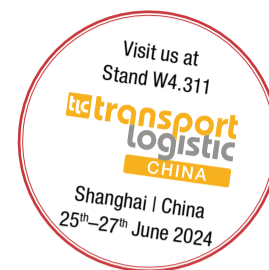




TIEFGANG#19



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AN ALLIANCE FOR MORE CONTAINERS



PHOTO: JADEWESERPORT / BJÖRN LÜBBE

Under the name Gemini Cooperation, shipping lines Hapag-Lloyd and Maersk have entered into a new strategic partnership. The aim? To offer a flexible network of sea freight services to industry-leading levels of reliability. And the Container Terminal Wilhelmshaven (CTW) has a key role to play.

The Latin word 'gemini' means twins, and by selecting this as the name for their cooperation, these two shipping giants are sending a signal: that the two carriers in this alliance are entering it as equal partners.

"We are pleased to enter this cooperation with Hapag-Lloyd, which is the ideal ocean partner on our strategic journey," said Maersk CEO Vincent Clerc to mark the launch of the alliance on 17th January 2024. The operational start is scheduled for 1st February 2025.

Hapag-Lloyd CEO Rolf Habben Jansen offers more information about what this new tie-up will mean for the carriers' customers – and what role Germany's only deepwater port has to play in the Gemini Cooperation – in an exclusive interview in this issue of TIEFGANG.

Joint operations will consist of 26 mainline services covering seven trades and grouped around hubs. As one of the future northern hubs, Wilhelmshaven is set to get "a real boost", as Habben Jansen puts it.

One thing which swayed the decision in favour of Wilhelmshaven was its convincing attributes: sufficient capacity, deep navigable channels, and good inland connections. What is more, the port is well-prepared to receive the largest container ships, with the eight existing gantry cranes raised by 11 metres each and two brand new cranes added.

READ THE WHOLE INTERVIEW ON PAGES 4 AND 5.

DEAR READERS,

When you receive this issue of TIEFGANG, I will be at Transport Logistic China in Shanghai. Along with my colleagues from Bremenports, Port of Hamburg and Seaports of Niedersachsen, I will be presenting not only our respective ports, but also Germany as a port location in its entirety. If you are visiting the trade fair yourself, we look forward to seeing you there!

We were also pleased to hear Hapag-Lloyd and Maersk announce their intention to begin joint operations from 2025 as part of the Gemini Cooperation. It is already clear that the Container Terminal Wilhelmshaven will be an important northern hub for the new alliance. It is also certain that two new lines will call at Wilhelmshaven, one of them providing a link to Asia.

Hapag-Lloyd's China Germany Express (CGX) has been back in Wilhelmshaven since mid-June. With weekly departures from Yantian, CGX connects southern China and West Africa with Germany's only deep-water port. Above all, its customers benefit from our comprehensive intermodal network, which enables us to forward their goods inland quickly.

Enjoy reading this issue!



PHOTO: JADEWESERPORT / BJÖRN LÜBBE



"As one of our future northern hubs, Wilhelmshaven will get a real boost from the Gemini Cooperation."

Rolf Habben Jansen, Chairman of the Hapag-Lloyd Board of Management
PHOTO: HAPAG-LLOYD

MARC-OLIVER HAUSWALD

Chairman / CEO,
Container Terminal Wilhelmshaven
JadeWeserPort-Marketing GmbH & Co. KG

THREE QUESTIONS FOR ...

*Sönke Kewitz,
Managing Director
of P3 Deutschland*

The first of three warehouses in your logistics facility in the Freight Village at Container Terminal Wilhelmshaven (CTW) is now finished. What kind of companies is this building designed to serve?

Our new-build logistics site at Freight Village is especially useful for companies who are integrated into international supply chains. With its strategic location right next to Germany's only deep-water port and its excellent connections to the European rail and road networks, this new P3 facility could not be better placed. We are now working to complete the other two halls, which will offer flexible space partitions from 6,000m² up. Taken together, this logistics hub can cater to a range of requirements, from storing hazardous substances and bulky goods through to customs holding.

What are the highlights of this first completed hall?

