

EDITION  
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# LOGISTICS PILOT

 GERMAN PORTS

Magazine for Ports, Shipping and Logistics



## D-A-CH region – a tripartite challenge

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## "Closer to the sea than you think"

Kay Christian Hillmann, Swiss Honorary Consul in the State of Bremen



Dear readers,

The D-A-CH-region is one of the world's most significant economic areas. Yet Switzerland, a landlocked country with mountains, lakes and no seaports, is rarely associated with the sea and seafaring. Here, people can only dream of the sea. Not when it comes to the trade of goods throughout the world, though! Ocean shipping plays an important role in Switzerland's freight traffic, as do Europe's inland waterways.

This applies equally to imports and exports.

The majority of Switzerland's trade with North America and Asia is handled via Genoa and the North Sea ports.

The efficient ports of Bremen, Bremerhaven and Lower

Saxony play an important role for Switzerland. Bremen plays a dominant role not only in the import of vehicles, but also in exporting container-shippable products and special and large-scale mechanical engineering. The total volume of cargo handled by Bremen's ports for the Swiss market amounted to around EUR 510 million in 2021. This means that Swiss companies have become crucial and, over the years, reliable trading partners for the two German states.

Freight rarely reaches Switzerland by ship. In 2019, even before the Covid-19 pandemic, road freight accounted for 84.7 per cent of total freight traffic entering Switzerland from Germany, and as much as 91.4 per cent the other way round. The rail network is essential for transalpine freight transport. In the Swiss Alpine region, 72 per cent of freight is transported by train.

In light of the forecast growth in seaport transshipment, we should again draw attention to the investments Germany has already promised in some areas for hinterland rail links, above all to improve the condition of the transnational connections. Only an overall coordinated and efficient system that integrates seaport, rail and road logistics will ensure swift, safe, cost-efficient and ecological freight transportation from the coast and into Switzerland. Where the Swiss economy is concerned, it is essential that the performance of Bremen's ports and their connections to the various modes of transport are guaranteed and able to meet future requirements. Even if Switzerland cannot see the sea, it always has the sea – and Bremen – in its sights.

Best wishes, Christian Hillmann

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# A question of perspective

Germany, Austria and Switzerland are all major players in terms of world trade. They also have close trading relations with each other. Indeed, Germany is the leading trading partner for both Austria and Switzerland. By contrast, Austria ranked seventh and Switzerland eighth in Germany's major trading partners in 2021. Trade between Germany and Austria is generally less complicated than that with Switzerland, as the latter is not a member of the European Union.

Based on the size of the country and the number of inhabitants, Germany is much larger than either Austria or Switzerland. Nevertheless, if the list of countries is based on gross domestic product attained in 2021, the ranking is different. Switzerland is definitely ahead and ranks third with 93,719 US dollars per capita. Austria ranks 14th in the list with 53,367 US dollars per capita, and Germany ranks 18th with 50,794 US dollars for every inhabitant.



Germany	
Capital:	Berlin
Population in 2021:	83.2 m*
Total area:	357,580 km <sup>2</sup>
GDP per capita in 2022:	US\$ 51,104*
<b>Main imports in 2021</b> ↓	
1. Chemical products	14.5%
2. Vehicles and auto parts	9.0%
3. Machinery	8.9%
<b>Main exports in 2021</b> ↑	
1. Chemical products	17.7%
2. Machinery	15.4%
3. Motor vehicles and auto parts	14.5%
<b>Main supplier countries in 2021</b>	
1. China	11.9%
2. Netherlands	7.6%
3. USA	6.1%
<b>Main buyer countries in 2021</b>	
1. USA	8.9%
2. China	7.6%
3. France	7.4%

Austria	
Capital:	Vienna
Population in 2022:	9.0 m*
Total area:	83,879 km <sup>2</sup>
GDP per capita in 2022:	US\$ 53,371*
<b>Main imports in 2020</b> ↓	
1. Chemical products	14.2%
2. Machinery	11.9%
3. Motor vehicles and auto parts	10.4%
<b>Main exports in 2020</b> ↑	
1. Machinery	16.7%
2. Chemical products	14.1%
3. Motor vehicles and auto parts	10.0%
<b>Main supplier countries in 2020</b>	
1. Germany	34.7%
2. China	7.1%
3. Italy	6.3%
<b>Main buyer countries in 2020</b>	
1. Germany	30.4%
2. USA	6.5%
3. Italy	6.2%
<b>German exports to Austria in 2021</b>	
1. Machinery	12.8%
2. Chemical products	11.4%
3. Motor vehicles and auto parts	9.6%
<b>German imports from Austria in 2021</b>	
1. Machinery	14.0%
2. Vehicles and auto parts	9.8%
3. Chemical products	9.7%

Switzerland	
Capital:	Berne
Population in 2021:	8.7 m*
Total area:	41,290 km <sup>2</sup>
GDP per capita in 2022:	US\$ 96,390*
<b>Main imports in 2021</b> ↓	
1. Gold	29.0%
2. Chemical products	19.4%
3. Machinery	5.2%
<b>Main exports in 2021</b> ↑	
1. Chemical products	37.8%
2. Gold	22.9%
3. Machinery	6.7%
<b>Main supplier countries in 2021</b>	
1. Germany	19.3%
2. United Kingdom	11.2%
3. USA	7.5%
<b>Main buyer countries in 2021</b>	
1. USA	16.5%
2. Germany	14.5%
3. China	8.7%
<b>German exports to Switzerland in 2021</b>	
1. Chemical products	23.0%
2. Machinery	9.6%
3. Motor vehicles and auto parts	7.9%
<b>German imports from Switzerland in 2021</b>	
1. Chemical products	33.0%
2. Machinery	12.1%
3. Gold	11.2%

SOURCE: GTAI 2022  
 \*PROVISIONAL FIGURE, ESTIMATE/FORECAST  
 PHOTOS: LBS REDL, VECTORSTOCK/SIRAANAMWONG





## Launch of a new marketing concept

**BREMEN.** Bremen Ports have recently attracted increasing attention through the attributes of “passion” and “sustainability”. **bremenports presented the plans of the new marketing concept to the port committee in late August.** “Our marketing approach will be more modern and aggressive, whilst still remaining serious and informative. We will strengthen cooperation with the port community. Yet the special qualities of Bremen Ports will be made more visible by means of campaigns,” stated Bremen’s senator

Dr Claudia Schilling. At the same time, she mentioned the website, [www.bremenports.de](http://www.bremenports.de), which has also donned a new look since it was relaunched in August (see above screenshot). Users are able to enjoy popular tools such as ships in port, a port fee calculator or photo databases. An online magazine is now an integral part of the website, replacing the previous newsletter, and brings together various topics related to Bremen Ports but in a modern design.

## More money for Lower Saxony’s ports

**HANOVER.** Ports in Lower Saxony could expect to receive more financial support from the state over the coming years. **This goal is found in the new coalition’s agreement signed by Lower Saxony’s SPD and Green parties in early November.** In order to ensure more funds, the state wants the Port Financing Act to be amended such that **NPorts**, the port management company, will have “additional

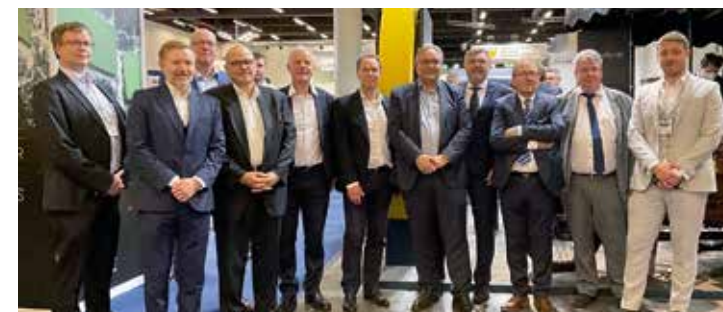
financing options” for investment. With the additional sources of “funds for major needs-based special programmes for implementing major projects”, the government in Hanover will “ensure the development of industrial policy”. The goal is to increase support for the work carried out by **Seaports of Niedersachsen**. According to the contract, the port marketing company will continue to be funded. Furthermore, the new government intends that inland waterway transport plays a greater role in seaport hinterland traffic. It is also a declared goal to expand the inland ports of Lower Saxony to trimodal logistics hubs.



