



TIEFGANG#21

SERVICES

From China in the fast lane: KAWA NINGBO is first ship to reach Wilhelmshaven on the new China-Europe-Express route. **Pages 4–5**

SITE

Central logistics node: Zhejiang Seaport (Germany) Supply Chain Management is making Container Terminal Wilhelmshaven into its European hub. **Pages 6–7**

INLAND

“Next stop, Budapest!”: A freight train connection now runs from Wilhelmshaven directly to the Central European Trade and Logistics Cooperation Zone. **Pages 8–9**

THE FUTURE HAS BEGUN



PHOTO: BJÖRN LÜBBE

2024 saw Container Terminal Wilhelmshaven post steep growth in the number of containers handled – and in 2025, two factors mean that it stands to do even better: as the Gemini Cooperation between Hapag-Lloyd and Maersk started on 1st February, the inaugural sailing of the new China-Europe-Express (CEX) had everyone talking (not just in China).

As Country Manager China at Containr Terminal Wilhelmshaven JadeWeserPort Marketing GmbH, Hui Zhang has been explaining the strongpoints of Germany’s only deepwater port across China for over ten years now, but what he experienced as the first container ship on the new CEX route left Ningbo took his breath away: “I have never seen so much interest in Wilhelmshaven!” Read more in our interview on page 2.

Another long-awaited event was the official start of the Gemini Cooperation. With Container Terminal Wilhelmshaven as one of the three focal ports set to handle particularly high levels of freight, the first of the Hapag-Lloyd-Maersk alliance’s new scheduled services have already reached the Jade Bight loaded with cargo from China as well as North and Central America. The business activities of Zhejiang Seaport (Germany) Supply

Chain Management GmbH, too, have begun, and the company now intends to further expand trade between China and Europe from its new base in the CTW Freight Village – trade “in both directions”, as Business Director Lawrence Han emphasises in our interview.

READ THE COMPLETE INTERVIEW WITH LAWRENCE HAN ON PAGES 6 AND 7



“With the term ‘sister port’, we are positioning Wilhelmshaven alongside other leading global ports such as Antwerp, Houston, and Ningbo itself.”

Lawrence Han, Business Director at Zhejiang Seaport (Germany) Supply Chain Management GmbH in Wilhelmshaven

THREE QUESTIONS FOR . . .

*Hui Zhang, Country Manager China,
JadeWeserPort-Marketing*



**As Country Manager China at JadeWeserPort,
what are your key responsibilities?**

May I answer your question by asking one? Do you know who, what, or where Hefei is? Probably not! It's my home city – located in northern China and with over 10 million inhabitants – but very few people here in Germany have ever heard of it. Now, if we switch that round, you can imagine that, with its population of around 80,000, Wilhelmshaven isn't particularly well known in China, either. Even the fact that, in 2012, it opened Germany's only deepwater port, did not do much to raise its profile in China. So my job has always been to make the Jade Bight and the strongpoints of Container Terminal Wilhelmshaven as a port better known. In that sense, my role really is classic destination marketing.

**How specifically do you go about your work?
And is CTW gaining a good reputation in China?**

I use a range of specific tools to raise Wilhelmshaven's profile, starting with trade shows and industry expos, where we enter into dialogue with companies in logistics, trade, and manufacturing; and until the Pandemic, we worked with EUROGATE to put on a roadshow along the Chinese seaboard stopping at all the major ports. This sustained effort is now paying off: just 10 years ago, even logistics professionals used to have trouble shipping loads to Wilhelmshaven; even on big platforms such as Alibaba or JD.com, online ordering engines didn't offer shipping through CTW as an option because there weren't any direct connections between China and the Jade Bight. That has now changed completely. In the Chinese freight sector, Wilhelmshaven is now known as Germany's only deepwater port – and the new China-Europe-Express has led to a real surge in traffic. In fact, the introduction of this service is a real game-changer for CTW.

**What is it about the China-Europe-Express
that makes such a difference?**

The new service is making waves – not just here in Germany, but in China, too. The celebrations to welcome the first arrival in Wilhelmshaven saw 250 guests in attendance, and in Ningbo, too, there was an event to mark the ship's departure (albeit limited to 100 participants since it took place quayside inside the port). Both times, there was considerable media interest, with China's nationwide television networks CCTV and CGTN as well as trade publications reporting on the new service. Thus far, I have never seen so much interest in Wilhelmshaven in China! Then again, it's hardly surprising that CTW is now getting so much attention: in the industry, CTW has become known and valued as Germany's only deepwater port, and given its good availability and strong inland connections, many logistics experts now see it as a real alternative to the major European seaports.

