds, “but we weren’t very successful: most of what was on offer was badly overpriced. What is more, a lot of what we were shown were storage facilities which didn’t yet exist, were still in the early stages of planning, or – on the other end of the scale – were too old to satisfy today’s demands.”

“It was almost by chance that we found the Container Terminal Wilhelmshaven,” he says, “and then realised that it was the only deep-water port near Bremerhaven and Hamburg.” That’s how Flex Logistik ended up signing a lease on 1500 square metres in the ATLANTIC One complex, taking this multi-user hall almost to full occupancy.

As well as facilities in Germany, Flex Logistik also has sites in Poland, with more planned elsewhere in Europe. The company provides services such as warehousing, shipment, returns management, and customs. “We’re careful to only work with freight forwarders, customs agents, and parcels couriers who offer genuine solutions rather than the kind who cause problems and delays – e.g. when delivering to Amazon sites in the EU.” As Peda is keen to stress: “Time is money – especially our customers’ time. We never forget that.”

As its name suggests, Flex Logistik takes delivery of products on a Flexible basis: by the container, by the palette, or as parcels. Then, depending on customer requirements, they are grouped and packed (“polybagging”) or joined into sets (“kitting”). Every month, the company despatches thousands of deliveries, from single boxes through to 40-foot high-cube containers, to Amazon facilities and other fulfilment centres in Germany, France, Italy, Spain, Poland, the Czech Republic, and the UK.

Luke Peda would like the Container Terminal Wilhelmshaven to become better known in worldwide freight: “There’s a lot left to do,” he says, adding that “it would be first, small step to list Wilhelmshaven in all offers from freighters whenever they get a request for container shipment into Europe.” He also suggests expanding the storage space in ATLANTIC One in order to get lots of new small and medium-sized companies talking about Wilhelmshaven: “The storage spaces should be made available in Flexible sizes before the companies get here.”



PORT MEETS LAND

31st August saw the next instalment in the “Hafen trifft Festland” (‘Port meets land’) series, this time in Duisburg. With a group of guests on board the MS RheinPoesie, we glided past the impressive backdrop of the duisport – Duisburger Hafen AG transshipment terminals. The main topic of discussion was improving transport connections between Wilhelmshaven and Duisburg, Europe’s largest inland port. We would like to take this opportunity to say thank you to everyone who took part in what proved to be a very productive discussion. Thank you for all the fresh ideas and for the positive energy from the coast!



Wilhelmshaven harbours considerable potential and, as such, forms an essential part of the duisport network. We are seeing huge demand for this new connection to the North Sea, and once the rail line has been electrified, there’ll no longer be any reason not to make use of Wilhelmshaven and its unbeatably attractive proposition.“

MARKUS BANGEN
CHAIRMAN OF THE BOARD
DUISBURGER HAFEN AG

“For freight forwarders, additional capacity in seaports is always good news. The train-load connections into and out of Wilhelmshaven are functioning to a very high degree of reliability and I’m confident that the port will gain considerably in importance in years to come.“



STEFAN MEYER
HEAD OF INTERMODAL
GERMANY
KÜHNE + NAGEL



“With our participation in Wilhelmshaven, we are pursuing a long-term strategic goal. That means that we’ve come to stay and intend to play an active role in developing the port’s facilities.“

MIRJA NIBBE
MANAGING DIRECTOR
AREA GERMANY & CENTRAL
EUROPE
HAPAG-LLOYD

“Currently, we are running four connections a week between the Container Terminal Wilhelmshaven and duisport – potentially five or even six from spring 2023. For us, the challenge lies in avoiding empty return runs, but we’re sure to find a solution as we move forward.“



CHRISTOPH HOLTKEMPER
MANAGING DIRECTOR
ROLAND UMSCHLAG



“For us, increasing the degree of automation in order to create more capacity has top priority. We are investing in a range of improvements here, including the construction of two new cranes and the heightening of our existing gantry.“

JÖRN KAMRAD
HEAD OF SALES
EUROGATE

PHOTOS: DANIEL KOEBE

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