

EDITION  
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 GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



**Southern  
Africa –  
on direct course to become  
the future market?**

**Cape of Contradictions**

Active diversity torn between a booming region and corruption

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# bremenports

Bremen  Bremerhaven 



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**Thematic focus:**  
**Southern Africa**

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# “A sleeping giant awakes”

Alan Winde, premier of the  
South African province of the Western Cape



**Dear readers,**

The African shipping industry is often described as a "sleeping giant". Growing national economies across the continent, combined with access to key resources and increasing trade and investment, indicate that this sleeping giant is awakening. This is particularly true for the Republic of South Africa. Its long coastline, favourable strategic location and the numerous deep-water ports situated there provide the country with an excellent starting point for the further development of its maritime economy – and a multitude of related industries such as logistics, oil, gas and steel.

The Western Cape is the largest maritime manufacturing province in South Africa and the core of the boatbuilding industry. Cape Town's boatbuilding exports alone have risen by 20 percent annually since 2014. The city is the second largest manufacturer of catamarans for recreational use in the world. Large ship repair and heavy industry companies are the dominant local players, directly serving customers in the oil sector. Smaller engineering and manufacturing facilities as well as special equipment suppliers round off the core competencies on site. From a geographical perspective, Cape Town is also well positioned to become a service hub for the West African oil industry, for example. It is estimated that South African companies currently cover less than one percent of West Africa's oil supply requirements, so there is tremendous growth potential here.

An added bonus: Of the eight trading ports in South Africa, no less than three are located in the Western Cape: Saldanha Bay, Cape Town and Mossel Bay. They not only offer berths for large container and bulk carriers, but also provide shipbuilding and repair facilities and numerous related services. Transport to and from all three ports is supported by a good road and rail infrastructure as well.

Reflecting the growth potential mentioned above, the maritime sector is supported by both the Western Cape Government and the South African Government. Our InvestSA One Stop Shop network is designed to help investors accelerate the implementation of their projects and the Red Tape Reduction Unit is working on reducing bureaucracy.

**Yours sincerely, Alan Winde**

# Booming continent with a flourishing southern tip

According to the German Federal Ministry for Economic Affairs and Energy (BMWi), German direct investments in Africa have more than doubled in just four years – reaching 1.94 billion euros in 2018.

**A**dditionally, the German Federal Ministry of Economic Cooperation and Development (BMZ) attests that the African continent has “enormous potential that goes far beyond its wealth of resources, cultural diversity, entrepreneurial spirit and innovative strength”. In fact, about half of the 20 fastest growing national economies are located in Africa.

As Africa’s most important national economy, the Republic of South Africa is also seeking solidarity with Germany as one of its traditionally most important trading partners. The Cape is also considered a springboard for the continent in view of the planned African domestic market with its 1.2 billion consumers.

When we hereafter refer to “Southern Africa”, we mean the southern part of the African continent with the Republic of South Africa and its neighbouring countries – knowing full well that the use of the term is by no means uniform.

### Botswana

<b>Capital city:</b>	Gaborone
<b>Population:</b>	approx. 2.4 million
<b>GDP (per capita in US \$ 2019):</b>	8,263
<b>GDP growth in 2019:</b>	3.9 %

**Most important German imported goods 2018:** (as a % of the total imports)

1. Foodstuffs	78.1%
2. Raw materials (excl. fuels)	12.4%
3. Machinery	2.3%

**Most important German exported goods 2018:** (as a % of the total exports)

1. Electrical engineering	65.4%
2. Measurement and control tech	11.7%
3. Machinery	5.8%

SOURCE: AFRICA BUSINESS GUIDE

### Namibia

<b>Capital city:</b>	Windhoek
<b>Population:</b>	approx. 2.4 million
<b>GDP (per capita in US \$ 2019):</b>	5,675
<b>GDP growth in 2019:</b>	1.4 %

**Most important German imported goods 2018:** (as a % of the total imports)

1. Non-ferrous metals	60.9%
2. Foodstuffs	22.1%
3. Non-metallic minerals	9.4%

**Most important German exported goods 2018:** (as a % of the total exports)

1. Foodstuffs	28.6%
2. Machinery	24.4%
3. Electrical engineering	6.2%

SOURCE: AFRICA BUSINESS GUIDE

## Germany's most important trading partners

Ranking of the countries with which the Federal Republic of Germany is actively involved in foreign trade (goods) (2018)