Born in 1986 in Hefei, the capital of the Anhui province located around 300 miles west of Shanghai, Hui Zhang came to Germany after leaving school to study commercial engineering at the Jade University of Applied Sciences in Wilhelmshaven. Following a work experience placement at CTW, he joined Container Terminal Wilhelmshaven JadeWeserPort-Marketing GmbH & Co. KG in January 2014.





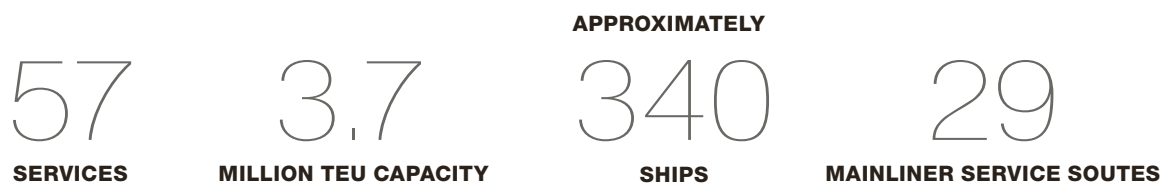
THE GEMINI COOPERATION IS GAINING MOMENTUM

Straight after the launch of the Gemini Cooperation, the first ships on new lines from North America and China reached CTW – with cargo for customers across Europe.

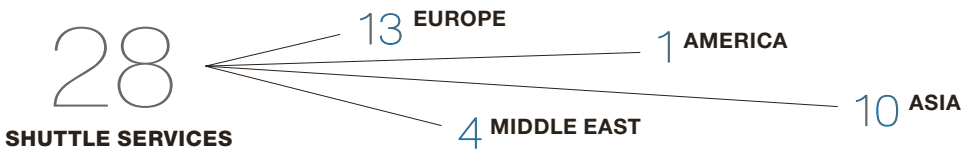


The Damietta Express at Container Terminal Wilhelmshaven.

PHOTO: SCHEER FOTOGRAFIE



The Leonido was first into the Jade Bight, docking at Wilhelmshaven for the first time on 11th February on the AL1 service. This route provides quick connections to St. John, Canada and on into the US Midwest, and also calls at New York/New Jersey, Norfolk, and Baltimore. The new service puts the port of New York at just nine days’ sailing from Wilhelmshaven.



February also saw another new arrival at Germany’s first deepwater port: the SFL Hawaii, connecting the American East Coast with Wilhelmshaven on the AL4 service. Running directly from Wilhelmshaven to the port of Veracruz in Mexico, this service allows customers to avoid complicated AMS filings on goods destined for Mexico; the transit time from Wilhelmshaven to Veracruz is around 15 days.

In early April, the Gemini NE1 service made its scheduled stop at Container Terminal Wilhelmshaven. Following loading at Shanghai and Ningbo, the Damietta Express called at Tanjung Pelepas and Tangier before arriving on the Jade Bight for its first European docking, where it unloaded containers bound for customers in the German-speaking countries, Poland, the Czech Republic, and Hungary. Thanks to Wilhelmshaven’s inland connections and good feeder network, speedy onward shipping was assured.

GEMINI COOPERATION: THE NEXT CHAPTER FOR WILHELMSHAVEN

In early April, the first Hapag-Lloyd sailings left Container Terminal Wilhelmshaven for destinations in the USA and Mexico on their Gemini Cooperation routes. This represents an important step forward towards more efficiency, more flexibility, and more sustainability as part of a unique global network.

It is not just customers who will benefit from this new partnership, but the ports involved in it, too – ports such as Wilhelmshaven.

Container Terminal Wilhelmshaven, in which Hapag-Lloyd has held a 30% stake since 2022, has such a key role to play in Gemini because it is, looking forward, one of the best-placed ports in Europe: independent of tides, this deepwater facility meets the requirements of today’s megacarriers and offers excellent inland rail connections; with a 50% stake in Wilhelmshaven’s rail terminal, Hapag-Lloyd is a shareholder in this side of operations, too.