Offering over 31,000m² of brand-new logistics space, this cutting-edge facility is designed for completely frictionless operations. With ceiling clearance of 12 metres, 32 dock levellers, and eleven additional ground-level accesses, it can respond to all potential requirements: seven of the additional accesses are over-sized, for instance, allowing sideways loading and unloading, and the largest of them measures 7 by 4.5 metres, making it possible to store large-scale items such as plant components or even finished machinery of a piece.

To what extent does your facility lead the way in terms of its environmental impact?

In all our new-build developments, we apply a comprehensive sustainability strategy. At Wilhelmshaven, a central plank in this is our solar panel installation covering all roof-space and allowing us both to cover our own energy requirements and to use excess power to supply neighbouring buildings if required or else feed back into the grid. Beyond this, we are aiming to secure an Excellent BREEAM rating – a globally recognised sustainability certification. What is more, by opting for Wilhelmshaven, we have chosen a site with excellent transport links and access to the open sea, enabling efficient and environmentally-friendly logistics.



Sönke Kewitz is managing director of P3 Germany, a long-term owner and developer of logistics properties throughout Europe. For over two decades now, the company, headquartered in Prague, has been investing and developing across the continent, with operations in eleven countries at present.

PHOTO: ELFRIEDE LIEBENOW PHOTOGRAFIE



A real eye-catcher, and not just at night: the new logistics building in the Freight Village.

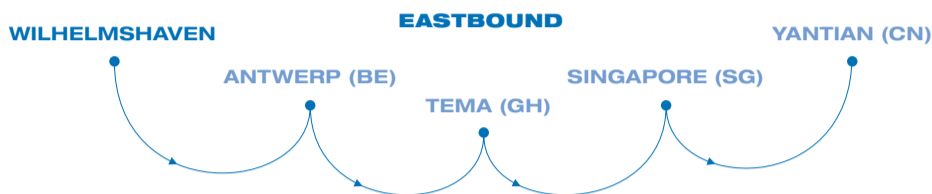
PHOTO: JADEWESERPORT / BJÖRN LÜBBE





CHINA GERMANY EXPRESS (CGX)

After a short break, Hapag-Lloyd has resumed the China Germany Express, CGX for short, with Container Terminal Wilhelmshaven as the first port of call in Europe. Since mid-June, Hapag-Lloyd has been operating weekly departures from Yantian in South China. The ships stop en route in Singapore, Tema (Ghana) and Antwerp (Belgium).



OFF TO NEW SHORES

More destinations to and from Wilhelmshaven: Container Terminal Wilhelmshaven is expanding its range of liner services to destinations all over the world.

NE1 (EUROPE-ASIA)

As part of the Gemini Cooperation, Hapag-Lloyd and Maersk will connect Wilhelmshaven with Central China from 2025. The NE1 line will call at the ports of Tangier (Morocco), Salalah (Oman), Ningbo and Shanghai (both China), among others, via Wilhelmshaven.



AL1 (NORTHERN EUROPE-NORTH AMERICA)

From February 2025, the Gemini Cooperation will operate the AL1 liner service between Wilhelmshaven and the US ports of New York, Philadelphia, Baltimore and Charleston.



CLOSER TIES FOR CONTAINER PORTS IN NORTHERN GERMANY

This March saw Olaf Scholz' cabinet agree on a national ports strategy for Germany – and, along with the other coastal states, Lower Saxony greatly welcomes this step. It is evident that, in Europe's largest economy with an export-orientated growth strategy, our ports are of crucial importance both to federal government in Berlin and all other German states. As such, their upkeep is an issue not just for the states in whose territory the ports are situated, but for our country as a whole.

Another question of national strategic importance is how our ports can cooperate in the most effective manner both in ensuring the movement of freight and in securing energy provision. Even prior to Russia's attack on the Ukraine, it was common knowledge that ensuring Germany's energy supply is, to a great extent, dependent on our port infrastructure.

As Germany's only deep-sea container port accessible to ever-larger vessels at all times independently of tides, the Container Terminal Wilhelmshaven (CTW) has a key role to play in northern German ports' approach to providing the best possible offering to international freight operators to support the global exchange of goods. Hapag-Lloyd's strategic decision to integrate CTW into its terminal portfolio stands testament to this importance, and now there must be a joint effort across northern Germany for close cooperation between our container ports flanked by a focus on digital and innovation.