Exports in 1,000 Euro		
1.	USA	113,451,485
2.	France	105,335,976
⋮	⋮	⋮
31.	South Africa	9,079,802



Imports in 1,000 Euro		
1.	China	106,171,296
2.	Netherlands	98,189,208
⋮	⋮	⋮
29.	South Africa	8,004,032

SOURCE: BMWI

1

**Tanger-Med  
(Morocco)**

## Largest ports in Africa

ranked by volume of containers handled in 2018 (in million TEU)

1. Tanger-Med (Morocco) **3.47**
2. Port Said (Egypt) **3.05**
3. Durban (South Africa) **2.96**

SOURCE: STATISTA / LLOYD'S LIST

## Zimbabwe

**Capital city:** Harare  
**Population:** approx. 15.3 million  
**GDP (per capita in US \$ 2019):** 1,423  
**GDP growth in 2019:** -5.2 %

**Most important German imported goods 2018:** (as a % of the total imports)

1. Beverages/tobacco **44.6 %**
2. Raw materials (excl. fuels) **23.3 %**
3. Foodstuffs **16.5 %**

**Most important German exported goods 2018:** (as a % of the total exports)

1. Machinery **25.7 %**
2. Chemical products **16.9 %**
3. Foodstuffs **12.4 %**

SOURCE: AFRICA BUSINESS GUIDE

2

**Port Said  
(Egypt)**

## Mozambique

**Capital city:** Maputo  
**Population:** approx. 30.3 million  
**GDP (per capita in US \$ 2019):** 493  
**GDP growth in 2019:** -0.5 %

**Most important German imported goods 2018:** (as a % of the total imports)

1. Coal **52.1 %**
2. Non-ferrous metals **34.7 %**
3. Beverages/tobacco **6.0 %**

**Most important German exported goods 2018:** (as a % of the total exports)

1. Machinery **45.9 %**
2. Foodstuffs **14.7 %**
3. Electronics **14.6 %**

SOURCE: AFRICA BUSINESS GUIDE

## South Africa

**Capital city:** Pretoria and Cape Town (parliamentary seat)  
**Population:** approx. 58 million  
**GDP (per capita in US \$ 2019):** 6,331  
**GDP growth in 2019:** 1.2 %

**Most important German imported goods 2018:** (as a % of the total imports)

1. Motor vehicles and parts **39.5 %**
2. Non-ferrous metals **13.4 %**
3. Raw materials (excl. fuels) **13 %**

**Most important German exported goods 2018:** (as a % of the total exports)

1. Motor vehicles and parts **28.0 %**
2. Machinery **21.3 %**
3. Chemical products **15.8 %**

SOURCE: AFRICA BUSINESS GUIDE

**Namibia**

**Botswana**

**Zimbabwe**

**Mozambique**

**South Africa**

3

**Durban  
(South Africa)**



## IN BRIEF

**WILHELMSHAVEN.** Since January, **Jade-Dienst has two new partners: HLM Hamburg Lines Men and the towage and port company J. Johannsen & Sohn. These medium-sized companies** have taken over the majority shares in the long-established company from Wilhelmshaven. Additionally, 26 of the approx. 90 employees are also on board as shareholders. The company, which specialises in maritime services, has stated that it will now work together to win new concession contracts and expand the range of repair orders.

**EMDEN. AG Ems** is passing on their **expertise in handling gas-powered ships.** Since the end of 2019, the shipping and logistics group has been allowed to train its own seafarers as well as specialist maritime personnel from other companies in the operation of so-called IGF ships. IGF stands for International Code of Safety for Ships using Gases or other Low-flashpoint Fuels. The Federal Maritime and Hydrographic Agency of Germany (BSH) granted the IGF training permit.



## Perfect shipping for “the largest load”

**CUXHAVEN.** In December, 1,850 tons of bridge, fully equipped with rails for the railway, were loaded at Berth 9.3 in Cuxhaven. It was the central **section of the new Kattwyk Bridge, intended** to improve traffic flows in the port of Hamburg in years to come. “It is the largest load ever shipped in Cuxhaven,” says Andreas Wulf, managing partner of the specialist maritime service provider Otto Wulf. His company was responsible for the transport as well as **assembly of the 270 million euro bridge** construction project. The 130-metre long and

18-metre high bridge section was loaded onto the “TOW 3” sea pontoon in Cuxhaven. Four SPMTs with a total of 96 controllable axes were employed. After that, a towing unit took the bridge to Hamburg, where it was positioned with the help of the two floating cranes “Matador 3” and “Enak”. By the end of 2020 the bridge should be fully operational there. The central part of the bridge and the two approach bridges with a weight of 1,100 tonnes each were built in the past 18 months, behind Berth 8 at the Cuxhaven riverside quay.