Wilhelmshaven can now expect tangible increases in cargo throughput. Although it is, as yet, not quite possible to project precise figures, it is very clear that we will be directing higher loads through Container Terminal Wilhelmshaven than we have to date. There will also most likely be increases in transshipment volumes to onward destinations in Scandinavia, Poland, and the Baltics. This won’t just be due to us at Hapag-Lloyd, either: within the Gemini Cooperation, Wilhelmshaven will be able to play to its strengths as it attracts other logistics providers with its offering.

At Hapag-Lloyd, we are looking forward to the next chapter in our successful cooperation with CTW – all the more now as a part of the Gemini Cooperation. Going forward, we will do our very best to help Wilhelmshaven develop its position as a leading port in northern Europe.



PHOTO: HAPAG-LLOYD

ROLF HABBEN JANSEN

Chairman of the Hapag-Lloyd Board of Management

NEW CONNECTION, NEW OPPORTUNITY



MEIXIA LIANG

Chargée economic and commercial affairs at the
Consulate General of the People's Republic of China in Hamburg



At the beginning of this year, the new China-Europe-Express (CEX) began offering a direct connection between the port of Ningbo-Zhoushan and Container Terminal Wilhelmshaven. Currently the fastest marine shipping route from China to Europe, the new service not only fosters trade between these two partners, but also helps to stabilize global production and supply chains. As it develops, the CEX will open up new possibilities for cooperation between the two ports it serves and provide impulses for economic development in both regions.

In today's uncertain global environment, this kind of cooperation takes on a particular importance. Both China and Germany are export-orientated economies which rely heavily on international commerce. In Europe, Germany remains China's most important trading partner, with trade between the two accounting for one third of China/EU business; bilateral investments between Germany and China total over \$60 billion (USD), and more than one million jobs have been created in Germany thanks to trade with China. As such, the two countries are united by joint interests in trade and commerce.

In this context, there is a disproportionately intensive focus on the de-risking debate at present. Of course there are good reasons for wanting to avoid over-dependency on sole providers and to ensure that there is a diverse range of economic and trading ties with various countries. However, we should not lose sight of the fact that dependency is always mutual in a globalized world. No one country can cover every link in the supply chain, and so China, too, is dependent on other countries – not least Germany. From a business perspective, security is not the only concern,

either: efficiency takes pride of place. Without cooperation, there would be no joint development – and this represents the greatest risk to us all.

There is a Chinese proverb of real relevance here: "Only the fish in the river knows whether the water is warm." German has a similar saying: "You have to try the shoes on to know whether they fit." So those companies which have operational expertise in both markets are the ones who are best placed to contribute to the discussion about German-Chinese business ties. Recent figures in a report by the German Chambers of Commerce Abroad support this argument: their research shows that 92% of company with operations in China plan to keep them, with 84% stating that they have every confidence in the long-term potential of the Chinese economy. On this basis, they appeal to the German federal government to recalibrate its policy towards China in a way which sees the People's Republic first and foremost as a partner.

As elected representatives, politicians must also take account of the business community's opinions and respond to its needs in a constructive manner. The success of today's German-Chinese cooperation is hard-won, the result of political courage and long-term business planning – and China is ready to continue down this path, further strengthening ties on the basis of pragmatic cooperation with the incoming federal government which builds on mutual respect, equality, and the search for the common good; on looking for what unites us. We are convinced that the cooperation between Wilhelmshaven and China will make a contribution here, providing new impulses to trade relations and industrial partnership between our two countries in the long term.

IN THE **FAST** LANE TO CHINA

An important day for international container shipping, 24th January 2025 saw the KAWA NINGBO dock at Container Terminal Wilhelmshaven, marking the official launch of the new China-Europe-Express (CEX).



Top: Around 250 guests attended the first arrival of the KAWA NINGBO in Wilhelmshaven.

Right: Enjoying the new direct connection together (from left to right):
Xingang Xu, GM Zhejiang Seaport Logistics Group,
Wu Cong, Consul General of the People's Republic of China in Hamburg,
Michael Blach, Chairman of the Management Board of EUROGATE GmbH & Co. KGaA, KG,
Marc-Oliver Hauswald, GF Container Terminal Wilhelmshaven
JadeWeserPort-Marketing GmbH & Co. KG



With around 250 special guests drawn from public life and business gathered at Container Terminal Wilhelmshaven to welcome the KAWA NINGBO, the inaugural run of the China-Europe-Express finished with a fitting reception on the Jade Bight. For Marc-Oliver Hauswald, Managing Director of JadeWeserPort-Marketing GmbH & Co. KG, the new route operated by Kawa Shipping represents a much-needed addition to existing services: “Running without intermediate stops, this maritime fast lane puts Northern Europe within just 26 days’ of China, adding something new to the current service palette. Wilhelmshaven is now the only container port in northern Europe with this kind of direct connection to China,” he continues, “giving it a genuine unique selling point.”