## COMPACT

**BREMEN.** In October, the **Hydrogen Economy Initiative Group** met for the first time in the state of Bremen. **Kristina Vogt, Bremen’s Minister for Economic Affairs,** hosted the event, stating that Bremen is “**predestined to become a hydrogen hub**”. 50 leading representatives from industry, research, public administration and other institutions came together as part of the newly established initiative group to discuss the specific needs of industry and to jointly define solutions. The panel of experts has scheduled further meetings to exchange views on current topics.

**SCHORTENS.** **Nordfrost commenced further works at its seaport terminal in Wilhelmshaven** in November. This marked the beginning of the sixth phase of construction on the 33-hectare site. The construction of a 10,000 square metre drying hall and the upgrading of 3.5 hectares for a container depot and workshop are planned for this site. The hall is due to go into operation in October 2023 and the container terminal will be available earlier.



## All for more offshore wind energy

**HAMBURG/CUXHAVEN.** The five **key ports in northern Europe involved in offshore wind energy** agreed on a new partnership at a meeting held in Hamburg in September. **NPorts and its port in Cuxhaven is one of the partners, which also include Esbjerg (Denmark), Ostend (Belgium), Groningen/Eemshaven (Netherlands) and Nantes-Saint-Nazaire (France).** The goals of this agreement comprise exchanging experiences on a multilateral scale, efficient use of port capacity and that no less than 65 gigawatt of offshore wind energy is fed into the grid by 2030.



## BLG contract logistics is restructured

**BREMEN.** Since **October 2022**, the **Contract division of BLG LOGISTICS consists of three pillars:** Contract Operations, Customer & Business Development and Performance Support. With this move, the company has replaced the former division, comprising the business fields of industrial logistics and retail logistics. “This reorganisation allows us to emphasise our strengths, make better use of our potential and generally offer greater agility,” said Matthias Magnor, board member of BLG LOGISTICS and responsible for the Contract division.

## Infrastructure now complete for LNG jetty

**WILHELMSHAVEN.** It has taken **only 194 days** to complete an LNG jetty at **Voslapper Groden** in Wilhelmshaven. A mooring platform as well as fenders and mooring dolphins were built on the existing site to allow ships to berth. The first floating storage and regasification unit (FSRU) is due to berth there from mid-December. **Olaf Lies**, Minister for Economic Affairs, Transport, Construction and Digitalisation of Lower Saxony, stated: “**The new LNG jetty is a huge step towards a secure energy supply.** Lower Saxony has delivered this in record time and at the much-vaunted new German speed. The early decision to choose Wilhelmshaven as a hub for LNG imports was the right one.”



## Modernisation of onshore power plants

**NORDEN.** The **onshore power plant project in Norddeich** came to a successful conclusion in October. The onshore power connections at the berths in the Osthafen have been reinforced and modernised, to ensure a continual reliable energy supply for ships berthed there. The project cost 300,000 euros, of which 175,000 euros were funded directly by NPorts and 125,000 euros came from the BMWK funding programme: “administrative agreement between the federal and state governments on the granting of financial aid for building onshore power plants”.



COMPACT

**BRAKE.** The successful completion of the “dashPORT” project took place in September after three years. NPorts presented the results and the software solution at a live event as part of the **closing ceremony**. The aim of “dashPort” was to make the energy consumers and energetic processes in the port visible and thereby derive measures for saving energy. **“The team has managed to develop an intelligent digital control room** that not only has many advantages for Brake seaport, but from which many other sites can also benefit,” said NPorts MD Holger Banik.

**BREMEN.** In October, the **United Nations World Food Programme (WFP) and BLG LOGISTICS signed a standby partnership agreement** to deploy experts from the seaport and logistics service provider to WFP missions. As part of this agreement, WFP can, in emergencies, draw on technical expertise from partner organisations of which BLG is now a member, alongside roughly 30 others. The World Food Programme is the leading humanitarian organisation in the fight against global hunger.



**A strong trio for England traffic**

**CUXHAVEN.** As part of the RailRoCargo joint venture, the three partners **Transa Spedition, Rhenus Cuxport and DFDS regularly provide a smooth supply of precast elements from the Czech Republic to a construction site in England** via rail and sea. Following the shipments in 2021, 120 flat pallets containing precast concrete parts were shipped to England via Cuxhaven for their customer Goldbeck. The tasks at the top of the agenda included import customs clearance, delivery to the construction site and return transport of the empty flat pallets.



**BHV introduces new event format**

**BREMEN.** How can we counter the shortage of skilled workers and young talent in the port and logistics sector? This was the topic discussed by more than 20 participants from the port and logistics industry at the **first “BHV meet-up of HR professionals”** organised by the **BHV-Bremische Hafen- und Logistikvertretung** association in October. This new event format was initiated by a BHV working group on the shortage of skilled workers and the recruitment of young talent into the port and logistics industry. The gathering is due to take place regularly. “We would like to give HR professionals in the BHV the opportunity to meet with like-minded people on a regular basis,” explained Petra Lüdeke, general manager of BHV. And Axel Müller, spokesman for the BHV working group involved with finding ways of tackling the shortage of skilled workers, among other things, added: “It is important that companies share their experiences, as, only together, can we develop solutions for recruiting skilled workers and young people.”

**Construction of LNG terminal has begun**

**STADE.** Construction work has begun for the planned **LNG terminal in the port area of NPorts in Stade** after getting approval in September for starting the building early. A time frame of two years has been set for the construction of the terminal. The FSRU is due to begin operations early, probably as soon as winter 2023/24. A second floating LNG terminal in Wilhelmshaven, operated by a consortium, is scheduled to start operating at the turn of the year 2023/24.



**Double jubilee for MSZ**

**CUXHAVEN.** The **Maritime Safety and Security Centre (MSZ) in Cuxhaven is celebrating two jubilees in 2022**. On the one hand, operations started 15 years ago in the Joint Assessment Centre Sea, the very heart of MSZ. On the other, it was five years ago that the institution of the federal government and the five German coastal states moved into the city marina. All federal and state authorities responsible for safety at sea are grouped together here: police, customs, federal waterways and shipping administration, water police and the Central Command for Maritime Emergencies.



**Awards for shipping from Steinmeier**

**MAGDEBURG.** In late October the **“German Environmental Prize”** took place in Magdeburg. The German president, **Frank-Walter Steinmeier**, awarded prizes to two engineers **Friedrich Mewis (l) and Dirk Lehmann (r), who have developed an energy-saving ship propulsion system**. They designed a nozzle that is installed in front of the propeller, in order to reduce the consumption of heavy oil by up to ten per cent. According to both inventors, this nozzle is already being used on around 1,400 ships. The prize, which has been awarded since 1993, is worth 500,000 euros.



**Harren Group intensifies offshore energy**

**BREMEN.** The renewable energy sector has become an increasingly important pillar for the Harren Group. The **Bremen-based shipping group intends to expand its offshore segment**, and took a step in this direction by rebranding its company SAL Renewables, founded in 2021 and affiliate of SAL Heavy Lift, to Atheleon in August. Heiko Felderhoff, Managing Director of the Harren Group and Atheleon said: “The time is right for us to continue our way in the offshore sector under a strong, new and independent name.”



**German Ports at “transport logistic Americas”**

**MIAMI.** The **port cooperation of the Northern German Ports** (see p 20) appeared at the leading trade fair for logistics, mobility and IT in Miami in November. **The Hafen Hamburg Marketing, Seaports of Niedersachsen and bremenports** presented their **service portfolio for the North Sea ports** from a joint stand. They were joined by other exhibitors from the three sites: MEC Container Safety Systems, Maritime Cargo Logistics, TCO Transcargo, J. MÜLLER Weser, Container Terminal Wilhelmshaven, JadeWeserPort-Marketing, EUROGATE and the Gross+Fuchs Group.

**Bremen shows its great maritime heart**

**BREMEN.** In late September/early October Bremen was dominated by the maritime industry for almost a week. Firstly, the **“16th Bremen Shipping Congress”** took place at its new location – City University of Applied Sciences (HSB) – under the theme of “Developments, Opportunities and Prospects of Maritime Human Resources Management”. Afterwards, Bremen and Bremerhaven celebrated **German Shipping Day** with this year’s slogan “Sustainable Shipping: Together, Clear, Clean!” Bremen’s port senator Dr Claudia Schilling (photo) was delighted that the event, under the patronage of President of Germany Frank-Walter Steinmeier, enabled this city on the River Weser to show its great maritime heart. Schilling concluded – shipping is “an integral part” of both Bremen’s and Bremerhaven’s profile.