In order to ensure the continued relevance of our ports, Germany's state and federal governments will need to play a more active role. Our North Sea coastlines means that Lower Saxony is at the heart of Germany's energy, security, and trade policy – and that, again and again, we act in the best interests of the whole country. The fact that we have commissioned Germany's first floating liquefied natural gas (FLNG) facility in Wilhelmshaven shows that, when it comes down to it, we are able to plan and implement the infrastructure required at pace and deliver it on time.



PHOTO: MW HENNING SCHEFFENS

OLAF LIES

Minister of Economic Affairs, Transport, Housing and Digitalisation



“**WILHELMSHAVEN** WILL GET A REAL **BOOST**”



PHOTO: HAPAG-LLOYD

THE GEMINI COOPERATION

Named from the Latin for twin, the new Gemini Cooperation between Hapag-Lloyd and Maersk will start in February 2025.

This partnership will draw on a fleet of around 290 ships with a total standing capacity of 3.4 million TEU, with Maersk contributing 60% and Hapag-Lloyd 40% of the Gemini vessel pool serving seven trades with 26 mainline services. Further, the Gemini Cooperation will use 59 Maersk and 20 Hapag-Lloyd terminals.

Prior to the start of this new partnership, Hapag-Lloyd will be withdrawing from the existing THE Alliance consortium as of January next year.

HAPAG-LLOYD'S TERMINALS STRATEGY

Hapag-Lloyd intends to grow not only at sea, but on land, too, and is therefore expanding its involvement in terminals and land-side infrastructure. In 2022, the world's fifth-largest container shipping line, headquartered in Hamburg, acquired a 30% stake in the Container Terminal Wilhelmshaven (CTW) and 50% in the Rail Terminal Wilhelmshaven, and now holds shares in 20 terminals across Europe, South America, the USA, India, and North Africa. Last year, Hapag-Lloyd set up its own terminals holding company in Rotterdam, and there is scope for around 10 further investments in terminals through to 2030.

In Rolf Habben Jansen's view, the Container Terminal Wilhelmshaven (CTW) has a long-term role as one of the new Gemini Cooperation's three northern hubs. In this interview, the Chairman of the Hapag-Lloyd Board of Management explains why the shipping line has entered into partnership with Maersk and what advantages this cooperation is set to deliver for customers.

Back in mid-January, your announcement of the new Gemini Cooperation with Maersk really made waves. Tell us about your reasons for entering into this new alliance.

By working with our new partner, Maersk, we will be able to further increase the quality of our service for customers. What is more, we too will benefit from increased efficiency in our operations and from joint efforts to further accelerate decarbonisation in our industry.

Can you go into more detail here?

As part of the Gemini Cooperation, Maersk and Hapag-Lloyd have set themselves the common objective of bringing schedule reliability to above 90%. Our customers can also look forward to improved service quality and, on many port-to-port routes, shorter transit times. In terms of decarbonisation, at Hapag-Lloyd, our aim is to reach net zero by 2045.

On which services will the Gemini Cooperation be implemented – and how do your terminals figure in this partnership?

As regards specific routes, we are still in the planning stage, but what I can say is that the Gemini Cooperation will cover seven trades and offer 26 mainline services grouped around hubs. To give you an example, we will be running the NE1 Europe-Asia and AL1 Northern Europe-North America routes through Wilhelmshaven. We are joint partners in terminals at almost all of the hubs, as we are at the terminals we will be using for the global network of dedicated shuttle services planned to support the mainline services. These shuttles will provide fast connections with flexible levels of capacity between the main hubs and other ports. We intend to run 14 such services in Europe, four in the Middle East, 13 in Asia, and one in the Gulf of Mexico.

Does this mean that, from a customer perspective, Maersk and Hapag-Lloyd have become one?

We are two completely independent companies – and will remain so. The Gemini Cooperation is a long-term operative partnership which, as of next February, will enter into force on the 26 mainline services I mentioned earlier. Both companies will provide dedicated teams to manage this cooperation, but – and I really would like to stress this point – beyond the Gemini Cooperation network, Hapag-Lloyd and Maersk will continue to organise the operations wholly independently of one another in accordance to customer requirements.

What role does Wilhelmshaven play within this Gemini Cooperation?