A HUB IN GLOBAL LOGISTICS NETWORKS

Making targeted use of smaller ships, the service’s imperative is to move freight between Europe and China as fast as possible, as Hauswald explains, adding: “In fact, to my knowledge, the only faster option is now air cargo – which, from an economical and ecological perspective, doesn’t offer anything comparable to this service.”

At Wilhelmshaven, this maritime motorway linking two continents is embedded in a network of regular onward shipping routes enabled by the port’s tri-modal connections. Efficient rail transport inland to destinations such as Budapest are a particular strength as, in Hauswald’s words, “Wilhelmshaven becomes a hub in global logistics networks: we’re very well placed to reach US ports on the Eastern Seaboard, too.”

ADDITION TO EXISTING ROUTES

Hauswald is keen to underline that the new service should be understood as “an addition to existing routes, not competition. After all, carriers such as Maersk and Hapag-Lloyd serve Wilhelmshaven with far greater capacity – but, of course, make stops along the way.”

CEX operator Kawa Shipping projects loads rapidly going up from a low starting level and to reach 5,000 TEU in the medium term. In this approach, the KAWA NINGBO’s initial voyage is a test run on the basis of which the line will be able to optimise transport times and logistics before starting with a regular schedule of bi-weekly sailings later in the year.

The initiative for this new route goes back to the Zhejiang Seaport Logistics Group, which has recently set up operations at the P3 Logistics Park in the CTW Freight Village. It intends to use its 33,000m² facility there to ship goods both into and out of Europe – and for transshipment movements towards the east coast of the USA.



KAWA SHIPPING

One of China’s newest ocean carriers, Kawa Shipping was founded in late 2023 and is growing fast. Based in Hong Kong, the operator does not yet have its own offices in Germany, working instead with Bremen agents PWL as their country representatives. Currently, Kawa Shipping operates a total of 15 ships and states that it is currently awaiting delivery of six 4,800-TEU new-build vessels, with another two ships at 14,000 TEU capacity planned. Kawa Shipping also operates between China and destinations in UAE, including a route to Dubai.

“WILHELMSHAVEN IS OUR CENTRAL LOGISTICS NODE”



In opting for the Freight Village last year, Zhejiang Seaport (Germany) Supply Chain Management GmbH sent a clear signal about the strong strategic positioning of Germany’s only deep-water container port, Wilhelmshaven, as a European logistics hub. In this interview, the subsidiary’s Business Director Lawrence Han explains his plans for expansion – and his understanding of the term ‘sister port’



First tenant at Freight Village Wilhelmshaven: Zhejiang Seaport (Germany) Supply Chain Management GmbH secured an area of around 33,000 square metres within the P3 logistics park in September 2024.

PHOTOS: BJÖRN LÜBBE, ZHEJIANG SEAPORT (GERMANY) SUPPLY CHAIN MANAGEMENT GMBH

Your company recently signed a lease as the first tenant in the new P3 Logistics Park. Tell us about this move.
Our objective is to further increase the flow of goods between China and Europe (in both directions, by the way), and so in our search for a site, we were looking at a range of factors. Besides its excellent inland connections and the good availability of dedicated logistics space, what Wilhelmshaven has in its favour is its growing importance as a future energy hub. To give you a specific example, this means that we will be using our facility for lithium-ion batteries, which require careful handling and the kind of top-specification storage space we now have here.

Many know Zhejiang Seaport Group, but the full name of your subsidiary contains the term ‘Supply Chain Management’. Would it be safe to assume that, as well as receiving and dispatching freight, you intend to use Wilhelmshaven for other operations?
Yes, that is completely right. Besides warehousing and lading, we also offer a wide range of other services to our clients, including freight forwarding into Germany and further on into Europe. This is part of our core business, so we are currently building up our network – and, as our central logistics node, Wilhelmshaven is playing a key role in this.

