

# LOGISTICS PILOT

EDITION

APRIL 2024



GERMAN PORTS

## EN ROUTE TO A NEW ORDER

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**New Times,  
New Structures**

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## Main Topic

The world is in flux. It is not just the pandemic, piracy and disrupted supply chains that call for flexible rethinking on the best ways to restructure existing modules.



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PHOTO PAGE 3: UNIVERSITY OF BIELEFELD

# “DE-RISKING” IS THE ORDER OF THE DAY



**Julian Hinz heads the Research Center Trade Policy at the Kiel Institute for the World Economy and is Professor of International Economics at Bielefeld University.**

**Dear readers,**

Geopolitical tensions are currently posing major challenges for international trade. This is particularly evident in the Red Sea, where ships are being attacked, as well as in sanctions against Russia and Iran, and political strain between the USA and China.

On occasion, the effects on international trade can be felt quite hard. Indeed, over 80 per cent fewer ships sailed through the Red Sea and the Suez Canal in January, with many shipping companies instead choosing the longer – but safer – route around Africa. In Hamburg, Rotterdam and Antwerp, 25 per cent fewer ships than normal arrived. The effect was only temporary, however, as the key players have since adapted to using this longer route and freight rates have stabilised. This episode is unlikely to have far-reaching economic consequences but it is an example of how fragile international trade routes are currently.

Sanctions, such as those imposed on Russia and Iran, have had more significant economic effects. Trade links are changing dramatically; the West’s trade with Russia has fallen by almost 75 per cent in terms of both imports and exports, even for goods that have not been sanctioned. In response, Russia is trading more with countries that have not sanctioned them, and western states are also diverting trade flows to politically less sensitive countries. Further political tensions, particularly between economic heavyweights China and the United States, emphasise today’s geopolitical climate.

All of this speaks in favour of diversifying both supply chains and trading partners in order to reduce dependencies on individual suppliers, countries and trade routes. “De-risking” is the order of the day, therefore, yet we must keep in mind that Germany and Europe are as economically prosperous as they are because they are open economies that thrive on trade. Diversification has to be the aim, not isolation.

**Best wishes, Julian Hinz**

# STRUCTURED CHAOS

It happens every few minutes ... the lights at the pedestrian crossing turn green and people stream across the road from all sides. This photo of the famous Shibuya Crossing in Tokyo symbolises the current developments in logistics and the maritime industry. The familiar structures and supply chains face numerous new challenges almost daily – from Covid-19 and the war in Ukraine to Houthi rebels on the attack. Time and again, the seemingly chaotic hustle and bustle eventually shows itself to be a flexible system that quickly adapts to new circumstances, as all those involved find new solutions quite rapidly, usually with only minimal friction and minor clashes. Worldwide, not just in Japan. [\(bre\)](#) 



# EN ROUTE TO A NEW ORDER



The world is in flux – things we once understood to be true are now different. But how are developments as diverse as the post-pandemic boom in new builds, piracy in the Red Sea and China’s geopolitical aims affecting the maritime economy? And how do all these puzzle pieces fit together?

“Larger ships bring economies of scale for shipping companies, but not at all for terminal operators.”

Aad Scholten, Managing Director of the North Sea Terminal Bremerhaven



But what does the increase in large container ships associated with the boom in new builds mean for the ports? “The impact of larger ships and larger call sizes on container terminal operations are considerable,” explained Aad Scholten, Managing Director of the North Sea Terminal Bremerhaven. “In my experience, larger ships bring economies of scale for shipping companies, but not at all for terminal operators.”

Normally, a vessel calls at the terminal once a week. “If this weekly volume arrives on fewer larger ships with correspondingly more containers, this will have an impact on how work at the terminal is distributed,” Scholten added. The result is more peaks and troughs, making it harder to organise operations efficiently. Furthermore, the fact that larger ships generally transport more containers per call is also challenging. “This may require investment in larger container gantry cranes and additional yard capacity,” the managing director emphasised. In addition, larger ships require longer lay times and take up more mooring space at the port, which has an impact on berth capacity availability.

“Only by cooperating with other participants in the container supply chain can terminal operators deliver the right container to the right place at the right time throughout the entire process and, in doing so, optimise their operations sustainably,” he summarised. Container liner shipping companies Hapag-Lloyd and Maersk are also joining forces with a new partner, under the name Gemini Cooperation, to create a flexible and interconnected service network starting February 2025. →

Since the Covid-19 pandemic, everything in the transport, logistics and shipping sectors has been on the move, both literally and figuratively. The significant supply chain bottlenecks during this period continue to have an impact, for example, the realisation that some dependencies pose risks, that global trade must become more resilient, that functioning supply chains are vital and that sufficient capacity on ships and in ports is essential for this.

In reaction, the container liner shipping companies are expanding their fleets at record speeds. According to international shipping organisation Bimco, 350 new container ships with a total capacity of around 2.2 million TEU were delivered in 2023. This significantly exceeded the previous record of 1.7 million TEU set in 2015. It does not end there. This year, 478 box carriers with a capacity of 3.1 million TEU are expected to enter the market, which is a 41 per cent more than last year.

PHOTOS: ADOBESTOCK/MAS0380, FREEPIK, PIXABAY, ANTJE SCHIMANKE PHOTOGRAPHIE, BUNDESWEHR/JULIE PELTZER

On 23 February, the German Bundestag decided to deploy the frigate “Hessen” as part of the EU’s “EUNAVFOR Aspides” operation. The ship’s deployment with German military involvement makes an important contribution to protecting vessels in the southern Red Sea and Bab al-Mandab area from both missile and drone attacks, as well as from piracy attempts using helicopters and boats.





The "BYD Explorer No. 1" was the first Chinese RoRo carrier to dock at the BLG AutoTerminal in Bremerhaven on 26 February.

And how well is this going down? According to the Bremen Freight Forwarders' Association (VBSp), this is a purely commercial decision. The markets could even benefit from the alliance if the two shipping companies succeed in boosting the punctuality rate of their services to a new level. Also positive is the fact that Hapag-Lloyd still primarily considers itself a carrier and has no ambitions to operate in integrated logistics.

From Bremen's perspective, the fact that container terminals in Bremerhaven and Wilhelmshaven will gain additional handling volumes is particularly welcome. "This should be a further incentive for politicians and local authorities to proceed with upgrading the quays and deepening the Outer Weser quickly," emphasised Thorsten Dornia, VBSp Executive Chairman.

The situation regarding the order books in project and multipurpose heavy-lift shipping is completely different. "There's no substantial new build programme that would lead to major fleet growth at the moment," reported Knut Voigt, Branch Manager at BBC Chartering in Bremen. This is despite the fact that, according to UK consultancy firm Drewry, 65 per cent of multipurpose vessels worldwide are 15 or more years old. BBC Chartering and Briese Schifffahrt are therefore currently investing in new tonnage that will gradually replace these older entities.

However, both container liner shipping companies and the multipurpose heavy-lift shipping industry are also having to cope with terrorist attacks by the Houthi rebels in the Red Sea. Indeed, around ten per cent of all global trade usually passes through here, and almost a third of all containers pass through the Bab al-Mandab Strait, which connects the Red Sea with the Gulf of Aden.

### Detours, higher container demand and more emissions

But things have changed. Hapag-Lloyd is not the only shipping company that has diverted its ships since 21 December. "Nine out of ten container ships that previously travelled through the Red Sea and the Suez Canal on the trade routes between the Far East and the Mediterranean, Northern

Europe and the US East Coast are rerouting via the Cape of Good Hope," reported Peter Sand, Chief Analyst at Xeneta, a market research company.

According to the "Kiel Trade Indicator", over 80 per cent fewer containers passed through here in January than would actually have been expected. This also impacts ports such as Hamburg and Bremerhaven, where the number of incoming ships fell by 25 per cent. Experts from the consultancy and analysis firm Sea-Intelligence report that the required transport capacity in TEU miles between the Far East and Europe has also increased by around 35 per cent. Analysts calculated a global increase of 16 per cent in mid-February.

Emissions are also rising. The United Nations Conference on Trade and Development (UNCTAD) estimates that the extra fuel consumption due to the greater distances and higher speeds travelled could lead to an increase in greenhouse gas emissions of up to 70 per cent on a round trip from Singapore to Rotterdam. To put this in context, the ships travel at an average speed of around one knot, but in some cases up to three or four knots faster.