## Röhlig opens another location in Mexico

**BREMEN.** Röhlig Logistics **continues to expand** its global network. The owner-managed logistics company from Bremen opened another office in Puebla, Mexico, in November. “Several of our major customers are located in Puebla, and the region is generally considered the headquarters of the automotive industry in Mexico”, explains Michael Gerding, Managing Director of Röhlig Mexico. With this move, Röhlig Mexico now has branches in Mexico City, Monterrey and Puebla. Worldwide, the Bremen-based company has opened a further five offices in China, the USA and Australia in recent months.



## CM Logistik makes new warehouse operational

**STUHR.** The CM Logistik Group announced in December that in the previous summer they had expanded their portfolio with a new warehouse in Stuhr. This warehouse acts as a central contact point between production and distribution. There, the transport company from Lower Saxony manages and stores its customers' goods on a storage area of **3,000 square metres with a total of 2,500 pallet spaces** in high rack and block storage areas. An additional 2,000 square metres of sorting area is available for the processing, assembly and packaging of orders.



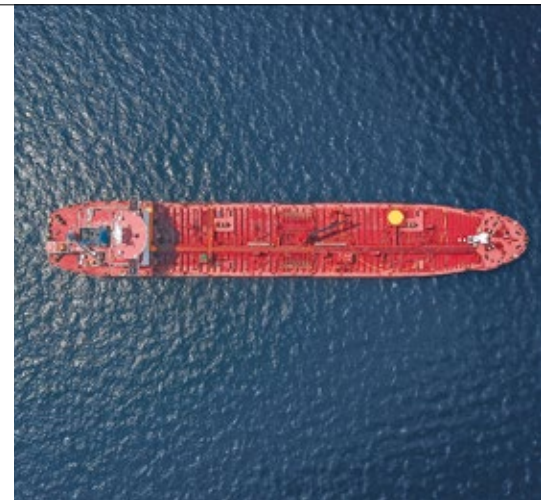
## Malaysia: Leschaco strengthens contract logistics

**BREMEN.** With a groundbreaking ceremony in November, Leschaco celebrated the construction of a **new logistics centre in the Malaysian community of Bandar Bukit Raja**. This is specially designed for the storage and handling of chemicals, including hazardous materials. The construction of the warehouse should be completed in the fourth quarter of 2020. "This project is a strategic milestone for our presence in Malaysia, where we have been operating warehouses since 2013. Our current facilities are constantly being operated at full capacity," noted Lothar Lauszat, Managing Director of Leschaco Malaysia, in explaining the company's involvement in South East Asia.



## Faster and more efficient testing

**ELS FLETH.** In order to be able to test new assistance systems in shipping quickly and efficiently, scientists at **Jade University of Applied Sciences have developed a "Mobile Evaluation Platform for Ship Assistance Systems (greenMEPS)"**. It can be integrated on board in order to introduce simulated data and to virtually map the system's reaction, for example, when the ship is moored in port. The platform's overall system consists of components for environmental and ship visualisation, a mobile bridge, and modules for the simulation of the environmental situation and the ship's movement.



## Green light for digital freight exchange

**BREMEN.** In November **CargoSoft** presented their new product "**eForwarding**" – **an information and booking platform that incorporates** all modes of transport and can be used to handle partial and full loads. "Many solutions concentrate only on a single part of the logistics portfolio. But this misses the reality experienced by many logistics service providers. That's where we come in with our platform," explains Markus Klein, eForwarding Sales Manager at CargoSoft. For the past 20 years, the company has been developing software for international transport companies with a focus on air and sea freight.



## In focus: Hydrogen as a source of energy

**LEER.** For the seventh time, the port companies NPorts and bremenports extended invitations to the **Energy Efficiency Network Meeting of the Northern Ports** in November. At the Maritime Competence Centre in Leer, industry experts discussed innovative solutions, legal framework conditions and concrete examples of the use of green hydrogen in the maritime environment. Additionally, a representative of NBank announced that a new funding programme on hydrogen utilisation is currently being prepared, which is to be implemented this year.