Can you give us an example of a new connection in this nascent network?
At present, we are already able to offer our customers direct scheduled connections from Wilhelmshaven down as far as Budapest in Hungary. Using Wilhelmshaven has helped us reduce delivery times from our home port Ningbo, one of the world’s largest, to customers in Eastern Europe to 30 days. It’s hard to beat that!

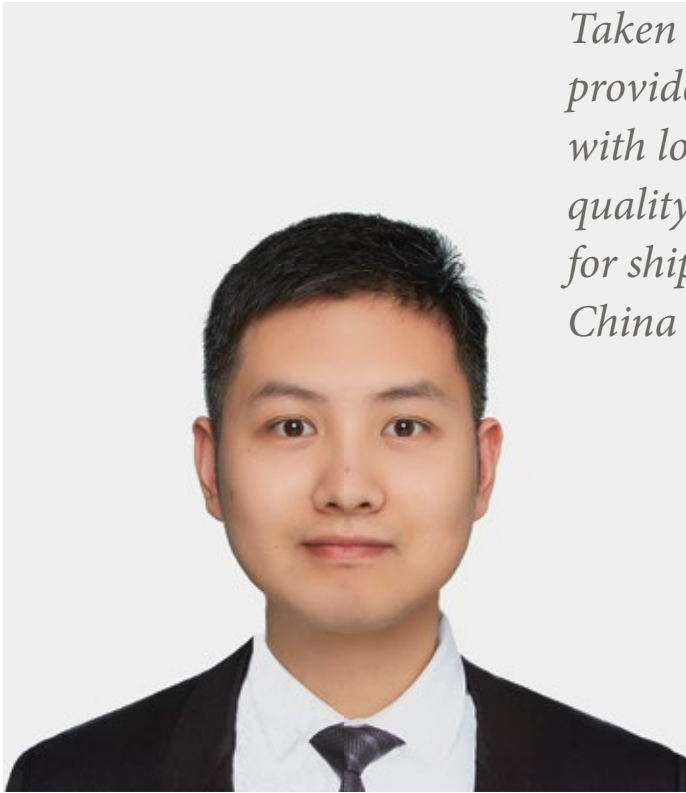
Strong market partners must have role to play here. Who do you work with?
Before talking about our partners, let me just say that we function as the European booking agents for the new direct Ningbo-Wilhelmshaven service CEX – China-Europe-Express. From mid-2025, we plan to offer a regular schedule between the two ports without calling anywhere else along the route. Our closest partners include JadeWeserPort-Marketing GmbH, which offered us superb support in setting up here at Container Terminal Wilhelmshaven and continues to be of assistance.

We are also in close contact with the Eurogate Group, which loads and unloads containers on the CEX here at the port. Last, but not least, I should mention the Central European Trade and Logistics Cooperation Zone in Budapest, abbreviated to CECZ, which is our central logistics hub for China-Eastern-European trade: CECZ ensures punctual rail service between Wilhelmshaven and Budapest and also takes care of last-mile delivery by road.

Speaking of onward forwarding, which is clearly an important element in your expansion plans, who else are you cooperating with here?
Our goal is always to provide our customers with the best possible door-to-door service, so close cooperation with European providers is essential to us. Our partners here include DB Cargo, Eurogate Intermodal, and the PWL Group.

The Zhejiang Seaport Group markets Container Terminal Wilhelmshaven as its ‘sister port’. Can you unpack that term for us?
The strong connections between Ningbo and Wilhelmshaven are mutually beneficial and leverage synergies. Specifically, that means that our business benefits from joint logistics solutions, optimised routes, and a strong market position. Taken together, all of this provides our customers with low-cost, yet high-quality logistics solutions for shipping goods between China and Europe. With the term ‘sister port’, we are positioning Wilhelmshaven alongside other leading global ports such as Antwerp, Houston, and Ningbo itself.

If we may finish with a couple of personal questions: you speak exceptionally good German. Where did you learn it? And how are you finding life here in Wilhelmshaven?
I did my master’s degree at the Technical University of Dresden, where I learned German. And I am very much enjoying working in Wilhelmshaven! I feel very comfortable here.



“Our business benefits from joint logistics solutions, optimised routes, and a strong market position. Taken together, all of this provides our customers with low-cost, yet high-quality logistics solutions for shipping goods between China and Europe.”