It takes around 10-20 days longer for deliveries to reach northern Europe and the Mediterranean. "The supply chains have been severely disrupted and are still being so," added Sand. "There's currently no end in sight; being shot at is still the order of the day," he continued. "However, all other attempts to board and hijack have been rebuffed so far." The multinational security initiative Operation Prosperity Guardian has played its part in this since late December.

"Right now, we can assume that vessels will have to be routed around the Cape of Good Hope in the coming months, too," stated VBSp chairman Dornia. "There'll be a new regularity, especially as many shipping companies, including Hapag-Lloyd, are maintaining their schedule density with more ships." The Hamburg-based company has 14 to 15 container ships travelling between Asia and Europe instead of the usual twelve, and has also purchased 125,000 TEU of additional boxes.

According to Dornia, industry and trade will ultimately adjust to the longer journey times and plan their orders correspondingly. "The result is significantly higher freight rates for container transport and higher costs of capital tied up," he stated. "Industry and trade will pass these on to the market before long."

Plus: "The ensuing delays are weighing on German foreign trade after an already weak 2023," said Melanie Vogelbach, Head of International Economic Policy and Foreign Trade Law at The German Chamber of Commerce and Industry (DIHK). "Even if companies' supply chains have proved resilient so far," she added, "the delayed imports and exports alongside the increased freight rates are significant and could have



"There's currently no substantial new build programme that would lead to major fleet growth."

Knut Voigt, Branch Manager at BBC Chartering

an adverse impact in the coming weeks. After all, global freight capacities and alternatives to container shipping are limited."

Besides the crisis in the Red Sea and the wars in Ukraine and Israel, geopolitical uncertainties in relation to China also remain an issue. Tensions between China and Taiwan and in the South China Sea are escalating. A conflict in these maritime regions would have far-reaching consequences, as roughly half of global maritime trade passes through the Taiwan Strait alone. Although the USA is becoming an increasingly important trading partner for Germany, China remains in first place. Around 500 companies in Bremen regularly trade with China, and around 200 even have their own subsidiary, branch or production facility there.

### Changing supplier relationships and warehousing concepts post-Covid

"Many areas of international trade aren't running smoothly at the moment," explained Volkmar Herr, Managing Director and Head of the International Division at the Bremen Chamber of Commerce. "Foreign trade turnover with many target countries is largely stagnating or declining; some countries, including China, are even experiencing significant downturns." Only for the USA is the picture more positive. →



"The situation isn't primarily due to the looming geopolitical conflicts in the US-EU-China triangle."

Volkmar Herr, Managing Director and Head of the International Division at the Bremen Chamber of Commerce

"Vessels will have to be routed around the Cape of Good Hope in the coming months, too."

Thorsten Dornia, Executive Chairman of the Bremen Freight Forwarders' Association



PHOTOS: BIG LOGISTICS, BRELOG, BBC CHARTERING, JÖRG SARBACH

“In my opinion, the predominantly lukewarm situation isn’t primarily due to the looming geopolitical conflicts in the US-EU-China triangle,” he pointed out. “It seems that the negative impact on global trade can be attributed to the aftereffects of the pandemic, the change in interest rates and poor economic policy in China and Europe, especially in Germany.” Then there are distortions in energy costs caused by the Russia-Ukraine war and energy policies in Germany that are not sufficiently open to advances in technology.

The potential consequences of US-EU-China geopolitics on Bremen’s economy is difficult to quantify in reliable figures. “However, we’ve heard in many discussions with those affected that companies are now looking at the emerging risks much more closely,” he added. “They’re trying to diversify their supplier relationships, change their warehousing, adapt their corporate structures to be better prepared for shocks, invest in other third countries and often have the ‘China plus 1’ mindset.” It is noticeable that companies operating abroad are also looking at new third countries for their investment plans. Recent surveys by DIHK also showed this.

### China sales opportunities and caution – a difficult balance

Despite all these realignments in supply relationships, we must remember that China is the world’s second largest domestic market. “Due to the sales opportunities there and the proximity to customers, German and European companies are investing in China to remain globally competitive. Plus, innovations pay off more quickly if you can use economies of scale for new products and services, which simply result from the size of the Chinese market,” Volkmar Herr added. “Without well calculated innovations, our companies will fall behind the competition.”

Moreover, there are currently no reliable alternative suppliers outside of China for many products manufactured there, meaning that the Chinese market cannot simply be ignored. Management can see the risks, though. “Business that can still be conducted well, over a manageable period of time, with the associated risk is still taking place. This can also lead to sales growth, but we’re more cautious,” he explained.

“We’ve added additional space to our terminal areas to handle these increased import flows.”

Oliver Fuhljahn, Head of Business Development for Automobile Logistics at Cuxport



The significance of the Chinese economy for automotive logistics is evident in several ways. “Chinese vehicle manufacturers are very interested in the European market. In 2023, we handled 10,000 Chinese cars at the AutoTerminal Bremerhaven - and this number is rising,” reported Frank Dreeke, Chairman of the BLG Logistics Group. “With the arrival of the ‘BYD Explorer No. 1’ in Bremerhaven, the first ship chartered by a Chinese manufacturer has now moored with us. We’re delighted by it. In mooring here, automobile manufacturer BYD is emphasising the importance of our location as an international hub for automotive logistics. We’re very optimistic that we’ll be working for and with the major Chinese OEMs in Bremerhaven during the course of this year.”

Cuxport has also observed the automotive market, particularly in Germany and Europe, increasingly shift from being an export market to an import one. “As a terminal operator, we at Cuxport added an additional eleven hectares of space to our terminal areas to the rear of the port in August 2023 to handle these increased import flows” reported Oliver Fuhljahn, Head of Business Development for Automobile Logistics at Cuxport. “These extra parking spaces will need to be expanded in the coming years, for example through the possible construction of multi-storey car parks.”

Nevertheless, the increased import of new vehicles from markets such as China is leading to a further space shortage in Europe’s already well used terminal landscape. The length of time vehicles spend at the terminals is also significantly longer today than for regular transport because logistical hinterland structures are still under development.

“In Cuxhaven, we’re particularly in favour of developing berths 5 to 7,” added Fuhljahn. “They’re intended to be used for handling cargo flows associated with transport in the renewable energy sector, for example for the construction of onshore and offshore wind farms. This could balance out the capacity of the entire port area.”

Likewise, Mosolf is following the boom in electric vehicles in the Chinese automotive industry with great interest. “By founding Mosolf Port Logistics & Services GmbH at the beginning of the year, the Mosolf Group has focussed on expanding its port operations, particularly with regard to the challenges and opportunities arising from the boom in the Chinese automotive industry,” reported Kai Wenhold, General Manager Port Logistics at Mosolf Port Logistics & Services. “Developments in Asia not only harbour challenges, there are also opportunities for growth and cooperation.” (cb) □

PHOTOS: CUXPORT

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# PROTECTIONIST CLIMATE PROTECTION PACKAGE

In August 2022, the USA passed the Inflation Reduction Act (IRA) – an investment package worth billions of dollars. This was met with mixed feelings in Europe. David McAllister (CDU) and Joachim Schuster (SPD), both Members of the European Parliament, explain what this package means for the EU and how Germany is handling this challenge.

“In a way, the IRA is forcing us to restructure our supply chains.”



**LOGISTICS PILOT: In your view, does the IRA pose a threat to the European economy?**

**MCALLISTER:** The IRA is a contribution to global efforts to curb climate change. At the same time, however, it's also intended to stimulate the US economy. As our economies are closely intertwined, some companies in Europe could also benefit from the American government's stimulus package worth billions of dollars. Nevertheless, there's no doubt that the IRA also contains discriminatory provisions

**DAVID MCALLISTER (CDU)**

is a Member of the EPP Group in the European Parliament, where he has chaired the Committee on Foreign Affairs since 2017. He was Minister-President of Lower Saxony from 2010 to 2013.

that undermine a level playing field. This concerns, in particular, tax credits and subsidies where European companies are unable to benefit. There's a risk here that this will have an overall adverse impact on EU exports and inconvenience some companies more than others. Overall, we in Europe must adapt to the changed circumstances under the IRA and, at the same time, lobby the US government to ensure that exemptions under the IRA also apply to European products.