PHOTOS: BHV, SCHEER, NPORTS, HARREN GROUP, CUXPORT/O.FUHLJAHN, DBU/PETER HIMSEL, SEAPORTS OF NIEDERSACHSEN, MARITIMES



# A tripartite challenge

We are living in challenging times, and companies in Germany, Austria and Switzerland are feeling the effects of this. There are even rumours behind closed doors that we are sitting on a powder keg, so to speak. One thing is certain, though – following the latest developments, logistics experts have gathered experience that is now being incorporated into very specific solution strategies.

**D**-A-CH – this acronym not only links Germany, Austria and Switzerland, it also represents more than 100 million people who collectively generate an economic output of more than USD 5 trillion per year. Coupled with versatile technical expertise, strong industrial influences and a high level of innovation, these factors make this common economic area one of the most significant and prosperous regions in the world. This is probably why, at first glance, the similarities that these three countries share in terms of language, lifestyle and culture appear to be quite striking. However, they are also significantly different, as the following remarks by logistics experts from Germany, Austria and Switzerland demonstrate.



"The D-A-CH region has enormous market potential."

Dirk Schneider, Managing Director, Röhlig Deutschland



Air freight services are an important part of what Röhlig Logistics has to offer.



## Markets are "only partially compatible"

At the beginning of September, Bremen-based logistics company Röhlig Logistics, which has a total of 13 offices in Germany and Switzerland and provides its customers with services in the sea freight, air freight, project and contract logistics fields, established a branch office in Switzerland, thus expanding its global network. Organisationally speaking, the Swiss branch is affiliated with the German company. "The D-A-CH region has enormous market potential, which we have successively built up and expanded from Germany in recent years," explained Dirk Schneider, Managing Director at Röhlig Germany, also responsible for business operations in Switzerland. On the sea route, Hamburg, Bremerhaven, Rotterdam and Wilhelmshaven are the most important transport hubs. In the air freight sector, Röhlig operates through its own hub at Frankfurt Airport. The newly formed Swiss organisation, headed by Fiorella Orsetti, also uses Zurich and Basel airports to handle time-critical shipments for local customers as quickly as possible.

PHOTOS: ISTOCKPHOTO/GIVAG/CMANNPHOTO, RÖHLIG LOGISTICS (2X)





### Service providers without seaports

The new bremenports representative in Vienna, Claus Hansen, who brings many years of experience thanks to the management positions he has held at Maersk Line and Rail Cargo Austria, is also worried about the current global situation. "The Austrian market is currently fraught with uncertainty, especially among small and medium-sized companies," he said, and went on to explain that although Austrian industry increased its turnover by about 28 per cent to EUR 280 billion in 2021, about 78 per cent of this was generated by the country's 250 largest companies alone. "However, if you assume that there are around 80,000 industrial companies in Austria, you can probably imagine how tough it is for the remaining 79,750 to survive at the moment," Hansen added. He does see a major advantage in the broad positioning of industrial activities in Austria's nine federal states. "Upper Austria is dominated by iron ore, steel and chemicals, Salzburg by the electrical, wood and paper industries, Vorarlberg by the textile industry, and Styria largely by the motor vehicle industry, to name just a few examples. Therefore, in difficult times, the load is borne by several entities," Hansen continued.

The fact that Austria has no seaports of its own and that the domestic economy is therefore dependent on the ports in neighbouring countries is something the Dane sidesteps with a smile. "In return, we have a strong domestic network with well-developed roads, an excellent range of rail services and terminals that have continuously increased in efficiency



"We want to shift even more freight to rail in the long term."



Claus Hansen, bremenports representative in Vienna

in recent years." With this in mind, Hansen indicates that, in Austria, rail's contribution to land freight transport has recently risen to 30 per cent, which puts it not only ahead of Germany, but also at two-thirds higher than the EU average. "Nevertheless," he added, "we want to shift even more freight to rail in the long term and be able to achieve our climate targets, this contribution must be increased to at least 40 per cent." He sees Bremen's ports as the perfect partners for the Austrian economy. "In Bremerhaven alone, there are five kilometres of quay space and 41 container gantry cranes," Hansen emphasised. "Theoretically, up to 14 large ships can be processed there at once." He also attested to the growing importance of JadeWeserPort in the coming years: "When I look at the major container shipping companies' construction programmes, it will probably be difficult to create sufficient port capacities for them in the future. With Wilhelmshaven, the North Range definitely has another ace up its sleeve for



this development." Meanwhile he has identified the Danube ports in Linz, Vienna, Enns and Krems as important logistics hubs on the water for Austria.

Unrest among the workforce is just one of the many risk factors that Prewave evaluates using its AI-supported platform.

### Few natural resources

The Austrian capital is also home to the start-up Prewave, a spin-off of the Vienna University of Technology. As a supply chain risk management (SCRM) provider, the company has developed an artificial intelligence-based platform for analysing millions of publicly available online sources to identify risk factors such as unrest among the workforce, political uncertainty, financial or legal problems, or the impact of the Covid-19 pandemic. Companies can use this to monitor their supply chains in real time and react promptly if a problem arises. "We already have around 1,000 customers using this technology in the D-A-CH region – from Volkswagen and BMW, to PWC and Zurich Insurance, to TÜV Süd and Dr. Oetker," stated Harald Nitschinger, Prewave co-founder and managing director.

Linz is the largest port on the upper Danube. Around three million tonnes of goods are handled there each year.

"Many shipping companies' scheduling reliability is less than 40 per cent" – Dirk Schneider.

■ ■ ■ In his dual role, Schneider has identified significant differences between Germany and Switzerland: "The two markets are by no means identical and are only partially compatible. In Germany, for example, our business focuses on the automotive, chemical and consumer goods sectors. In Switzerland, in addition to chemicals, mechanical engineering and pharmaceuticals dominate". Furthermore, the exchange of goods with Switzerland involves different customs procedures, as the country is not part of the EU.

"We're still struggling with interrupted supply chains in both sea and air freight," the manager stated, regarding current global events. Conversely, he also reported that demand for the company's contract logistics services has increased significantly in recent months. "Before Covid emerged, we could plan the transit times of many products relatively reliably. Today, for example, many shipping companies' scheduling reliability is less than 40 per cent. This has led to an increasing number of customers creating their own "buffer stocks", with our help, to minimise their risk," Schneider explained. "Overall," he added, "the developments over the past two years have meant that our day-to-day business has experienced a surge in the number of video conferences held and that, due to the growing uncertainties in the market, those responsible for operations have to come into physical contact with each order much more often than before in order to ensure the same quality of service."

PHOTOS: ROHLIG LOGISTICS, PERTLWIESER, CLAUDIUS HANSEN, PIKABAY/MASTERTUX



■ ■ ■ For Nitschinger, the D-A-CH region is not only known for its high-performance industrial manufacturing, but also for the large number of medium-sized companies that have established themselves as 'best players' in their markets. This concentration of expertise has contributed to the development of an export market for high-quality special products in the automotive industry, manufacturing and more. Simultaneously, however, the region barely has any natural resources or raw materials of its own. "And this is exactly what makes it vulnerable to natural disasters, pandemics or other catastrophes that interrupt global supply chains. The last few months have clearly shown this," Nitschinger explained.

With this in mind, Prewave is looking to bring its platform into the next phase quickly and create solutions that cover the entire risk lifecycle of supply chains. This includes, for example, analyses of the risk of natural gas dependency or to identify possible vulnerabilities as part of the Supply Chain Act, which will come into force on 1 January 2023, and to identify the appropriate courses of action.

### Strong supply chains in challenging times

International logistics service provider Kühne+Nagel (K+N) has over 13,000 employees and 129 locations in Germany. Headquartered in Schindellegi, Switzerland, the company focuses on sea and air freight, contract logistics and overland transport. "Weeks of Covid-related restrictions have put pressure on supply chains worldwide," said Holger Ketz, chairman of the K+N management board in Germany, speaking about the tense situation in recent months. "This already complex situation has been further exacerbated by the Russian attack on Ukraine." However, he did emphasise that the impact so far has been minor, with Russia and Ukraine accounting for less than 2 per cent of total group sales before the war. "With the closure of Russian airspace, however, freight routes between Asia and

Kuehne+Nagel also faces new challenges every day due to interrupted supply chains and the lack of planning certainty that comes with it.