AN OPTIMAL LOGISTICS HUB

With the new China-Europe-Express, CEX, between Ningbo and Wilhelmshaven, the Jade Bight just got closer to China. The impetus for the new connection came from Zhejiang Seaport (Germany) Supply Chain Management GmbH, the Wilhelmshaven-based subsidiary of Zhejiang Seaport Logistics Group, which set up operations in the Freight Village a few months ago: it was the first tenant at the new P3 Logistics Park, where it took a lease on around 33,000m².

In cooperation with its partners, Zhejiang Seaport (Germany) Supply Chain Management is working to make logistics solutions and shipping options from and to China more efficient, offering better value and service as part of what it refers to as the ‘Maritime Silk Road’.



In recent years, Budapest has become a logistics node for trade between China and Europe – a development in no small part due to the Central European Trade and Logistics Cooperation Zone (CECZ), opened in the Csepel area of the Hungarian capital in 2012. Another element in Budapest’s key strategic position is its seagoing connection to Container Terminal Wilhelmshaven.

FROM THE JADE BIGHT TO **BUDAPEST**





Set up over a decade ago as part of the Belt and Road Initiative, the CECZ is considered the first country-level trade and logistics hub opened by China abroad – and has become a bilateral platform for both Chinese and European users, with a focus on trade fairs and expos, consumer goods shipping, and warehousing (including for mass-produced goods).

LOGISTICS HUB FOR EASTERN EUROPE

The reason for opening CECZ was that many Chinese companies were facing challenges serving eastern European markets without local infrastructure. By offering a solution to this issue, CECZ plugged a gap in the market – and has since gone on to develop further, with over \$140 million (USD) since invested in expanding the site now home to 175 companies, of which 50 are Chinese holdings. In testament to its genuinely international approach, CECZ is used not only by a range of logistics services providers, but also by several globally-active manufacturing concerns such as Huawei, Wanhua, Samsung, Bosch, Siemens, and Audi. According to media reports, the facility is now handling a trading volume of roughly \$2.7 billion (USD) annually.

One of the first companies to set up at CECZ was Hungarian logistics company Ghibli. Starting with 15,000m² of warehousing in 2013, the service provider is now using 60,000m² of space – a strong sign of the increasing importance of the Csepel site.

To deliver this level of performance in the heart of Europe, CECZ relies on a logistics network characterised by excellent transport connections. In the early years, rail freight from China to Hungary was an important part of operations, with the first China-Europe goods train running from Changsha to Budapest in June 2017 and carrying 41 containers through Ukraine into the European Union. In comparison to the northern route via Poland, this southern option avoided several rail bottlenecks, cutting both the actual distance travelled and the transit times.

EFFICIENT, MULTIMODAL, FUTURE-PROOF

A range of other services were soon set up to take advantage of this direct route, but most have stopped again since the outbreak of full-scale war in Ukraine in 2022. Now, as Germany's only deepwater port, Container Terminal Wilhelmshaven is fast gaining in importance as it provides quick marine shipping to China in combination with frequent rail-freight services inland into Europe. Taken together, Wilhelmshaven's seaborne and hinterland connections allow the CECZ to keep its operations efficient, multimodal, and future-proof.

As recent years have shown, CECZ's intelligent interweaving of sea, rail, road, and air freight is what has made it into a gateway for today's China-Europe trade routes. Together, Budapest and Wilhelmshaven offer a shining example of how Asian-European networks are developing and growing.



With its direct connection to the JadeWeserPort's seaside handling facilities, the intermodal station offers an ideal logistics hub for transporting containers, semi-trailers and swap bodies.

PHOTOS: ISTOCK, BJÖRN LÜBBE

WILHELMSHAVEN HAS SALES APPEAL

For around three years now, logistics services provider cargo-partner has been using Container Terminal Wilhelmshaven on a regular basis. Taking a holistic approach to commercial, environmental, and social perspectives, cargo-partner is sustainable to its core.



“We’ve been able to help them by re-routing imports through Wilhelmshaven.”

ERICH SCHATZ
Corporate Director Product Management
Sea Cargo at Cargo-Partner

“A lot of our customers come from the fashion and retail sectors,” says Erich Schatz, Corporate Director Product Management Sea Cargo FCL at cargo-partner, “and in the past, many of them faced not inconsiderable logistics challenges resulting from long shipping lead times, additional transport costs, and limited freight contingents. We’ve been able to help them by re-routing imports through Wilhelmshaven,” he adds, with a quiet, but unmistakable note of pride.