**SCHUSTER:** The IRA's protectionist nature should definitely be viewed negatively. The problem is that a number of local content requirements must be met in order to benefit from the tax concessions. This particularly affects EU exporters in key technology sectors like automotive manufacturing, batteries, hydrogen and renewable energies. This is basically the embodiment of the "America first" mentality. And even if the impact of the IRA on the European economy ends up being limited, it's worrying that the US has taken a number of trade and investment policy measures recently that follow this very ideology, which many in the EU thought had been overcome since the last US elections.

**LOGISTICS PILOT: How could this package impact Germany?**

**MCALLISTER:** Much of the debate surrounding the IRA in Germany centres on the rules for subsidising electric cars. The German automotive industry is rightly very concerned that European companies could be penalised. It now depends on how the EU tackles the challenges posed by the IRA on our economy. The recent trilogue agreement on the Net-Zero

**JOACHIM SCHUSTER**

has been a Member of the European Parliament for Bremen and Bremerhaven since 2014. He is the economic and financial policy spokesperson for the SPD group and a member of the committees for economic affairs, trade and defence.



Industry Act, which offers enormous opportunities for German and European companies, not least in terms of energy technology, was an important step. Increased investment in the production of European batteries, solar cells and chips will strengthen our competitiveness, reduce our dependence on China and contribute to our climate goals in the long term.

**SCHUSTER:** Of course, Germany will be affected by the IRA, probably more so than other EU countries, as exports are of great economic significance to us. But the IRA isn't all bad news. It must be viewed as the most ambitious climate legislation in the history of the United States and an important reversal of Donald Trump's climate policy.

**LOGISTICS PILOT: What does the IRA mean for global supply chains and the flow of goods?**

**MCALLISTER:** One of the IRA's policy objectives is to improve the resilience of the electric vehicle battery supply chain by reducing dependencies on China, which currently dominates this specific supply chain. In a way, the IRA is forcing us to restructure our supply chains, which then offers the US the opportunity to increase its competitiveness vis-à-vis China. We should work with the US to mitigate any negative impact on global supply chains. To this end, the European Commission has already set up a joint task force with our American partners. It's important that these negotiations now lead to a balanced outcome that's compatible with WTO rules.

**SCHUSTER:** The medium and long-term consequences of the US going it alone, which distorts trade and competition, are still not clear as regards the effect on global trade and the international division of labour. However, this law is also part of a global development that's leading to an increased regionalisation of global added value. The era of neoliberal globalisation appears to be over. The decisive factor will be whether this development is reflected in extensive trade wars to the detriment of all or in the emergence of a new, politically mediated regime for the global economy.

**LOGISTICS PILOT: What reactions do you expect from Europe?**

**MCALLISTER:** Europe must adapt to these changed circumstances. We must expand our own industry and manufacturing capacities in green and digital technologies, improve our ability to innovate and retain pioneering companies, strengthen our technological sovereignty – not forgetting our ability to set global standards. What is more, ongoing dialogue with Washington remains crucial. We need to ensure that European companies have fair market access to as many of the industries targeted by the IRA as possible.

“The era of neoliberal globalisation appears to be over.”

**SCHUSTER:** The EU has already taken action with the Net-Zero Industry Act and the Critical Raw Materials Act to respond to similar challenges and strengthen its own industrial base. Europe had also already made steps to strengthen its own industries before the IRA came into force, for example to promote the green transition. Nevertheless, we'll also have to clarify what fundamental strategic conclusions need to be drawn, especially as this is the course a "pro-European" Biden administration has charted. This isn't just about European resilience, it's also about the wider question of how we want to position ourselves fundamentally in international relations and in the field of tension between the major powers.

PHOTOS: MARTIN LAHOUSSE, EUROPEAN PARLIAMENT, SCHUSTER OFFICE

# CHALLENGING TIMES



A wealth of experience ensures smooth operations: unloading an 800-tonne reactor onto a barge in Batam harbour (Indonesia).

In January, Hansa Meyer Global's "Engineering Sustainable Transports of Tomorrow" concept was honoured with the "BHV Project Logistics Award". Despite all the elation, the Bremen-based company has mixed feelings about the current global situation.

**H**ansa Meyer Global, specialists with a focus on the worldwide transport of capital goods in the plant and energy sector across all modes of transport, had already been honoured with the similar "Heavy Lift Award" four years prior. Heavy Lift & Project Forward International Magazine recognised the transport of twelve 160-tonne heat recovery steam generator modules, which were moved from Chile to Bolivia on twelve flights, a feat that was achieved using an Antonov An-225 "Mirja", the largest transport aircraft in the world at the time. The judges were particularly impressed by how Hansa Meyer Global managed the project's tight schedule and

the engineering prowess required to bring the heavy and urgently needed equipment to such a remote area. This latest award from BHV – Bremische Hafen- und Logistikvertretung was for a versatile transport frame with a dead weight of 22 tonnes, which the Bremen-based company designed alongside its in-house heavy haul and rigging experts. For oversized heavy-duty consignments with unit weights of up to 200 tonnes, this frame makes it possible, for example, to forego tank bridge equipment or additional hydraulic axles to span a distance of 3.9 metres between the load handling points. "This planning idea shows how the expensive use of special equipment in emerging

PHOTOS: HANSA MEYER GLOBAL, ECKHARD ARNDT

markets can be reduced intelligently and sustainably," explained Jan-Dirk Schuisdziara, Managing Shareholder of Hansa Meyer Global. He feels that in-house construction can reduce transport costs, e.g. for large components, by 30 to 40 per cent. "At the same time, mobilisation costs are reduced by up to 75 per cent compared to traditional special equipment – as, too, is the carbon footprint," Schuisdziara continued.

## Transport architects, custom solutions

"We see ourselves as transport architects," emphasised Henrique Wohltmann, Managing Shareholder of Hansa Meyer Global, simultaneously stating that every consignment his company transports is an individual customisation. His employees and business partners have almost limitless ideas. However, geographical conditions and the infrastructure can potentially set limits in their day-to-day business. "Tunnels that are too small for the cargo to fit through are always the

worst. If you then have to find another solution, it'll cost you time and money," explained Wohltmann. This is why, for example, in one project, the decision was made to remove the upper road surface and deflate the trailer's tyres. This allowed the load to pass through an underpass. "It was precision work, but it was the best possible solution," Wohltmann recalled.

Hansa Meyer Global doesn't just do "big and heavy", it can also do "quick and quiet". Last year, for example, 250,000 vinyl LPs had to be transported under the strictest secrecy from a pressing facility in Poland to the United States in time for the release date of a famous American rapper's new album. This was achieved initially by lorry to Leipzig and then by air freight on a Boeing 747 full charter flight to Los Angeles. "We had to make this order, otherwise we'd have had to face the music – literally!" Schuisdziara said with a smile. "We got the remaining 750,000 albums to the USA by ocean-going vessel without any pressure."