"When delivery bottlenecks are common, many customers don't care how the goods are transported – they just want them to arrive on time."

Holger Ketz, Chairman, K+N management board, Germany



Europe had to be rescheduled at short notice and custom transport services had to be identified at additional expense. Of course, this had and still has an impact on our logistics in the region," added Ketz.

The far-reaching effects of the war are now becoming increasingly clear, especially due to the sharp rise in crude oil and fuel prices. The import ban on wood from Russia and Belarus has also led to a shortage of goods. Similarly, he said, the availability of steel and steel wire is limited. "As both materials are needed to make pallets, there are shortages both there and for manufacturing wire mesh crates. Moreover, due to the lack of truck drivers from Ukraine, Russia and Belarus, the transport of material and pallets from and to the region have been delayed," Ketz concluded. Dealing with the lack of planning certainty is also particularly challenging for his company. "Whereas we could rely on ordered goods being available at the agreed time in the past and could plan our capacities accordingly, we are now confronted with considerable uncertainty. If supply chains no longer function seamlessly, it's much more challenging to optimise capacity, for example in air and sea freight," clarified Ketz.

KN has taken a variety of measures to allow them to respond to this development in the best possible way. "We are now increasingly orchestrating our logistics services across all modes of transport. When delivery bottlenecks are common, many customers don't care how the goods are transported – they just want them to arrive on time," said Ketz. "We're countering this, among other things, with the multimode quotation on our My KN online booking platform. We're also making two additional 747 freighters available to our airfreight customers at the end of the year to meet the increased demand". In general, however, Ketz believes that despite the tense situation right now, the tip of the iceberg has been overcome, so that logistics and supply chains are on an albeit long road to recovery. (bre)

PHOTOS: PREWAVE, KÜHNE+NAGEL (3X)



"... this is exactly what makes the D-A-CH region vulnerable to natural disasters, pandemics or other catastrophes."

Harald Nitschinger, Co-Founder and Managing Director of Prewave



# Time is short, time is money – chop-chop!

Grüezi, Servus or Hallo? Greetings are not the only thing that differs across the German-speaking world. This is also evident in an interview with Philipp Muster, Director of the Swiss Shippers' Council, and Hagen Pleile, Head of the BVL Competence Center Austrian Shippers' Council, who shine a light on German culture.



Hagen Pleile, Head of BVL Competence Center Austrian Shippers' Council, (left) and Philipp Muster, Director of Swiss Shippers' Council (right)

**LOGISTICS PILOT: Mr Muster, Mr Pleile, let's start the German way and get straight to the point: What is the biggest faux pas we Germans can make?**

**HAGEN PLEILE:** I can only really mention my personal experiences, of course. But I often find Germans to be very straightforward and less willing to negotiate than us Austrians. The approach seems to be: Until your counterpart

has given up in desperation, you haven't negotiated hard enough. This directness and the less ideological approach are well received by German politicians such as Economics Minister Robert Habeck.

**PHILIPP MUSTER:** I can speak on this too. Directness is something the Swiss are not used to. What's more, we are very consensus-orientated and used to lengthy voting procedures,

which naturally affects our negotiating style. The biggest faux pas for us, however, is when Germans struggle to speak Swiss German. And when we go to a bakery, we don't say "I would like some bread" like Germans, but rather "may I buy some bread please?"

**PLEILE (LAUGHS):** We might also ask "what would you recommend?" – opening ourselves up to some pleasant conversation.

**LOGISTICS PILOT: So a touch more charm and smoothness would go a long way?**

**PLEILE:** Yes, we Austrians feel bad if we cannot please everybody. The people of Bavaria and Baden-Württemberg are closer to us in culture than in the rest of Germany.

**MUSTER:** Being less particular would be good, too. For example, when it comes to cross-state coordination for customs, Germans often nitpick. As service providers, we are very pragmatic and more down-to-earth. Germans should be a little more innovative in this regard.

**Are there more positive qualities that you attribute to us Germans?**

**PLEILE:** Definitely the economic strength. And of course we ask ourselves: What makes the Germans so successful? So broadly speaking, directness can be beneficial. In Austria, for example, it is often not clear what the negotiating partner wants. As such, we Austrians can go around in circles. More tenacity and clarity could be beneficial in this instance, even if it can come across negatively. We could adopt this approach to push forward our matters more quickly.

**LOGISTICS PILOT: Speaking of speed, Mr Muster: What about the pace of the language, which certainly differs in comparison to Switzerland. Do we come across as fast speakers to you, and what effect does that have?**

**MUSTER:** High German is a foreign language for us Swiss Germans, too. The language is spoken more quickly, whereas Berne residents tend to speak slowly. But in a country with four national languages, there is always a need to assimilate, so it's not something I notice. We are used to hearing it from childhood through radio and television.

**LOGISTICS PILOT: High German has overridden beautiful words like 'Paradeiser' and 'Erdäpfel' in its predominance. Are Austrians also using words like 'Aprikosen' nowadays?**

**PLEILE:** Naturally, 'international German' is becoming more and more popular. Where I used to say *Paradeiser*

and *Erdäpfel*, I have now also switched to *Tomaten* and *Kartoffeln*, respectively. But *Aprikosen*, never – they are called *Marillen!*

**LOGISTICS PILOT: Do you not perceive this as a loss of cultural identity?**

**PLEILE:** No, I don't believe that. I look at it like adopting Anglicisms, which is the same concept. We take the terms that are simple and straightforward. Even *Kukuruz* is hardly used by people, rather *Mais*. But of course, it's *Topfenkuchen*, not *Käsekuchen*; *Schlagobers*, not *Schlagsahne* – those things won't change.

**LOGISTICS PILOT: Let's move on. Across our three countries, we approach titles quite differently – how do you approach them?**

**MUSTER:** In Switzerland, doctoral studies – excluding medicine – are often kept discreet and not printed on business cards. We Swiss do not want to be arrogant. Introducing yourself as "Dr so-and-so" is a bit much in my eyes.

**PLEILE:** I grew up with them. After the monarchy, academic titles gained relevance. As a child, I always found it handy that you don't have to remember names, but can simply refer to someone as *Herr Doktor*.

**LOGISTICS PILOT: What is a definite must-do for us Germans to communicate even better with our neighbours across national borders?**

**MUSTER:** I think communication and cooperation is already very good.

**LOGISTICS PILOT: I have read that Germans are not always perceived as friendly and polite enough. What are your thoughts?**

**PLEILE:** It actually comes across to me as though friendliness is only used as a means to get others to agree at times. In Austria, it is important to create an atmosphere of comfortability with one another and a sense of belonging. Too much bluntness and directness are not well received. It is important to palpably convey your value for the other person. For example: I enjoy sitting with you. And not: Time is short, time is money – chop chop!

**MUSTER:** It comes down to culture, I think. For us, when we feel comfortable, we feel welcome. Although sometimes a little overdone, for example in the financial domain, our culture of service does contrast with that of Germany, a former colonising nation that means business. We are certainly socialised very differently here. Fortunately, we do get along regardless. (cb)



The marshalling yard in Maschen is an important hub in the TFG Transfracht network.



# Flexible regional networks and crisis response

TFG Transfracht connects the D-A-CH region by transporting around 4,000 TEU of cargo environmentally friendly every day between six seaports – including Bremerhaven and Wilhelmshaven. The Deutsche Bahn subsidiary states that it has the densest train network in seaport hinterland services in Europe.

The train network responsible for meeting TFG Transfracht’s logistical demands is called AlbatrosExpress. It includes over 260 weekly departures and connects around 15,000 locations in the D-A-CH region, from large economic centres to small tranquil villages. “This network enables us to deliver the most diverse goods – from cat litter to drilling machines and winter coats – to their destination within 12–36 hours,” explained Philipp Best, who has been heading sales at TFG Transfracht since January 2021. The most important hub for high-frequency and flexible connections is the marshalling yard in

Maschen. Located south of Hamburg, the facility is considered the largest marshalling yard in Europe and the second largest marshalling yard in the world after Bailey Yard in the US state of Nebraska. “All containers that we take in via the ports of Hamburg, Bremerhaven and Wilhelmshaven intersect in Maschen, where they are then distributed to different direct trains according to their destination,” explained Best.