As one of our future northern hubs, Wilhelmshaven will get a real boost from the Gemini Cooperation. CTW will be a fixed part of our network, anchoring the port on the Jade Bight into our operations, and although I still can't give precise figures, what I can say at this point is that we will be routing a considerably larger amount of tonnage through German ports – and that a large share of that will be landed in Wilhelmshaven. CTW can also be sure of a significant increase in transshipment cargo tonnage, too.

What is it that made Wilhelmshaven so attractive?

For one, we hold stakes in the container and retail terminals here – and beyond that, there is simply a lot that speaks for Wilhelmshaven: sufficient capacity, deep navigable channels, and good inland connections. What is more, the port has made the right preparations to enable our largest container ships to dock there, with the eight gantry cranes in situ each raised by 11 metres and two additional cranes installed. In short, we feel like we're in good hands here.

FLYING THE **FLAG** IN **SHANGHAI**

Coming together under the brand umbrella German Ports, the country's operators will be present at this year's Transport Logistic China in Shanghai from 25th to 27th June with a 120m² joint stand manned by representatives from Hamburg, Bremen and Lower Saxony's ports.



"By presenting jointly as German Ports, we are all contributing to strengthening the international image of Germany in ocean shipping. As the country's only deepwater container port, we hope to use this event to raise our profile with clients worldwide and specifically to attract increased tonnage from Asia. With our Eurogate Container Terminal and its advanced superstructure, Wilhelmshaven is ready to process increasing freight volumes."

MARC-OLIVER HAUSWALD,
CHAIRMAN / CEO OF CONTAINER TERMINAL
WILHELMSHAVEN JADEWESERPORT-MARKETING
GMBH & CO. KG



"For decades now, the Chinese market has been a lynchpin of German and European trade. As such, China is a key part of shipping at Hamburg's port, and the uniquely good connections inland afforded by what is Europe's largest rail port are valued by our customers. With this joint stand and the overall German Ports brand at one of Asia's biggest trade fairs, we will all have the opportunity to reach an even wider audience – and even more potential customers – with our messages about the individual strengths of our port facilities."

AXEL MATTERN,
CHAIRMAN, HAFEN HAMBURG MARKETING E. V.



"With its dynamism, growth, and economic power, China is a key part of the global market and an important user of northern German ports. And as they each seek to communicate their individual attributes, it makes real sense for these ports to come together under a joint brand because – however upsetting we might find this – customers don't actually care which particular port and which partner they use to access the German and European market. What they're interested in is finding the port most suited to their requirements – and that is what we, as German Ports, can help them to identify. Another important aspect of what we do is to actually put our seaports on the map, and we in Bremen actually have an edge on our neighbours due to the popularity of the Brothers Grimm fairytale 'Town Musicians of Bremen' in China."

RONALD SCHWARZE,
HEAD OF MARKETING,
BREMENPORTS GMBH & CO. KG



"In recent years, the Chinese market has developed very positively for several of our ports – not just in container traffic, but in other types of freight, too. Both forwarding agents and importers on both sides have recognised how well-placed Lower Saxony's ports are in areas such as high and heavy, RoRo, special, bulk, and general cargo and make regular use of them. We see potential for further growth here and are therefore looking forward to this event. We also hope to make new contacts in Singapore, India, and the Tiger Economies which, to date, have been strongly focussed on western terminals. Our aim is to awaken their interest in our ports."

ANDREAS BULLWINKEL,
MANAGING DIRECTOR, SEAPORTS OF
NIEDERSACHSEN GMBH



PHOTOS: JADEWESERPORT / BJÖRN LÜBBE, HAFEN HAMBURG MARKETING, BREMENPORTS

JADEWESERPORT ON TOUR

With a view to publicising its offering, Germany's only deepwater container port is regularly present at events both in the country and internationally. Since 2015, one regular such calendar entry has been the "Hafen trifft Festland" event ("Port meets land"), which recently set out on its 40th voyage. Anchors aweigh!

It would have been hard to think of a better place for this anniversary in the "Hafen trifft Festland" series: Duisburg, home to Europe's largest inland port. Held on 7th May 2024, around 120 guests came together for the 40th edition of this regular shipping conference.