The two experts are not quite so relaxed about the future and the past few years. "Of course, the Covid-19 pandemic and the war in Ukraine have affected us too. But the big slump we were expecting didn't come. 2023 was just as stable as 2017 and 2018," summarised Wohltmann. In his opinion, the biggest problems of the past four years have been the "extreme uncertainty in the market and the unpredictable fluctuations in transport costs". Where the low water situation in the Panama Canal and the current situation in the Red Sea are concerned, however, Schuisdziara feels uneasy. "We're facing challenging times yet again. And there could be the same uncertainty in the market that we experienced just recently." However, he and his colleague are much more positive about the project logistics market than the current global situation. "It'll come back, I'm sure of it, and it'll come back properly," said Wohltmann. "Construction projects are on the rise again and increasingly more renewable energy projects are being realised." In this context, the two have set their sights, in particular, on four destinations as target markets for the coming years – Saudi Arabia, West Africa, Brazil and Mexico. (bre) □

### FACTS

**HANSA MEYER GLOBAL**

ESTABLISHED 1986

EMPLOYEES approx. 230

GLOBAL NETWORK 22 branches

### SERVICES

Projects, heavy haul & rigging, logistic solutions, airfreight, consulting

More information:

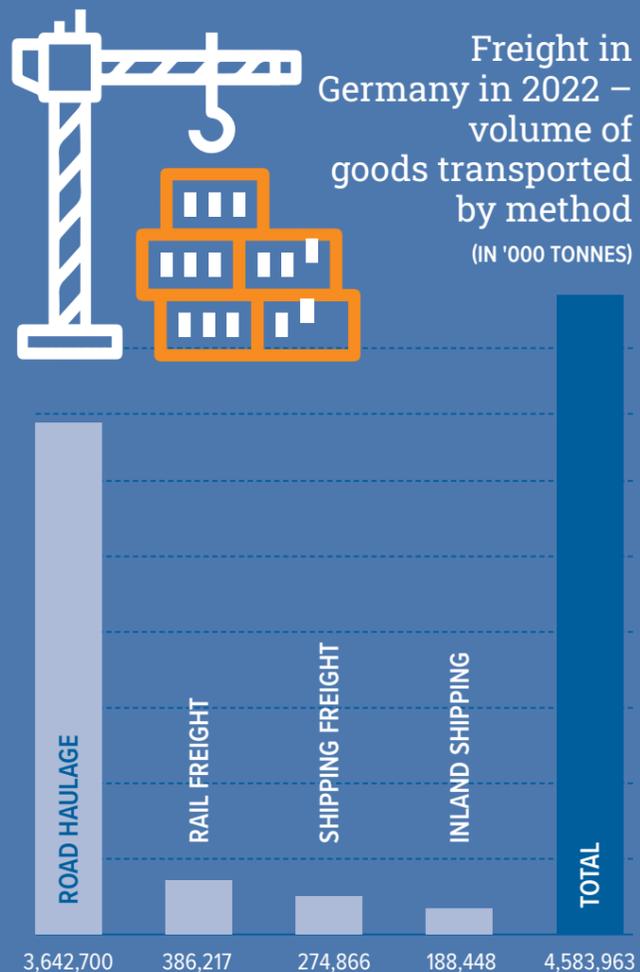
[www.hansameyer.com](http://www.hansameyer.com)

The Project Logistics Forum organisers and the Project Logistics Award winners (from left): Patrick Rehberg (BHV Board Member), Professor Sven Hermann (Managing Director of ProLog Innovation), Petra Lüdeke (BHV Managing Director), Patric Drewes (BHV Executive Committee Member), Henrique Wohltmann (Managing Shareholder at Hansa Meyer Global) and Jan-Dirk Schuisdziara (Managing Shareholder at Hansa Meyer Global).



## GLOBAL SITUATION ACCELERATES RETHINKING PROCESSES

The pace at which changes in society and technology are influencing the working environment is accelerating. The Covid-19 pandemic, in particular, has not only had a permanent effect on altering our working practices, it has also changed consumer behaviour. Similarly, regional occurrences such as the war in Ukraine, the attacks on commercial ships in the Red Sea by Houthi rebels and ship accidents along the Suez Canal are having global consequences on shipping routes and the supply chains of market participants. Consequently, many companies are attempting to increase their resilience by adapting their procurement strategies accordingly, as recent figures show. Other trends prove: whereas the number of ship losses has fallen worldwide, there has been a slight increase in the number of pirate attacks in 2023. In Germany, the lion's share of goods is still transported by road. Finally, figures show that some groceries were more popular than the notorious toilet paper drama during the first coronavirus lockdown ...



### Assessment of current situation by German companies:



59%

put the main reason for investing in other countries down to the cost and secure supply of energy.



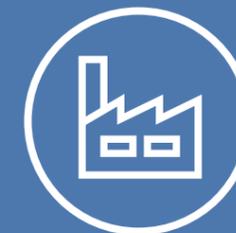
59%

were affected by increased regulatory requirements.



50%

emphasised transparency and communication as key to heightening resilience.

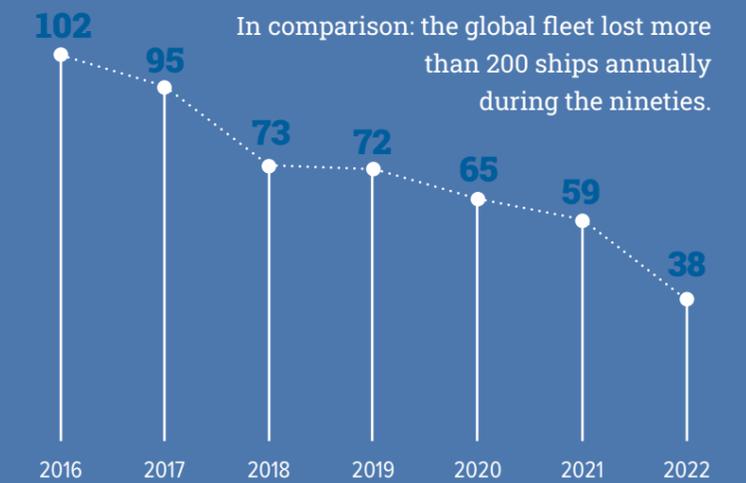


33%

plan to move their production abroad.

### Fewer ship losses p.a.

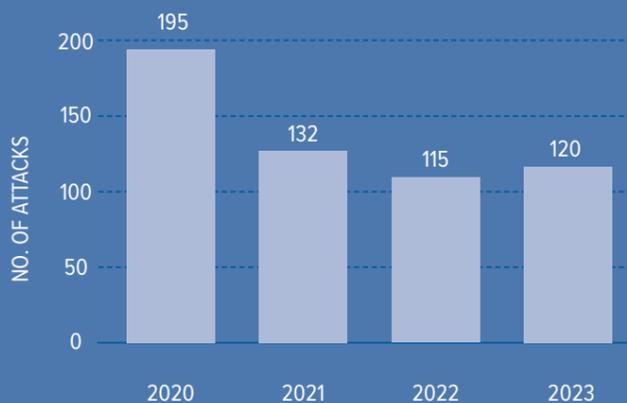
**807** Total losses in 10 years  
**38** Ship losses in 2022



### Measures to reduce the risk of disruptions to supply chains

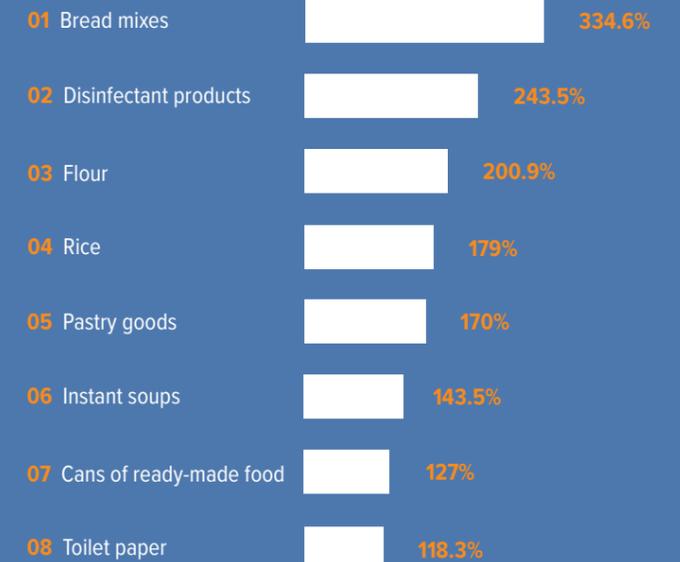
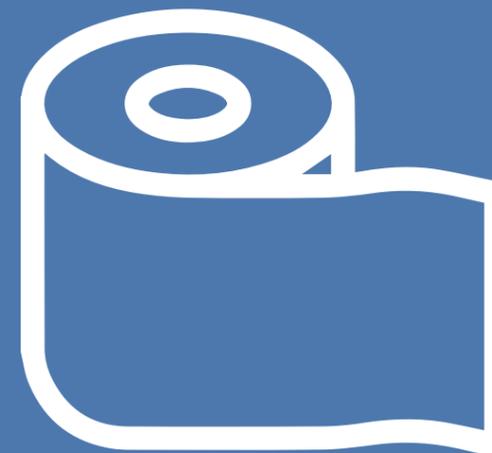


### Number of pirate attacks worldwide



### Panic buying during the first lockdown

Most sought-after products in retail stores in Germany in CW 11-16 2020 (compared to previous year).