AlbatrosExpress forwards cargo from Maschen further into the hinterland regions via a closely interlinked rail network. The route leads through various terminals, amongst other destinations, which are served by TFG Transfracht

between 3–20 times a week. A total of 27 terminals are connected to the AlbatrosExpress network. “Our most frequent stop is the train station in Regensburg, which primarily serves as a hub for the automotive industry. That said, Frankfurt am Main, Erfurt, Stuttgart, Leipzig, Ulm and Dortmund are also key transport hubs for us in Germany,” said Best. In Austria, cargo flows are mainly concentrated in the Salzburg, Enns, Vienna, Graz and Wolfurt locations, whilst in Switzerland everything goes through the terminal in Basel. In this three-country intersect, with the addition of Italy, TFG Transfracht handles around 85 per cent of its activities via the AlbatrosExpress. The remaining 15 per cent is made up by company trains, which are implemented outside of the official timetable on an individual basis for customer requests and as tailor-made logistics solutions.

## More similarities than differences

Reflecting on TFG’s activities in the D-A-CH region, the manager said: “There are far more parallels than differences between the three countries.” The package of services that are drawn up for customers in Germany, Austria and Switzerland is almost identical. That said, the Hamburg resident is sure to emphasise that adapting approaches based on country has now become an essential success factor: “The language and mentality are similar in all three countries, but not the same. For this reason, for our on-site divisions like sales

“I am certain that the D-A-CH region is strong enough to survive this temporary turbulence relatively well.”

Philipp Best, Sales Director, TFG Transfracht



and operations, we rely on employees who know the regional markets, speak the regional language and are therefore more targeted in responding to the needs of customers.”

## Surpassing the 1 million TEU mark once again

Despite the current challenging situation in Europe and the D-A-CH region, Best is cautiously optimistic about the future: “If everything stays on track, we are likely to surpass the one million TEU mark for container transport again in 2022,” predicted the manager. At the same time, he describes the current situation as a “time of extremes,” which, in his view, will probably not be long term in nature. “We are not preparing for a lasting crisis, in fact, we have prepared ourselves for demand to potentially pick up again in 2023. I am certain that the D-A-CH region is strong enough to survive this temporary turbulence relatively well.”

Reflecting on the past two and a half years, he acknowledges that COVID-19, the war in Ukraine and the energy crisis have had a major impact on global supply chains and the hinterland regions. “Even in such times of crisis, rail transport remains dependable, meaning we can still operate our network. This makes us a reliable partner for our customers in terms of guaranteeing their supply security. We also took the pandemic as an opportunity and used the time to intensively develop new areas, for example, to drive the digitalisation of our internal processes forward,” explained Best. Now, the focus is on the company’s internal sustainability strategy, “TFGreen”, amongst other things. “With new capacities for 100 per cent CO<sub>2</sub>-free rail transport and climate-neutral road transport, we are creating real climate solutions. Because every container with combined transport not only relieves the burden on the road infrastructure but also on the environment,” the manager said, outlining the approach. (bre)

## FACTS

### TFG Transfracht

**Established:** 1969

**Headquarters:** Mainz, Germany

**Employees:** 200

**2021 Turnover:** EUR 248 million

**Container transport 2021:** 998,000 TEU

### AlbatrosExpress

**Countries:** Germany, Austria, Switzerland, Italy

### Connected ports:

Hamburg, Bremerhaven, Wilhelmshaven, Koper, Rotterdam and Antwerp

**Departures:** around 260 per week

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

PHOTOS: TFG TRANSFRACHT



## Communicating strengths more clearly

At a discussion event on the tenth anniversary of JadeWeserPort, Federal Minister of Transport Volker Wissing appealed to attendees to jointly contribute the strengths of their respective port locations to a future cooperative port strategy. Though it is true that northern German ports are in private competition, they must also compete as a collective against international competition. In light of this, LOGISTICS PILOT made some enquiries in Bremen, Oldenburg and Hamburg: Robert Howe, Managing Director of bremenports, André Heim, Managing Director of Seaports of Niedersachsen and Axel Mattern, CEO of Hafen Hamburg Marketing.



Robert Howe

**LOGISTICS PILOT: In June, the first joint port evening held by the northern German seaports took place in Berlin. What has changed since then, and how closely do these ports actually work together?**

**HOWE:** I am happy that the marketing cooperation of ports is now becoming more visible to the outside world. We are united by the common understanding that we need to convey our particular strengths more clearly to the market. Situated on the north German coast, we form Europe's key railway ports. We have already set a clear focus on making transport as climate-friendly as possible.

**HEIM:** Cooperation was already very close in our preparations for the joint event in June 2022 and gained momentum again afterwards. It is important that we – as northern German ports or port marketing organisations – work together, exchange ideas and clearly position ourselves in relation to European competitors with all our strengths and assets. After the event in June, we immediately made plans for the joint GermanPorts trade fair appearance at "transport logistics Americas". Further GermanPorts projects are also planned for 2023.

**MATTERN:** Ports are in the process of developing new forms of cooperation. For example, we had a stand at the transport logistic Americas in Miami under our collective title "GermanPorts", which has been used for years. We are also set on organising the joint port evening in Berlin on a regular basis in order to be more present on a national level. In addition, together with Bremen, we have got the cross-company breakfast going in the Dresden/Leipzig area. Our marketing managers keep in regular contact for such initiatives and are on the lookout for further cooperation opportunities to extend our efforts.

**LOGISTICS PILOT: What is going well and what next steps are in the works? What things should be a priority over the next few months in your view?**

**HOWE:** I hope that together we can emphasise – particularly to the Rhine, Ruhr, Main and Neckar regions – that German seaports represent an excellent resource for German industry. Goods should be routed more frequently to the north and less so to the west. There should be a common political and economic interest in strengthening German seaports. That's something we should advocate for – loudly! More specifically, we should be pushing for the development of further means to convey this message together.

**HEIM:** Further joint appearances at international trade fairs are planned in order to promote the strengths of northern German ports more intensively. We are collaborating on this closely. The LOGISTICS PILOT issues, for which we come together to report on developments in our northern German ports, is another good example of a marketing cooperation that has been running for years. Similarly, the continuation of the joint port evening is already confirmed. In addition, expanding this cooperation to a national level is key to establishing a clearer position of German ports over their competitors in the ARA port region. We are currently working on a joint event in North Rhine-Westphalia.

**MATTERN:** Our cooperative efforts in marketing are well under way and will be further expanded. On an international level, we are already able to further put a spotlight on German seaports. We definitely plan to intensify our cooperation in this area in the coming months and years. It is also very important to have a strong voice on a political level. This is what we are focusing on with our events in Berlin. We want to analyse the areas in which further synergy effects can be leveraged.

The executive committee of the BHV – Bremische Hafen- und Logistikvertretung also welcomed Federal Transport Minister Wissing's call for closer cooperation between the German seaports. "This is exactly the sentiment we need," said Werner Pöser, member of the management board and executive committee at BHV. "No port performs independently of the decision to cooperate. In order for each one to be able to compete against the ports of Antwerp and Rotterdam in particular, we need to develop synergies," stressed Pöser.

## Hinterland is not "hinterwäldlerisch"



Where digitalisation is concerned, many people think of seaport terminals, but this has long been becoming more important in the hinterland. The container terminals in Osnabrück (CTOS) and Nuremberg (TriCon) demonstrate how much IT is already in use in inland terminals.