According to Schatz, cargo-partners began regular dealings with Container Terminal Wilhelmshaven in April 2022 when a Hapag-Lloyd service from the Chinese port of Da Chan Bay was switched to landing at Wilhelmshaven. “This brought our lead time down to just 27 days,” he recalls, “and our customers were so satisfied that we’ve kept on expanding our cooperation with CTW ever since.”

Besides speed of shipping, Schatz identifies a variety of other benefits: “We are proactive about reducing our carbon emissions, and Container Terminal Wilhelmshaven is a key partner for us in pursuing that objective.” Due to lower waiting times and faster lading, ships spend less time idling before being able to enter port, “which has

a positive effect on sustainability.” Then there are Wilhelmshaven’s rail connections: “They’re brilliant! And by making targeted use of the local rail operators’ rail services for onward forwarding, we can make another tangible reduction to emissions in the transport chain.”

As a result, cargo-partner is now using routing via Wilhelmshaven as a key plank in its sales pitch. “By explaining the advantages of megacarriers with greater draughts and the good road and rail connections,” says Schatz, “we’ve been able to convince a lot of customers of Container Terminal Wilhelmshaven’s appeal.”



CARGO-PARTNER IN NUMBERS

Based in the Austrian town of Fischamend, cargo-partner describes itself as a “full-service provider of data and logistics offering a wide-ranging portfolio of airfreight, shipping, transport, and delivery with particular strengths in information technology and supply-chain optimisation.” Since 2023, cargo-partner has been part of the Japanese Nippon Express Group.

Founded:	1983
Staff:	3,800
Offices & facilities:	over 150 in more than 35 territories
Turnover:	approx. €2,08 bn p.a.
Air cargo volume:	approx. 176,000 tons p.a.
Sea cargo volume:	approx. 162,000 TEU p.a.
Road cargo volume:	approx. 1.44m tons p.a.



PHOTOS: CARGO-PARTNER



“LONG-TERM, **DEEP** CONNECTIONS”

Specialising in e-commerce, Unicon Logistics offers services to clients in every area of the sector, from shipping for manufacturers in Asia to warehousing for marketplace operators: It also serves clients in industry.



“Many of our customers list on nationwide or international marketplaces such as Amazon, eBay, and Kaufland. What they like about us is the reliable, professional logistics handling we provide for their products,” says Cornelia Mielitz, Head of Sales at Unicon Logistics, whose head offices are in Bremen.

“We’ve always had long-term, deep connections over to the Jade Bight,” explains Mielitz – and an example that comes straight to mind is the Da Chan Bay express service: “It was back in the Pandemic that it first went straight from Shenzhen to Wilhelmshaven, and we had a lot of containers on it,” she recalls. “Now, the China-Europe-Express is taking the next step. Our customers like the fast transit time and the smooth handling at Container Terminal Wilhelmshaven – as do we at Unicon!”

Another of Unicon’s core business areas is shipping raw materials such as wool and leather for industrial clients. It also acts as an indirect agent for customers from territories outside of the EU such as Switzerland, who can use Unicon as a sales representative inside the bloc.

Regardless of their sector or the services they use, Unicon always seeks to “find the best way for our customers and to remove potential obsta-

cles. That is what we are passionate about doing – and what we do every day.” Accordingly, Unicon handles several dozen containers weekly arriving from overseas at Germany’s only deep-water port. Here, lading and cargo handling seems to be working to Unicon’s complete satisfaction: when asked whether there are any improvements she would suggest to operations at CTW, Mielitz ponders the question for quite some time. “No, actually. None!”

HOW UNICON WORKS

Thorough checklists, well-planned processes, and – above all – a comprehensive Q&A catalogue stand testament to Unicon’s strong customer focus. The logistics services provider sees its role as keeping things simple for its customers: “They don’t want to spend their time filling in forms and ticking boxes. What they want is to hear us say: ‘Job done. Is there anything else we can do for you?’”



Coincidentally, it turns out that Rainer Westendorf – who, over 20 years ago, set up Unicon with Hans-Hermann Otto – went to school with Andreas Bullwinkel, long-time managing director of Container Terminal Wilhelmshaven JadeWeserPort-Marketing. Maybe that’s one reason why this logistics services provider was so quick to see the potential in Germany’s only deep-water port?

“Our customers like the fast transit time and the smooth handling at Container Terminal Wilhelmshaven – as do we at Unicon!”