ICONS: FLATICON.COM, SOURCES: STATISTA, DESTATIS 2023, IFO INSTITUT FÜR WIRTSCHAFTSFORSCHUNG AN DER UNIVERSITÄT MÜNCHEN 2024, SUPPLY CHAIN PULSE CHECK, DELoitTE 2023, AGCS-SAFETY-SHIPING-REVIEW 2023, STATISTA 2024



# FORESIGHT PAYS OFF



Based in Bremen, the F. A. Vinnen & Co. shipping specialist has often had to navigate turbulent times over the past seven generations. In an interview with LOGISTICS PILOT, the managing director and owner, Michael Vinnen, explains how the medium-sized company does just that.

**W**hen you have been operating in the shipping market as long as the Vinnen shipping company in Bremen, you tend to take global changes in your stride. After all, in its more than 200 years of history, the shipping company established in 1797 has experienced fundamental transformations every 50 years or so, which has only made the medium-sized company with 14 employees more resilient.

Examples include the transition from wooden to steel ships and the evolution from sailing to steam and then motorised vessels. Post-war shipping resumed in 1955, launching an era in which ships were leased to large shipping lines. Since the 1980s, market leaders such as Maersk, CMA, MSC and Hapag-Lloyd have tended to lease container ships. But a new field of business arrived on the scene in 2011, with the operation of ships owned by third parties.

Michael Vinnen has managed Bremen's oldest shipping company in the seventh generation since 2001 – and in partnership with Managing Director

Bernd Hein since 2007. Besides business operations, navigation and technical aspects, nautical officer Hein is also in charge of insurance, shipping operations and human resources, whilst economist Vinnen is responsible for projects, general and time charters, and finances, always maintaining a clear overview of the latter. "We were more reserved as a limited partnership (Kommanditgesellschaft), which protected us during the shipping crisis."



**"You need to be able to adapt and read the market."**

Michael Vinnen has been at the helm of the F.A. Vinnen & Co. shipping company since 2001 and its owner since 2016. He has also been the chairman of the Bremer Rhederverein (Bremen Shipowners' Association) since 2013.

PHOTOS: HANS ESVELDT, ANN GRABYSCH AND ARCHITECTS FRENZ AND SCHWANWEDEL

At present, Vinnen's ships primarily operate between Europe and West Africa, and occasionally East Africa, but also navigate the seas between the Far East and the Middle East, inside Asia and around Australia.

## Nothing is possible without a market niche

But even after those twelve years, during which the German fleet suffered significantly, there were more major challenges to come, including the trend towards consolidation among container shipping companies. However, this did not extend to shipowners. At that time, the shipping company owned or operated nine container ships between 2,600 and 5,000 TEU for a total capacity of 40,000 TEU, which was sufficient. "The conditions in ship management have always been complex," emphasises Vinnen. "Everyone has to find their market niche."

The shipping company, too, earned well from 2020 to 2022 and, in response to the enormous demand for capacities, had to choose between selling the ships at high prices or leasing them for several years at profitable freight rates. "We opted for the latter, which meant that many ships were leased into the next year and even beyond," explains Vinnen.

"The rates collapsed in mid-2022 due to the drop in volume and fell even faster than they had risen," Vinnen recalls. In contrast, 2023 was a relatively normal year in terms of rates. Due to attacks in the Red Sea, merchant ships have had to take a detour through the Cape of Good Hope since December, increasing the demand for ship capacity and temporarily raising freight and charter rates.

## Cascade effect of shipbuilding boom

But Vinnen is sceptical about a further rise in charter rates. "New tonnage will increase existing container tonnage in TEU by another 25 per cent or so over the next three years. But the market is unlikely to grow all that much." He explains that this will trigger another cascade effect, ultimately resulting in new larger ships replacing smaller ones, which will have an impact on the market for medium-sized to smaller ships.

Vinnen tends to be cautious when it comes to building the company's own container ships. But second-hand tonnage is something worth considering, at least once the prices here have normalised. However, "many shipping lines such as MSC now purchase their ships themselves. The percentage of charter shipping companies in the total fleet is dropping." As the charter shipping model requires a sufficiently large market, the bulk segment could be interesting in the future, as there is traditionally more movement there.

Vinnen is generally optimistic about the future of container shipping. "Production locations are shifting,



of course, with growth expected in Africa and South America as well as in South and Southeast Asia over the next 20 years." This is also reflected in all the investments streaming into the ports in these regions.

The company has been based at Kontorhaus Altenwall in Bremen since 1912.

## Transformation in shipping as an enormous undertaking

Environmental requirements will be the next "epochal step". "Due to uncertainty concerning which fuel will ultimately win out and where it will be available in what quantities and at what prices, there is currently little incentive for a charter shipping company, which needs to be open to all shipping regions, to build new vessels. Maersk can conclude contracts for supplying its ships with fuel at its own ports. We cannot."

As a result, Vinnen prefers to retrofit existing ships, for which he invests millions. Two ships that are already scheduled for time in the dry dock for class renewal at the end of 2024 will also be equipped with a more efficient propeller, a new bulbous bow and a small auxiliary boiler for operation at the port – all to reduce consumption and thus emissions. In addition, the output of the main engine will be restricted and a silicone-based anti-fouling paint applied to the hull that is designed to limit green cover and the associated frictional resistance.

"All that can reduce fuel consumption by around 20 per cent. It's good for the environment and increases value in the charter market," explains Vinnen. Rather than size and tonnage, shipping lines now pay more attention to consumption and demand the corresponding certification. "You need to be able to adapt and read the market," says Vinnen. There is no secret formula. "We've survived because we've been moderate in good times and planned for the long term."

### FACTS

**THE F. A. VINNEN & CO. SHIPPING COMPANY**

**ESTABLISHED**  
1797

**AREA OF BUSINESS**  
Owner and manager of nine container ships with a combined capacity of 40,000 TEU

**EMPLOYEES**  
14 employees in Bremen and ten in Manila, and around 300 sailors

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

# DIGITAL COFFEE

Coffee logistics has been the bread and butter of the long-standing Vollers company in Bremen for more than 90 years. But digital services such as a digital marketplace and, more recently, a global auction platform and its corresponding interfaces have become increasingly important.

As good as the coffee may be, you would never be able to enjoy it without tailored coffee logistics. Everyone in the Vollers Group in Bremen is well aware of that fact, as the owner-managed company has offered transport and storage services and port and raw materials logistics particularly for speciality coffee, which accounts for a very small fraction of the global harvest, since it was founded in 1932.

But according to Director Christian Vollers, who as the sole owner manages the company with three other directors, logistics now also entails a corresponding digitalisation strategy. Johannes Hartholt, Head of IT with 14 employees, and Anna-Lena Bahr, Head of Marketing, are in charge of implementing this strategy and report directly to the directors. Hartholt and Bahr work closely together to ensure that IT functions seamlessly and continues to develop. Moreover, the digital products focus on customer requirements.

## V-Connect, online inventory management

There are already four digital products: V-Hub, V-Connect, V-Auction and V-Interface. It all began with the launch of the V-Connect application in 2019, which allows customers to access inventory online



PHOTOS: VOLLERS

at any time. “The basic idea is to create transparency about the items in stock at all our locations,” explained Bahr. The inventory is updated every ten minutes and synchronised with Vollers’ enterprise resource planning (ERP) system.

“We continue to develop V-Connect with external partners to make more and more order types possible online for our customers,” said Hartholt.

When they log in to the web portal, they can purchase the available services online there. A typical example is storing orders, maybe in order to outsource coffee. As the system requests all the relevant information, customers only need to check the order before it enters the coffee logistics company’s ERP system, which is a key benefit. They automatically receive a notification once the item has been picked up.

“None of our competitors in Germany have ever offered that,” emphasised Hartholt. After all, it’s difficult to illustrate the complexity of the Incoterms (the globally standardised terms and conditions of sale and delivery) in the IT process as well. But that is not to say that the company can rest on its laurels. “We need to work hard to maintain our slight advantage,” said the Head of IT.