The logistics chain can only operate when all cogs mesh together. As this is operationally demanding and the shortage of skilled workers is growing, digitalisation is now also picking up speed in inland areas. "Digitalisation is a major topic," stated Peter Schreyer, Managing Director of TriCon, which, among others, links the German seaports of Bremerhaven and Bremen and the Lehrte megahub in Hanover with Nuremberg, Bavaria's

second-largest city. Since 2022, the use of two gates means that each truck will no longer have to be recorded manually or on a tablet when it enters or exits the terminal. Instead, fully automatic optical character recognition (OCR) is used. "At each gate, seven cameras take snapshots of the loading unit's condition," Schreyer explained. "If something goes wrong, this allows us to provide other participants in the supply chain with the necessary evidence of the transfer of risk." ■■■

PHOTOS: BREMENPORTS, SEAPORTS OF NIEDERSACHSEN, HHM, ACHIM MULLHAUPT

PHOTOS: TRICON, CTOS



FACTS

**Nuremberg Container Terminal (TriCon)**

**Established:** 2006

**Managing Partners:**

CDN Container Depot Nuremberg, DUSS Deutsche Umschlagsgesellschaft Schiene Straße, Kombiverkehr – Deutsche Gesellschaft für den kombinierten Güterverkehr, Hafen Nuremberg-Roth (each 25%)

**Loading siding:**

10 (each 700m), 2 sidings, 1 electrified turning siding

**Temporary storage capacity:**

3,000 TEU and 80 parking spaces for semi-trailers

**4 gantry cranes and 3 full-load reach stackers:**

Each up to 42 tonnes

**Employees:** 57

**Loading units per year:** 200,000

■ Hazardous goods, semi-trailers and swap bodies, unlike standard load carriers, still have to be checked manually. ‘Here, our employees verify whether the load carrier is also suitable for transshipment,’ he added. OCR will also be used for trains in the future. In connection with the expansion of the first module, a corresponding gate is to be set up in the port of Nuremberg.

**Some persuasion required**

Another milestone was the introduction of a multilingual driver app in spring of this year, since which drivers have been able to register contactlessly at the gate using a booking code. The OCR data is then sent to the Terminal Operating System (TOS), and the driver automatically receives information regarding the slot they must drive to to collect the container. ‘At the moment, however, the level of usage is only about 10 per cent,’ Schreyer explained regretfully. ‘Some drivers shy away from data entry, others prefer to have the social contact.’ An update that allows haulage companies to perform the data entry for the driver should now help to improve the rate, he added.

Mandatory slot booking, as has already been the procedure at the large Eurogate and HHLA container terminals for several years, is not yet part of the app, but will be necessary in the future. ‘With this kind of slot management, we can equalise processing and increase planning reliability for everyone, as well as significantly speed up our processes and increase our efficiency,’ explained Schreyer.

However, since this is quite demanding, TriCon has taken the lead of a consortium of project partners that includes the IT companies Cargo Support Service and Conroo, the Institute for Maritime Logistics (MLS), the Fraunhofer Center for Maritime Logistics and Services (CML) and the German Promotion Centre for Intermodal Transport (SGKV; Studiengesellschaft für den Kombinierten Verkehr). By 2025, the three-year ‘Flexiking’ project, funded by the Federal Ministry of Digital Affairs and Transport (BMDV) as part of IHATEC II (Innovative Port Technologies), will develop an smart multi-agent system for the collaborative coordination of time slots.

Digitalisation also plays a major role at the Container Terminal Osnabrück (CTOS), which only went into operation at the beginning of 2022. Linking the TOS with the Gate Operating System (GOS) plays a key part here, too. In the future, all trucks in Osnabrück will be recognised automatically by means of an OCR system and the data will be transmitted to the TOS. The gates required for this

have already been set up, but are not yet in operation. ‘The recognition quality is currently far below the prescribed 95-96 per cent,’ explained Managing Director Björn Tiemann. ‘This needs to be improved for us to use it properly in our business operations.’

**Complex algorithm training**

The challenge is to train the smart computer system correctly, and this is where the devil is in the detail. Recently, for example, the software recognised Dutch number plates, but not German ones. American number plates, which some truckers decorate their vehicles with, as well as rental company chassis numbers above the bumper, or number plates attached to the left instead of the centre, also led to confusion. A cable popping out when fastened with cable ties was also falsely read as the number 1. The algorithms are currently being adapted to eliminate such problems. ‘It

Snapshots of the status of the loading unit are taken at TriCon’s OCR gate.



could take another six months or so to get this working fully for trucks,’ Tiemann said.

The next step is also a ‘Railgate’ in Osnabrück. ‘Up to now, when a train arrives, our employees hurry to check the wagons against the loading lists,’ the managing director explained. ‘For the 700 metres through the track bed, they’re on the move for at least half an hour per route, meaning a train is sometimes entered into the system as much as an hour after arriving.’ Only by digitalising processes to make them faster and more accurate can terminal productivity improve, he added.

**Fees as an incentive**

In addition to optimising internal processes, CTOS also focuses on the smooth interaction of all participants in the logistics chain. However, as there is still a long way to go before people realise that sending PDFs is far less

efficient than sending data via interfaces, the CTOS has introduced a fee of three euros per order data record for manual data processing. ‘This is intended to be an incentive – without it, nothing would happen,’ Tiemann emphasised.

In future, there is also to be a self-service area in Osnabrück, as is planned in Nuremberg, where the dispatchers enter the data ahead of time and then, using a booking number, a large proportion of the loading units can be checked in without any contact with the counter. In addition, a slot booking system at CTOS could also contribute significantly to better volume control and thereby improve processes for the benefit of all. Tiemann admits that the seaport terminals are still considering further ahead in this respect, yet he is firmly convinced that digitalisation will also continue to increase at the inland terminals: ‘The lack of skilled workers means we don’t have the manpower to do the work manually, so there’s no way of getting around digitalisation.’ (cb)

Digitisation will play an important role at the CTOS, commissioned in 2022.



FACTS

**CTOS**

**Established:** 1 January 2022

**Operators:** Container Terminal Osnabrück (CTO)

**Managing Partners:** Klaus Hellmann family (41%), Koch International (5%), Nosta (5%) and TBOS (49%)

**Loading siding:** 4 (each 730m)

**Temporary storage capacity:** 2,500 TEU and 65 trailer parking spots

**2 gantry cranes and 1 reach stacker:** each up to 43 tonnes

**Employees:** 12

**Investment:** about EUR 30 million, EUR 22 million of which at public expense

More information:  
[www.tricon-terminal.de](http://www.tricon-terminal.de)  
<https://ct-os.de>



# East Frisia's "special catamaran"

Ostfriesische Volksbank runs its shipping activities like a catamaran – with two distinct hulls. The first hull is its maritime shipping department and the second is its branch office, Bank für Schifffahrt, which acts as a specialist financier for inland waterway transport.

**B**usiness from the maritime shipping industry took off exponentially for Ostfriesische Volksbank in the early 1980s, when more and more shipping companies were founded on the Ems Axis that were in need of bank-specific support in financing their fleets. The roots go back even further for Bank für Schifffahrt (BfS), which has been offering classic banking services to its customers since May 1911 and supporting purchases, new constructions, renovations, and repairs. "Although our range of services is very similar, there is hardly any overlap in our financing – at most there is some for coasters that can be used both along the coast and on inland waters," explained Guido Müller, Head of the Maritime Division at Ostfriesische Volksbank.

Whilst he and his colleagues are currently responsible for around 300 seagoing vessels – from container ships, coasters and multi-purpose freighters to heavy lift vessels, bulk carriers and tankers – Dieter Schneider, Head of BfS, and his team operate around 440 inland vessels at present. Their fleet includes both tanker and dry cargo ships as well as passenger ships, with a maximum length of 110 metres and a maximum width of 11.45 metres, with a few exceptions. "In the latter segment, we currently operate day-trip vessels with no cabins, rather than river cruise ships," Schneider stated, summarising the business segment. He cites three fundamental differences between the two divisions of Ostfriesische Volksbank: "In contrast to our maritime colleagues, we primarily focus on domestic activity. In addition, financing volumes for inland waterway transport are generally lower and the duration of loans is usually longer."

Different vessels – different teams of experts: Whilst the Ostfriesische Volksbank shipping department is responsible for large container ships, amongst other things, the competences of the BfS lie with smaller units that travel on inland waterways.



## German fleet and banking activities have shrunk

Both experts look back at the development of ship financing since the Lehman banking crisis in 2008 with mixed feelings. "15 years ago, the German ship-financing market had a volume of over EUR 100 billion, which has now shrunk to around EUR 10 billion, i.e. one tenth of the size," explained Müller. To him, this is a worrying development. Since Ostfriesische Volksbank has always followed the guiding principle of ship financing covering no more than 20 per cent of its portfolio, it has weathered the crisis much better than some major banks. Today, the cooperative bank is one of the few national banks with a focus on this market segment. Regarding inland waterway transport, Schneider added: "We were not affected as much by the crisis as other inland waterway financiers, as we made the deliberate decision not to provide full financing and our customers contributed their own equity capital. We were able to and have successfully financed new projects even in the crisis. Looking at the past ten years, our credit portfolio has more than doubled over that period."