Joining with the Eurogate Group and Seaports of Niedersachsen GmbH, JadeWeserPort-Marketing set up shop in the blasting hall of a former steelworks to lay on an informative conference programme aimed, at logistics companies, manufacturers, and retailers looking to learn more about what Germany's only deepwater container port has to offer. There was also a panel discussion format with high-ranking guests:

- **Markus Bangen**, Managing Director, Duisburger Hafen AG
- **Katja Bleßmann**, Senior Sales Manager Chemical Accounts, Hapag-Lloyd AG
- **Frank Erschkat**, Directorship Spokesperson, TFG Transfracht
- **Michael Kleifges**, Managing Director, DIT Duisburg Intermodal Terminal GmbH
- **Niels Riedel**, Head of Sales, Eurogate Intermodal GmbH

The next "Hafen trifft Festland" conferences will be taking place on 25th July in Stuttgart and on 22nd October in Augsburg



PHOTO: DANIEL KOEBE

"Due to its undeniable strengths, the Container Terminal Wilhelmshaven has the potential to take on the same role as other established ports. With strong potential for expansion and a convincing narrative going forward, Wilhelmshaven gets positive reactions – and gets everybody's attention – whenever we mention it to our partners."

MARKUS BANGEN,
MANAGING DIRECTOR,
DUISBURGER HAFEN AG



**CTW IS ALSO REPRESENTED AT A RANGE OF TRADE FAIRS AND INDUSTRY EXPOS.
IN 2024, YOU CAN FIND US AT THE FOLLOWING EVENTS:**

MARITIME PORT FORUM
26TH – 28TH JUNE IN NINGBO, CHINA

EXPO REAL
REAL IN MUNICH, 7TH – 9TH OCTOBER
STAND C1.312

CHINA INTERNATIONAL IMPORT EXPO (CIIE)
5TH – 10TH NOVEMBER IN SHANGHAI/CHINA

BUILDINX
19TH – 21ST NOVEMBER IN DORTMUND
STAND 5.B66

WELCOME TO **THE TEAM!**

As of 1st April, Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG is once again fielding a full-strength team, with André Heim having joined as International Sales Director and Diana Jazik bringing her online marketing expertise.



PHOTO: JADEWESERPORT

For **André Heim**, his move to Wilhelmshaven is a return to his old stomping grounds: the 45-year-old has worked for JadeWeserPort-Marketing GmbH & Co. KG once before, from 2009 to 2013, when he was in press and public relations. He then went on to Seaports of Niedersachsen GmbH, starting as a marketing manager before becoming managing director in 2020.

In this long stretch working in the marketing organisation covering all of the ports in Lower Saxony, André Heim gained a comprehensive understanding of all aspects of this discipline in shipping and logistics, and will now be deploying his experience at JadeWeserPort-Marketing GmbH & Co. KG as International Sales Director, driving forward the marketing of space available in the Freight Village Wilhelmshaven to international customers.

Diana Jazik will also be contributing her experience to public relations at Germany's only deep-water container port with immediate effect. She will primarily be responsible for the external presentation of JadeWeserPort via social media and will also be involved in the organization of trade fair appearances and events.

Like André Heim, Diana Jazik previously worked at Seaports of Niedersachsen as a consultant for port marketing, PR & communication. There she gained experience in event organization and reported on news from Lower Saxony's ports via social media and print media. The 27-year-old has in-depth knowledge of the port and logistics industry and media-related skills, including in the field of video marketing.

“We are delighted that André Heim and Diana Jazik are joining the marketing team and will be actively supporting us in continuing to position the Wilhelmshaven Freight Village successfully in the market.”

MARC-OLIVER HAUSWALD
MANAGING DIRECTOR OF CONTAINER TERMINAL WILHELMSHAVEN
JADEWESERPORT-MARKETING GMBH & CO. KG

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Container Terminal Wilhelmshaven
JadeWeserPort-Marketing GmbH & Co. KG
Pazifik 1
D-26388 Wilhelmshaven
Phone: +49 (0) 44 21 409 800
Fax: +49 (0) 44 21 409 8088
info@jadeweserport.de
www.jadeweserport.de

Managing Director: Marc-Oliver Hauswald

Registered Office: Wilhelmshaven
HRA 130829 Oldenburg Regional Court

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Phone: +49 (0) 40 - 23714-01
Fax: +49 (0) 40 - 23714-309
info@dvvmedia.com
www.dvvmedia.com

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