## The V-Hub trading platform

Then the V-Hub global digital marketplace for green coffee was added to the portfolio in 2021. Vollers acts as a neutral platform operator and is open to both existing customers and companies whose coffee is warehoused by its competitors. The aim is to simplify the purchase and sale of green coffee.

“Coffee producers and traders can create their own shop on our portal. There they can present their raw goods and offer them for sale as well as advertise special offers,” explained the marketing manager. Coffee buyers can search for specific criteria such as flavour, origin and warehouse availability. Automated quotation sheets help launch the business. Customers can also request, customise and order templates on the portal. “There are currently few online shops in the world



“We continue to develop V-Connect with external partners.”

Johannes Hartholt, Head of IT in the Vollers Group

of green coffee, which is the main benefit,” said Bahr. For a start, the platform provides lots of transparency in terms of the estimated 1,500 coffee roasters in Germany alone and increases the SEO ranking, which refers to the position in the search results. There are also other network effects for everyone involved, most notably: “The buyers have complete control over the degree to which they use the platform,” she emphasised. For example, prices can be entered and inventory uploaded for buyers who are signed in – but do not have to be.

## The V-Interface solution

Introduced in 2022, V-Interface allows business partners to connect their ERP systems and databases with the logistics company’s system. “It can take around six months to set up an interface, as the solutions of different providers such as SAP, Microsoft and Google are rarely standardised,” reported the IT manager. “One key benefit is a reduction in error rates. Data is exchanged automatically, so there’s no reason to copy information from an email,” explained Hartholt. “But you still have the option to submit orders online via V-Connect,” added Bahr. “It depends on the customer’s level of digitalisation.”

The digital services range from the online marketplace and a customer web portal to the auction platform.



**The V-Auction platform for coffee**

V-Auction was the last component to join the ranks at the end of last year. The Vollers Group purchased an online auction platform specifically for coffee, machines and fundraising from British supplier Sensible Development, which is currently under protective administration, and renamed it accordingly. As of this year, coffee growers and their co-ops around the world can auction ultra-high-quality speciality coffees here, as they have for decades, but now in virtual form.

But traditional methods are also available. “We also offer hybrid formats,” stated Bahr. It takes the Vollers team around 200 hours to prepare for an auction like this, which then lasts about two hours. The marketing and sales departments support the auctioneers, depending on their needs, with a fee paid for each auction.

The team is already busy expanding the digital products even further. V-Connect is incorporating



“We also offer hybrid auction formats.”

Anna-Lena Bahr, Head of Marketing in the Vollers Group

one port at a time to gradually integrate the estimated time of arrival (ETA). V-Hub and V-Connect could potentially be connected, and V-Hub further developed for the cocoa and tea product groups. After all, one thing is certain for Hartholt: “There’s no future without digitalisation.” (cb) □

**FACTS**

**VOLLERS GROUP**

**ESTABLISHED**  
1932

**AREA(S) OF BUSINESS**

Transport, storage, port and raw materials logistics with a key focus on coffee, cocoa, tea and metals

**LOCATIONS**

Bremen (headquarters) and 13 other locations in Europe

**STORAGE SPACE**

500,000 square metres

**EMPLOYEES**

430 (throughout Europe)

Vollers specialises in coffee, cocoa, tea and other high-quality raw materials and offers digitally supported logistics solutions.



More information:

[www.vollers.com](http://www.vollers.com)

PHOTOS: VOLLERS



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**BLG JOINS UN GLOBAL COMPACT NETWORK GERMANY**

**BREMEN** A member of the UN Global Compact Network Germany since January, BLG LOGISTICS is, by own account, “again setting an example of responsible entrepreneurship”. The UN GCD is the world’s largest initiative for sustainable corporate management, offering companies support in the areas of environment, social, governance and SDG integration. The BLG Board also appointed Yvonne Bonventre (Head of Sustainability) as Human Rights Officer in “direct response to the Act on Corporate Due Diligence Obligations in Supply Chains”.



**A DROP IN TRANSHIPMENT AT SEAPORTS IN LOWER SAXONY**

**OLDENBURG** In February, Lower Saxony’s Ministry of Economic Affairs, Transport, Housing and Digitalisation, Seaports of Niedersachsen and NPorts took stock and reported a drop in transshipment of seven per cent from 54 million tonnes to around 50 million tonnes for the nine seaports in Lower Saxony in 2023. Container and coal transshipment received the brunt of it. Olaf Lies, Minister of Economic Affairs for Lower Saxony, identified the ongoing war in Ukraine, geopolitical tensions and China’s economic decline as the primary causes for the drop. “Our ports not only secure Germany’s energy supply but also ensure that we continue to promote the climate transition in Germany,” he said, explaining that Lower Saxony has done its homework on port infrastructure financing as well as assumed responsibility. “But economic challenges reveal that port investment is a national issue. The German government’s contribution needs to be sufficient, and we’ve observed positive signals especially when it comes to investing in Cuxhaven,” Lies added.

**NEW CRANE FOR EAST FRISIAN PORTS**

**EMDEN, NORDEN** NPorts’ Emden and Norden branches acquired a new, powerful mobile crane at the end of 2023. “The Port of Emden needs its own crane – we were certain of that. Especially for day-to-day port operations, we have to be flexible. I’m delighted that the new mobile crane is now in use and can also benefit our other locations,” said Aiko Hollander, who manages NPorts’ Emden branch. Purchased for 625,000 euros, the new 50-tonne crane is a heavyweight with three axles and a 31-metre boom.



**WHV AND SHELL IN SOLIDARITY**

**WILHELMSHAVEN** In January, Shell representatives and Wilhelmshavener Wirtschaftsvereinigung (WHV) asked the state government of Lower Saxony to “immediately begin planning and executing the second stage of expanding JadeWeserPort as a multipurpose port, to work quickly and to complete construction as soon as possible”. They also requested that the federal government “provide the necessary funds or secure financing”, all with the aim of achieving the expansion goals for offshore wind energy and ensuring a successful energy transition.



**SPC BRINGS JADEWESERPORT ON BOARD**

**WILHELMSHAVEN** After winning over J. MÜLLER, the ShortSeaShipping Inland Waterway Promotion Center was able to expand its membership with another key company from the German seaport transportation sector. Represented by Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH, JadeWeserPort joined the SPC support organisation in March. For Marc-Oliver Hauswald, MD of Container Terminal Wilhelmshaven JadeWeserPort-Marketing, the motivation to join was to expand the logistical and operational reach of the location on Jade river.



**EMDEN MAINTAINS POSITION IN TOP 3**

**EMDEN** In February, Manfred de Vries, Managing Director of Autoport Emden GmbH, announced that exactly 1,295,009 vehicles were transhipped at the Emden seaport in 2023, which was 182,592 more vehicles than in 2022, representing an increase of 16.4 per cent. “The port of

Emden has thus maintained its position as the third-largest car loading port in the western world,” said de Vries, attributing this growth to the increase in exports of nearly 22 per cent. Most of these vehicles went to England (397,827), followed by the US (272,083) and Japan (56,133). A total of 359,503 vehicles were imported from abroad, predominantly from South Africa (126,011), Mexico (104,734) and Portugal (85,318). With 473,826 and 445,634 vehicles respectively, Volkswagen and Audi were the dominant brands. The number of electric and hybrid vehicles transhipped in Emden increased by 25.2 per cent from 364,658 to 456,463 vehicles in 2023.

**A NEW MANAGING DIRECTOR AT DSV AIR & SEA**

**BREMEN** During a round of personnel shake-ups in March, the Danish transport and logistics company DSV appointed Torge Koehnke (right) as the MD of DSV Air & Sea Germany. Koehnke succeeds Frank Sobotka, who was named the new CEO of the global Air & Sea division.

There were also some changes in management at DSV Road. Morten Dyrholm (left) has taken over for Hanne Jensen as Senior Director of Sales at DSV Road and is now in charge of sales in Germany. In addition, Mustafa Onur Erizgi has been appointed Senior Director of Road National.



**NORDFROST EXPANDS CAPACITIES**

**SCHORTENS, HAMBURG** With effect from 1 February, the NORDFROST Group has taken over the business operations of GLS Grünwald Logistik Service, thus expanding its dry storage capacities near the Port of Hamburg to include two additional locations with a combined storage space of

around 30,000 square metres. From there, NORDFROST covers the complete supply chain for large German food retail companies, with a focus on import. The team of 14 is managed locally by Rainer Hautz, who has been in charge of the NORDFROST Hamburg branch for many years.