Against this background, the two bankers estimate that Germany has not lost its connection over the past two decades as a shipping location, but has nevertheless lost considerable substance. "The German merchant fleet once stood at over 4,000 ships, today it is just under 1,800. I think these figures speak a thousand words," noted Müller. For Schnei-



Guido Müller (left), Head of the Maritime Division at Ostfriesische Volksbank and Dieter Schneider, Head of Bank für Schifffahrt

der, many countries have reacted more flexibly than Germany to the developments in recent years. One consequence is that the banking landscape surrounding the shipping business in Germany has now been reduced to a good handful of providers. "The Netherlands and other countries managed to overcome their risk aversion much more quickly and focus more intensively on ship financing after the crisis," said Schneider.

## Investment climate has "cooled noticeably"

At present, both Schneider and Müller are practising considerable caution in the market when it comes to financing new constructions. "Whether it's COVID-19, the war in Ukraine or the reduced propensity to consume during the energy crisis – all these developments have left their mark and led to great uncertainty, meaning that the investment climate has cooled noticeably," concluded Müller. "However, the Russian war of aggression has indirectly led to a renaissance of coal transport, as the output of coal-fired power stations has been temporarily increased," added Schneider.

For the future, the hopes of the two rest primarily on a transformation process in both shipping areas towards "green shipping" – for example, with investments by the owners in new environmentally friendly technologies and in modern engines. In addition, Schneider has identified a trend in inland waterway transport towards new ships with a lower draught in order to better deal with the low tide problem. "We are currently supporting about 25 new construction projects, which are contractually fixed and will be delivered between 2022–2024. We are in negotiations for a further 35 ships, which are to follow from 2024," said Müller, giving a tentative insight into the figures of his banking activity in the maritime sector. His colleague in the inland waterway segment is more reticent: "We aren't seeing this number of new constructions. However, we are happy to see every new construction, especially in the dry bulk shipping sector," said Schneider. (bre)

More information:  
[www.ostfriesische-volksbank.de/schifffahrt/seeschifffahrt.html](http://www.ostfriesische-volksbank.de/schifffahrt/seeschifffahrt.html)  
[www.ostfriesische-volksbank.de/schifffahrt/binnenschifffahrt.html](http://www.ostfriesische-volksbank.de/schifffahrt/binnenschifffahrt.html)



# 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. The information published on this page is subject to change. Please consult our website [www.logistics-pilot.com/event-kalender/](http://www.logistics-pilot.com/event-kalender/) shortly before an event is due to take place to ensure there have been no changes. Thank you!



2022		GERMAN PORTS	
DECEMBER			
2023			
JANUARY			
FEBRUARY			
MARCH			
APRIL			
MAY			
JUNE			



<b>13. 12. 2022</b>	<b>12th BHV-Schlachtfest</b> www.bhv-bremen.de Bremen, Germany
<b>12. 1. 2023</b>	<b>New Year Reception</b> www.bremenports.de/en/events Berlin, Germany
<b>16. 1. 2023</b>	<b>Project Logistics Expert Forum</b> www.bhv-bremen.de Bremen, Germany
<b>8. – 10. 2. 2023</b>	<b>FRUIT LOGISTICA 2023</b> www.fruitlogistica.com Berlin, Germany
<b>14. 2. 2023</b>	<b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany
<b>28. 2. – 2. 3. 2023</b>	<b>INTERMODAL SOUTH AMERICA</b> www.intermodal.com.br São Paulo, Brazil
<b>14. 3. 2023</b>	<b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany
<b>18. 4. 2023</b>	<b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany
<b>25. – 27. 4. 2023</b>	<b>WindEurope</b> www.windeurope.org/annual2023/ Copenhagen, Denmark
<b>9. 5. 2023</b>	<b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany
<b>9. – 12. 5. 2023</b>	<b>transport logistic</b> www.transportlogistic.de Munich, Germany
<b>24. – 25. 5. 2023</b>	<b>Real Estate Arena</b> www.real-estate-arena.com Hanover, Germany
<b>1. – 2. 6. 2023</b>	<b>ESPO Conference</b> www.espo.be Bremen, Germany
<b>6. – 8. 6. 2023</b>	<b>Breakbulk Europe</b> www.europe.breakbulk.com/home Rotterdam, Netherlands

## Disrupted supply chain solutions

“Logistics Talk” in Stuttgart

The event’s slogan was “Serious disruptions to value and supply chains! What solutions do freight forwarders, shipping agents and seaports offer?” This bremenports event took place in November in the Mercedes-Benz Customer Centre in Sindelfingen. The panel – Philip Freytag (XXL Consolidation), Benjamin Buchmüller (Liebherr), Stefan Färber (bremenports) and Christoph Kernen, bremenports’ southwestern representative – debated this topic in front of around 85 guests. Hilke Theessen (Radio Bremen) hosted the session. The debate provided a good starting point for discussion during the concluding ‘get-together’ of attendees.



A lively exchange of experiences between logistics experts.

## Goods transported by inland waterway

“Short Sea Shipping Days” in Lübeck

In early September, Seaports of Niedersachsen represented the seaports of Lower Saxony at the “4th Short Sea Shipping Days” in Lübeck. The port marketing agency was accompanied by representatives from Emden, Cuxhaven and Wilhelmshaven. As exhibitors and event sponsors, they competently answered visitors’ questions. This year’s main theme was “Logistics en route to sustainability”. Speakers Professor Kurt Bodewig (European Coordinator of Motorways of the Sea, Mobility and Transport, European Commission), Claus Ruhe Madsen (Minister for Economic Affairs, Transport, Employment, Technology and Tourism in Schleswig-Holstein) and Hagen Goldbeck (President of the Lübeck Chamber of Commerce and Industry) provided fascinating background information. A central topic was how to guarantee skilled workers in the future and the related question of how to attract young people to work in the logistics sector.

André Heim (Seaports of Niedersachsen), Minister Claus Ruhe Madsen and Oliver Fuhljahn (Rhenus Cuxport) shared their experiences in Lübeck.



PHOTOS: BREMENPORTS, SEAPORTS OF NIEDERSACHSEN (2X)

## Shadowed by a tense energy supply situation

“WindEnergy” in Hamburg

Over 1,400 exhibitors from 37 countries and around 30,000 visitors attended “WindEnergy” in Hamburg in September, the world’s largest gathering in the wind energy sector. In the Lower Saxony pavilion, covering roughly 100 sqm, Seaports of Niedersachsen presented their range of services along with Niedersachsen Ports, the Lower Saxony Ministry for Economic Affairs, Employment, Transport and Digitalisation and Cuxhaven Agency for Economic Development. The port marketing company was assisted by eight ‘maritime sector’ representatives from Emden, Cuxhaven and Wilhelmshaven. The joint stand, which echoed the theme “Networking Lower Saxony”, hosted events such as a networking meeting on offshore, wind and hydrogen topics. The focus was on the tense situation in Germany’s energy supply and the dependence on fossil energy imports.

Roughly 30,000 visitors attended this year’s “WindEnergy” in Hamburg. A view of the Lower Saxony pavilion prior to the crowds.





COMPACT



**COLOGNE.**

Since October, the Federal Office for Goods Transport (BAG) – from

2023 the Federal Office for Logistics and Mobility – has had a new deputy president. **Bernd Krekeler**, Head of Control Services, follows in the footsteps of Christian Hoffmann, who took over as BAG President in August. Krekeler is a lawyer and has been at BAG for many years. Following different positions at BAG headquarters, as well as head of the Münster office, he joined the Control Services Dept. as unit leader in 2017, and took over as departmental head a year later.



**BREMEN.**

In November, the BLG supervisory board took the decision to reintroduce the position of COO for business operations at board level. **Matthias Magnor**, who has been in charge of the Contract division as a board member since October 2021, will assume this role as from December 2022. Prior to joining BLG LOGISTICS, Magnor was COO and executive board member at Hellmann Worldwide Logistics. The decision was also taken to merge the responsibilities of Automobile and Contract at board level.