CORNELIA MIELITZ

Head of Sales at Unicon Logistics

BIG SHIPS AT A DEEPWATER PORT



Of an identical build to the Wilhelmshaven Express, the Berlin Express was the first ship in the Hamburg Express class launched, and is shown here on its maiden voyage. PHOTO: HAPAG-LLOYD

We always save the best till last! In summer 2025, the launch of the Wilhelmshaven Express will see Hapag-Lloyd take delivery of the last of twelve ships in its new Hamburg Express class.

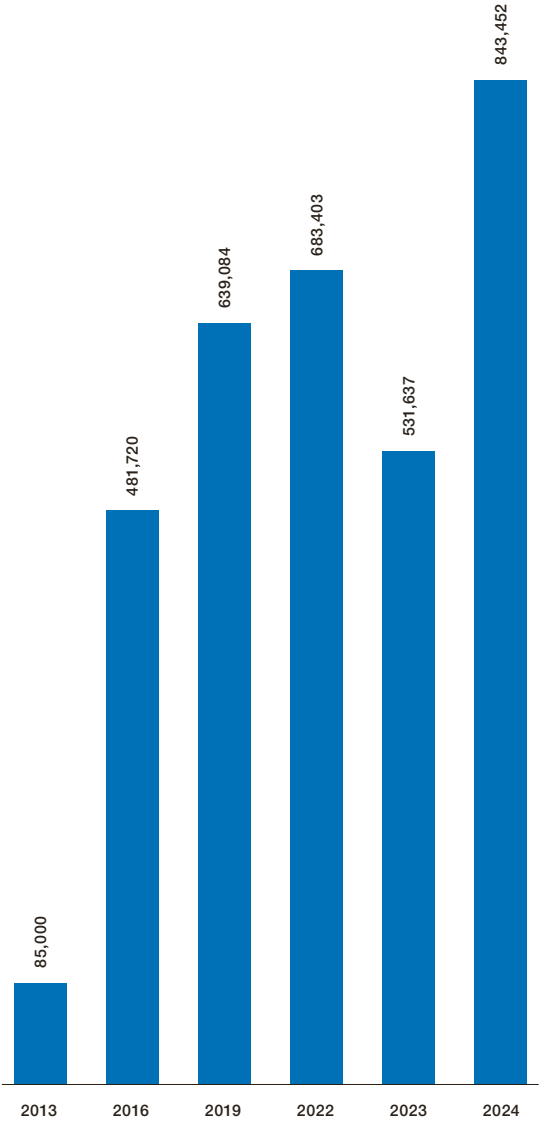
To do justice to its name, the new ultra-large container vessel will be officially christened at Wilhelmshaven before the end of the year: Hapag-Lloyd is set to announce when ceremony will take place – and who will do the honours – soon. One thing is already clear, however: this naming ceremony will serve to underscore the growing importance of CTW as a key hub in the Gemini Cooperation network.

With a capacity of 23,660 TEU, the state-of-the-art megacarriers of the Hamburg Express class are in the world-wide top ten when it comes to size. Their highly innovative dual-fuel propulsion systems using sustainable technology which allows them to run both on liquid natural gas and, in the future, with non-fossil fuels such as synthetic methane – all part of Hapag-Lloyd’s stated intention to operate its entire fleet on a climate-neutral basis by 2045.

CONTAINER VOLUME HITS NEW RECORD

Last year, the TEU volume throughput at Container Terminal Wilhelmshaven increased sharply, with 59% more handled in 2024 than in the year before. To put an exact number on this new record: in 2024, precisely 843,452 standard containers passed through the port as against 531,637 in 2023.

“What we are seeing is the effect of Hapag-Lloyd’s entry into operations CTW,” explains Marc-Oliver Hauswald, Managing Director of Container Terminal Wilhelmshaven JadeWeserPort Marketing GmbH. In 2022, the shipping line took over a 30% stake in port operator Eurogate Container Terminal Wilhelmshaven from previous shareholder Maersk, and the Hamburg-based line is now directing several of its scheduled services to the Jade Bight; beginning on 1st February, the Gemini Cooperation is likely to further increase this growth. “For 2025, I am strongly optimistic about the prospects for a continuing rise in container volumes at Wilhelmshaven,” beams Marc-Oliver Hauswald, “and expect us to close the year within touching distance of the seven-figure mark.”



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