**NO EXPANSION OF OFFSHORE WIND WITHOUT SEAPORTS**

**BERLIN** The port capacities along the German coast are insufficient to fulfil the legally stipulated expansion of offshore wind energy to 30 gigawatts by 2030 and 70 gigawatts by 2045. The revenue from offshore wind auctions could provide the funds necessary for expanding the ports, which is why in early February the Federal Association of Offshore Wind Energy (BWO) and the Association of German Seaport Operators (ZDS), in solidarity with the coastal states, called on the German government to help develop a financing solution. “It’s good that the German government plans to introduce a transformation component for using the revenue from the offshore wind auctions. Among other things, these funds should be used to finance expansion of the ports and the hinterland,” said Stefan Thimm, BWO Managing Director. Angela Titzrath, President of ZDS, added, “The planned expansion objectives for offshore wind energy would be impossible without German seaports. The aim to accelerate the output of offshore wind energy makes it even more important to pave the way politically for expansion of heavy-load surfaces at seaports without delay. This calls for the German government, in particular, to contribute financially to ensure a successful energy transition.”



PHOTOS: BLG LOGISTICS, ANDREAS BURMANN, SEAPORTS OF NIEDERSACHSEN, NPORTS, JADEWESERPORT, EHFEG, NORDFROST, DSV, ISTOCKPHOTO/CHARLIEHSVICK

# TRANSPORTING LESS AIR

The start-up ALPHA Augmented Services has AI play Tetris to ensure goods are optimally packed in containers, lorries and railway carriages and thus significantly reduce emissions.

All too often, goods are packed in containers that are too big, leaving them filled with much too much air. According to Massimo Rosseti, CEO of the start-up ALPHA Augmented Services, which was established in the municipality of Baar in the Swiss canton of Zug in 2022, just around ten per cent of all parcels dispatched worldwide are optimally packed.

And Rosseti would know, as he has more than 20 years of logistics experience, most recently as Global Airfreight Solution Manager at Agility Logistics. “We’ve been friends for years. And he told me that they pack everything by hand there,” said Joachim Paech, the former investment banker and current Chief Administrative Officer (CAO). “Together we came up with the idea of applying that to a software.”

The timing could not have been better when the Danish logistics company DSV acquired Agility in early 2022. Paech’s son Laurin, who is the current CIO and studied computer science with a focus on machine learning and AI at ETH Zurich, joined the team, and the three of them founded ALPHA Augmented Services in 2022.

Lots of encouragement soon followed. “When we introduced the project and first minimally usable product two years later, logistics professionals like Essa Al-Saleh, the former CEO of Agility, and Hans Hickler, the former CEO of DHL Express Worldwide, supported us both financially and with their expertise and network from the very first day.”



The founding trio of ALPHA Augmented Services: (left to right) CAO Joachim Paech, CIO Laurin Paech and CEO Massimo Rosseti

“Based on customer data, our software analyses the current processes and patterns of product orders as well as item and dispatch parcels of our customers and their suppliers,” said Paech, explaining how it works.

“Every order is sent to us by email or API or EDI interface. And using the software, we show the best way to use the available space. No one should have to pay for packaged air.”

Besides sea and airfreight containers, this approach to packing also applies to lorries and railway carriages as well as incoming and outgoing goods at distribution centres. And it doesn’t end there. “We’re currently working on optimising space in a cargo plane,” reported Paech. The benefits for customers are plain to see: they save money and reduce CO<sub>2</sub>. “If the entire logistics industry were to use the existing capacities, that alone would reduce emissions by more than 20 per cent,” emphasised Paech.

The team of around 25 plans to add at least 60 new customers to the dozens of existing ones this year. The start-up recently raised nearly two million euros and should be profitable in 2025 at the latest. (cb) □

PHOTOS: ALPHA AUGMENTED, ISTOCKPHOTO/IRINA GUTYRYAK



## MATTHIAS MAGNOR TO SUCCEED DREEKE IN 2025

**BREMEN** After twelve years at the helm of BLG LOGISTICS, Board Chairman Frank Dreeke (right) will leave the company, as

is customary, at the end of the year. The BLG Supervisory Board appointed Matthias Magnor (left) his successor in February. Magnor has been a board member and Chief Operating Officer (COO) of the BLG Group since 2021. “We couldn’t be happier that we have found a successor in Matthias Magnor, who already knows the company inside and out and has helped successfully transform operations over the past three years,” said Dr Klaus Meier, Chairman of the BLG Supervisory Board.



## NÖLKE LEAVES THE SPC FOR WAB

**BONN** After more than 13 years as Managing Director, Markus Nölke left the ShortSeaShipping Inland Waterway Promotion Center (SPC) on 29 February. “We will miss Markus both professionally and personally,” said Wolfgang Nowak, Chairman of the SPC management board. “He introduced ShortSeaShipping Days, initiated specialist groups and, at forums, networked politicians with shipping agents and logistics specialists.” Nölke switched to the WAB wind industry association in March. The SPC member letter had this to say about the vacated position: “We will fill the position as soon as possible.”



## FISCHER COMPLETES BVL MANAGEMENT

**BREMEN** From 1 July 2024, Silke Fischer is Chairwoman of the Executive Board of the Supply Chain Network (BVL) in Bremen. The logistics expert and qualified engineer-economist will then manage the BVL headquarters with Managing Director Christoph Meyer. Most recently, Fischer was Director of Sales in Contract Logistics at GEODIS. She previously held management positions at Leschaco – Lexsau, Scharbau and at Moller-Maersk Germany. “That will allow us to continue full steam ahead with overhauling BVL as an association,” said Professor Thomas Wimmer, Chairman of the BVL Executive Board.

## CLIMATE-FRIENDLY SHUNTING

**BREMEN** How do you ensure climate-friendly operation of shunter locomotives at ports in the future? The sh2unter@ports joint project took a careful look at this question in February, when around 40 representatives of railway, consultancy and locomotive leasing companies, funding bodies and the Bremerhaven, Hamburg and other northern German seaports discussed the next steps during a



joint workshop at Bremen’s City University of Applied Sciences. Their aim is to have a specific implementation plan in place by the end of the project for making shunting operations carbon-neutral as soon as possible.



## SUCCESSFUL PARTNERSHIP FOR ECONOMIC EDUCATION

**OLDENBURG** In February, representatives of Seaports of Niedersachsen, bremenports, BLG LOGISTICS, JadeWeserPort and the Institute for Economic Education (IÖB) met up in Oldenburg to take stock of the successes achieved by the “Maritime Wirtschaft und Logistik” (Maritime Economics and Logistics) education project, which was launched in 2006, as well as consider the next steps. Everyone soon agreed that the joint project, which provides teachers with workbooks, digital modules and an online portal for economics courses, should continue well into the future. But for 2024, the plan is to first revise and digitise some materials, including the popular “Wirtschaft im Hafen” (Port Economics) workbook, designed for secondary level I pupils, as well as developing new online modules for secondary level II.



**FROM ROAD TO WATER**

**BREMEN** The Innovative Waterway Transportation (InnoWaTr) project is dedicated to shifting containers off the road and onto the water and thus boosting climate-friendly inland waterway transport. In collaboration with 25 project partners based in Germany, Belgium, the Netherlands, France and Sweden, bremenports is working to do just that – with an international solution encompassing multiple ports. As part of the three-year, EU-funded sustainability project, bremenports has been entrusted “with developing a ‘toolbox’ – i.e. practical instructions for sharing and adapting approaches like these for use in different cities and regions,” explained Lars Stemmler (right), who is in charge of the project at bremenports and can be seen here with his partners from northern Germany. The scope of potential measures ranges from container lines between the Bremerhaven and Hamburg ports and the use of autonomous or remotely controlled ship units to supplying the retail sector with urban shuttles via inland waterway transport.