## New management of BHV

**BREMEN.** **Petra Lüdeke** took over as general manager of BHV-Bremische Hafen-und Logistikvertretung on 1 September. She was appointed unanimously by the executive board of the trade association. “Petra Lüdeke has been actively involved in the restructuring of BHV since 2018 and has an excellent network in the port and logistics sector,” said Christoph Bruns, spokesman for the BHV executive committee. “We are delighted that she will further develop BHV in her new role, both strategically and in day-to-day operations”. The position of general manager has been filled after a long break. Lüdeke was a project manager back in 2018 and has worked for BHV as a branch manager since 2019. A graduate economist, she has previously held various roles within the Bremen Port and Logistics network, including the VIA BREMEN foundation and Institute of Shipping Economics and Logistics (ISL).

## VDR strengthens management

**HAMBURG.** The German Shipowners’ Association (VDR) has appointed **Irina Haesler** and **Tilo Wallrabenstein** to the executive board. “The German shipping sector is facing enormous challenges. Consequently, we are pleased to now have two proven experts as members of VDR’s executive board,” said Dr Martin Kröger, Head of VDR. Haesler is a qualified lawyer and has been with VDR since 2013, most recently as manager of the Brussels office. Wallrabenstein is a lawyer and has worked for VDR as a legal advisor since 2010.



## TCU appoints Andreas Hüsing

**BREMEN.** In September, **Andreas Hüsing** transferred to the seaport hinterland specialist Transcontainer-Universal (TCU) to become Head of Operations. His predecessor, Marcel Sames, had gone to TFG Transfracht. Hüsing has already held various executive positions in European and inter-modal land traffic, including H. P. Therkelsen and Hangartner/DB Schenker. TCU organises intermodal hinterland transport in Europe. Last year, its turnover in this area was 65 million euros.



## Emden has a new branch manager

**EMDEN.** **Aiko Hollander** took over as manager of the NPorts branch in Emden in October. He succeeds Volker Weiß, who has now assumed the role of NPorts Technical Director at the headquarters in Oldenburg. Hollander has been associated with the ports of Lower Saxony and NPorts for over 20 years, most recently as Deputy Branch Manager and Technical Department Manager in Emden. After training as a hydraulic engineer, he became a qualified civil engineer for hydraulic and environmental engineering.

## Reward for excellence in academic teaching

**BREMEN.** During the Bremen Shipping Congress, Claus Brandt, MD of the German Maritime Centre, presented the prizes for “Excellence in Teaching of Academic Maritime”. The first prize went to **Professor Ilknur Colmorn** (top) Bremen University of Applied Sciences (Faculty of Nature and Technology). **Rasmus Brandt** (centre) from Flensburg University of Applied Sciences (Dept. of Mechanical Engineering, Process Engineering and Maritime Technologies) received the second prize, whilst the third prize went to **Daniel-André Dücker** (bottom), Research Associate at the Institute of Mechanics and Ocean Engineering at Hamburg University of Technology. The winners received a certificate and prize money to be used for an academic project of their choice. The awards are a contribution towards promoting academic maritime teaching and a way in which the Centre aims to increase the visibility of the maritime sector and to reward teaching staff.



## Death of Leschaco CEO Jörg Conrad

**BREMEN.** In October, **Jörg Conrad**, long-term CEO and shareholder of the Leschaco Group, died after a short illness. He was 67. Conrad has run the company as managing partner since 1992 and created a leading provider in hazardous goods and tank container logistics. Conrad was responsible for the tank container, air freight, contract logistics, legal and insurance areas as well as terminal operations in Emden until his death. Last year, he transferred the majority of the shares in

Leschaco to his children Constantin and Charlotte, thereby heralding a change at shareholder level. Jörg Conrad was also involved in many voluntary activities. These included Honorary Consul of the United Mexican States in the State of Bremen, member of ‘Haus Seefahrt’, member of the advisory board of bremenports as well as Association of Sponsors of the Vocational School for Wholesale, Foreign Trade and Transport.

**Niedersachsen Ports**

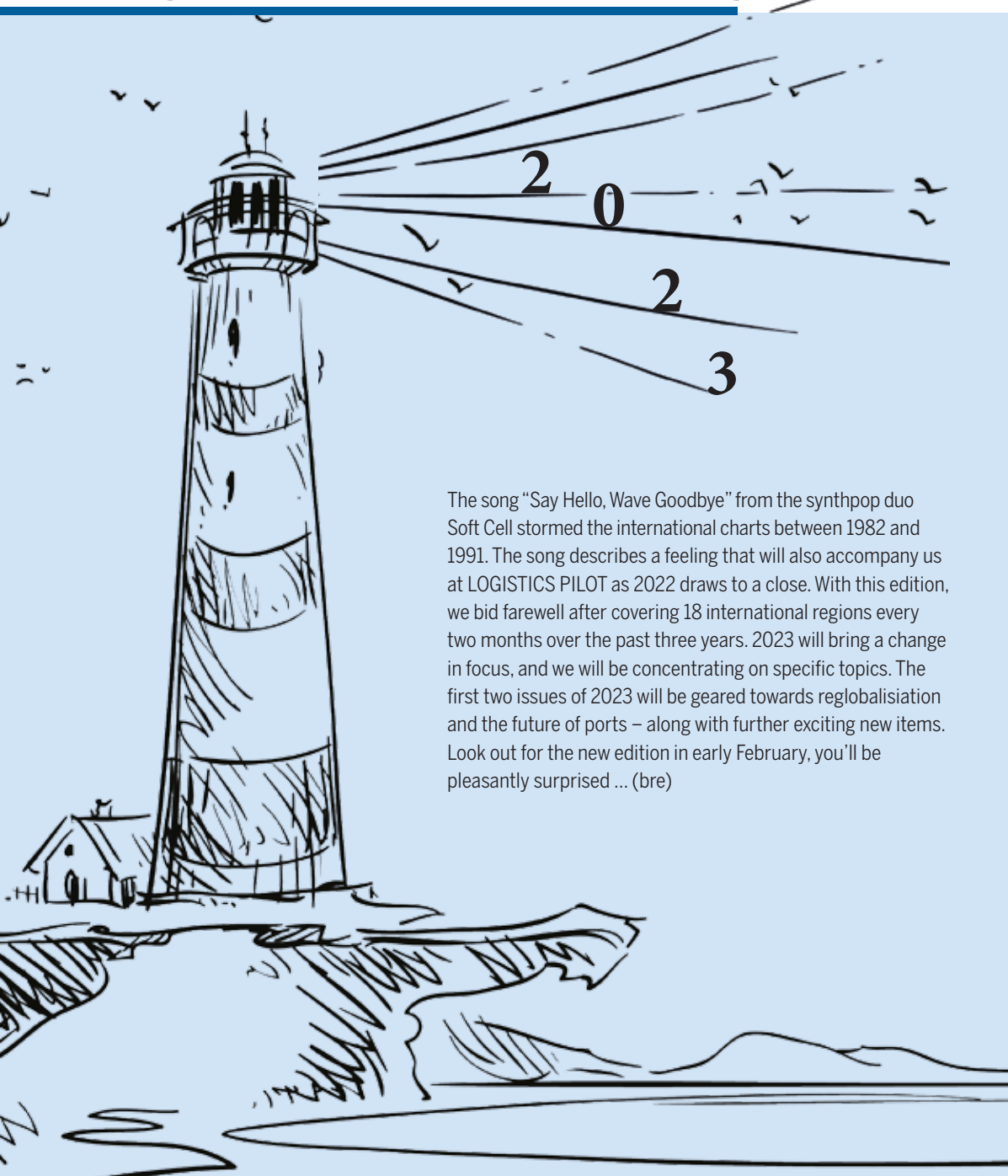
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# Say Hello, Wave Goodbye



The song "Say Hello, Wave Goodbye" from the synthpop duo Soft Cell stormed the international charts between 1982 and 1991. The song describes a feeling that will also accompany us at LOGISTICS PILOT as 2022 draws to a close. With this edition, we bid farewell after covering 18 international regions every two months over the past three years. 2023 will bring a change in focus, and we will be concentrating on specific topics. The first two issues of 2023 will be geared towards reglobalisation and the future of ports – along with further exciting new items. Look out for the new edition in early February, you'll be pleasantly surprised ... (bre)

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