**A DOUBLE PREMIERE FOR CMA CGM INDIANAPOLIS**

**BREMERHAVEN** At the end of February, Bremerhaven celebrated the launch of the CMA CGM Indianapolis, which was the shipping company’s first car carrier to moor there – at the BLG AutoTerminal. The 199.90-metre RORO ship has twelve flexible decks in its hold with space for around 7,000 vehicles. Once it reached Bremerhaven, the giant ocean liner equipped with a hybrid LNG drive not only unloaded its vehicles, but also successfully completed its first LNG bunkering with the Gasum energy company’s tanker, before continuing on to Singapore.



**NEW COLD STORAGE WAREHOUSE FOR NORDFROST**

**SCHORTENS, WESEL** With a new cold storage warehouse at NORDFROST Port Terminal Wesel and topping-out ceremony in February, the deep-freeze logistics company plans to set “another milestone on its path to a sustainable supply chain”. From mid-2024, the 16.5-hectare property will accommodate transshipment of containers and project cargo as well as play an important role in shifting reefer containers to waterways. Thanks to direct access to the Rhine and western ports as well as short-sea shipping to other European ports, it is optimally connected.



**MEET & GREET: FIVE IN ONE FELL SWOOP**

**BREMEN** In late January, BHV – Bremische Hafen- und Logistikvertretung and bremenports hosted a Meet & Greet with five representatives of the Bremen ports at the Industrieclub. Christoph Kernen (Baden-Württemberg), Claus Hansen (Austria), Sonja Reissner (Saxony), Peter Hrbik (Czech Republic) and Hartwig Weidt (North Rhine-Westphalia) (left to right) not only had the opportunity to introduce themselves and share exciting details about their personal port experience, but were also available to chat with guests in a relaxed atmosphere. The response was overwhelmingly positive.



**GREEN LOGISTICS FOR OUTER SPACE**

**BREMEN** In February, actual rocket scientists encountered the world’s oldest maritime form of propulsion, sailing, at Neustädter Hafen. BLG specialists loaded the first flight model of the Ariane 6, upper stage, onto the Canopée hybrid ship, which is also powered by wind energy. “This symbiosis of space research and eco-friendly technology is a prime example of how we can integrate sustainable principles into every aspect of life,” said BLG CCO Matthias Magnor. BLG has been shipping rocket components for the ArianeGroup for many years.

PHOTOS: BREMENPORTS (3X); NORDFROST; BLG LOGISTICS; BREMEN SENATOR FOR ECONOMIC AFFAIRS, PORTS AND TRANSFORMATION, WOLFGANG HEUMER; J. MÜLLER; EMS-FEHN-GROUP; HELLMANN WORLDWIDE LOGISTICS



**NEW FUEL FROM USED OIL**

**BRAKE** With a workshop on hydrotreated vegetable oil (HVO), the Maritime Cluster Northern Germany launched the initiative for an HVO model region Unterweser this March in Brake. The fuel produced from used grease or cooking oil and hydrogen has benefits. It can be produced regionally and reduce climate-damaging emissions of inland and smaller seagoing vessels by up to 80 per cent. According to Professor Iven Krämer, Head of the Port Economy and Logistics for the Senator for Economic Affairs, Ports and Transformation in Bremen, the initial HVO test runs have been promising.



**J. MÜLLER NEW MEMBER OF SPC NETWORK**

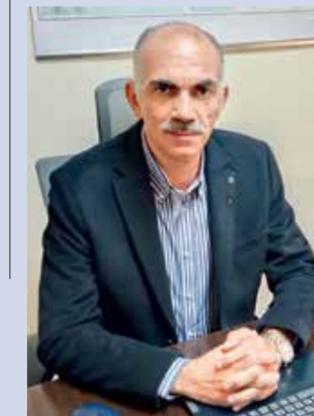
**BRAKE** J. MÜLLER joined the ShortSeaShipping Inland Waterway Promotion Center (SPC) support organisation in early February. “With our membership in the SPC, we plan to be better connected in the industry, improve our transport services on waterways and rail, and boost exchange with other market participants,” explained Hergen Hanke, in charge of Ship Services & Logistics at J. MÜLLER since July 2023. He added that, besides safely loading, unloading and storing commodities, port logistics specialists are also responsible for ensuring flexible, trimodal logistics concepts.

**BREMEN-BASED IDEAS FOR THE MARITIME HYDROGEN ECONOMY**

**DEN HELDER/BREMEN** Officially launched in Den Helder, Netherlands, in mid-February, the EU’s North Sea Hydrogen Valley Ports project is funded by the EU’s Interreg programme and aims to develop ports into central hubs for green hydrogen and power-to-X fuels like methanol and ammonia. There are also plans to expand a network of ports and stakeholders for sharing experience, with Bremen ports assuming a leading role. The ports in Brest, France, Den Helder, Netherlands, and Esbjerg, Denmark, are also on board. “Our participation in the EU’s North Sea Hydrogen Valley Ports project is not only a springboard for developing and expanding green hydrogen technologies, but also forms the basis for extensive collaboration throughout Europe,” said Kristina Vogt, Bremen’s Senator for Economic Affairs, Ports and Transformation. “We develop concrete solutions for using hydrogen technologies, which enable Bremen ports to make an active contribution to climate protection, whilst promoting economic growth in an ever-evolving maritime industry.”

**EMS-FEHN-GROUP EXPANDS IN THE MIDDLE EAST**

**LEER** The EMS-Fehn-Group established the EFG Logistics Services company in Egypt in January. Based in Cairo, the team supplies customers in the Middle East and North Africa with a host of services ranging from waterway, road and air transport to complex project logistics. “Our team is well connected throughout the regional markets and ideally prepared to fulfil the growing demand for services in the Middle East and North Africa,” said Tamer Sherif, who has been active in the logistics industry for more than 25 years and manages EFG Logistics Services.



**HELLMANN PARTNERS WITH HMM GREEN SAILING SERVICE**

**OSNABRÜCK** Hellmann Worldwide Logistics joined forces with the South Korean carrier HMM in March, taking the next step on the company’s path to sustainable transport solutions. The HMM Green Sailing Service partnership allows the logistics company to reduce its carbon footprint and effectively manage Scope 3 emissions by using second-generation biofuels in the fleet of HMM ships. “We look forward to working towards an emissions-free future with Hellmann,” stated Shin Kim, Chief Container Business Officer at HMM.

<p>2024</p> <h1>SAVE THE DATE</h1> <p>Numerous exciting events have been announced and are planned. However, there may still be short-term postponements after the editorial deadline. The information published here is subject to change. We would recommend that you check again shortly before the event is due to take place, for instance on our website <a href="http://www.logistics-pilot.com/event-kalender/">www.logistics-pilot.com/event-kalender/</a></p> 			
	<p>APR</p>	<p><b>3. 4. 2024</b> <b>BHV-Sonderhafencub</b> www.bhv-bremen.de Bremen, Germany</p> <p><b>9. 4. 2024</b> <b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany</p> <p><b>11. 4. 2024</b> <b>LOGISTICS TALK</b> www.bremenports.de Leuna, Germany</p>	
		<p>MAY</p>	<p><b>7. 5. 2024</b> <b>Hafen trifft Festland</b> www.jadeweserport.de Duisburg, Germany</p> <p><b>14. 5. 2024</b> <b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany</p> <p><b>21. – 23. 5. 2024</b> <b>Breakbulk Europe</b> www.europe.breakbulk.com Rotterdam, Netherlands</p> <p><b>26. 5. 2024</b> <b>Luneplate excursion</b> www.bremenports.de Bremerhaven, Germany</p> <p><b>27. 5. 2024</b> <b>BHV Golf Tournament</b> www.bhv-bremen.de Bremen, Germany</p> <p><b>28. 5. 2024</b> <b>Hafen trifft Festland</b> www.jadeweserport.de Osnabrück, Germany</p>
<p>JUN</p>			<p><b>4. 6. 2024</b> <b>German Ports Reception</b> www.bremenports.de Berlin, Germany</p> <p><b>13. 6. 2024</b> <b>LOGISTICS TALK</b> www.bremenports.de Neuss, Germany</p> <p><b>25. – 27. 6. 2024</b> <b>Transport Logistic China</b> www.transportlogistic-china.com Shanghai, China</p>
	<p>AUG</p>		<p><b>13. 8. 2024</b> <b>BHV-Hafenclub</b> www.bhv-bremen.de Bremen, Germany</p>

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