## First port with IMS

**BREMEN.** In 2019, **bremenports** decided to merge its various management systems into **an integrated management system (IMS)** in order to benefit from synergetic effects. TÜV Nord reviewed the IMS at the end of the year, certifying that the port marketing management company meets the high requirements set by the various standards. Among other things, this means that port availability in Bremen's ports is guaranteed and that berths, port approaches and locks as well as rail networks and roads are available around the clock. "This is a major step forward, as we are the first port to obtain IMS certification," bremenports' Managing Director Robert Howe commented.



## IN BRIEF

**OLDENBURG/WILHELMS-**

**HAVEN.** The expansion of the railway line between Oldenburg and Wilhelmshaven is making progress. This section is to be fully electrified and double-tracked by 2022. At the end of October, the groundbreaking ceremony for an important section took place – the Sande railway bypass. Bypassing the town centre is one of the more complex tasks, since in addition to the new tracks, the station will also have to be rebuilt. The new, approximately six-kilometre long track around Sande is scheduled to be completed in 2021.

**BREMERHAVEN.** The Maersk shipping company has moved its liner service “ME1”, which connects India and Saudi Arabia with European ports, from Hamburg to Bremerhaven as of the end of January. This will result in the port of Hamburg losing an annual volume of 150,000 TEU, which experts estimate cannot be transferred to Bremerhaven one-to-one. Against this backdrop, Bremen's port senator Claudia Schilling does not want to stir up competition between the ports under any circumstances, explained to the Bremen newspaper Weser-Kurier: “That German ports collectively gain more cargo is more important than selective shifts between Hamburg and Bremen”.



## Construction of two UWAs successfully implemented

**CUXHAVEN.** During the **deepening of the Elbe**, around 1.2 million tonnes of **armourstones were laid at the “Medemrinne” and “Neufelder Sand”** underwater storage areas (UWAs) between March and October 2019. Machulez, a member of the Cuxhaven Port Economic Association (HWG), coordinated the project on site and made its logistics network and port infrastructure available for this purpose. According to the Machulez project team, “The biggest challenge was to manage the parallel handling of all ships involved in the project, as well as the associated pre- and post-handling requirements.”

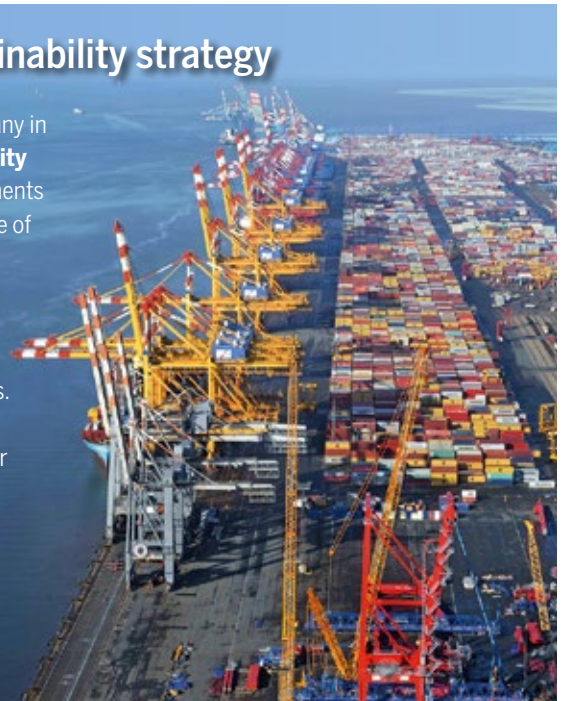
## NPorts finds a new home at Pacific One

**WILHELMSHAVEN.** In December, 33 NPorts employees were transferred from their previous location to **new offices in Pacific One**. In the seven-storey building at the JadeWeserPort freight village, a further 30 rooms are thus occupied by NPorts, after eleven employees of the Port Office department have already been working there for several years. Thanks to the central location, they can now reach port areas such as the Niedersachsenbrücke, the Voslapper Groden transshipment terminal or the Hooksiel outer harbour more quickly.



## Ten years of “greenports” sustainability strategy

**BREMEN.** In 2009, bremenports was the first company in the German port industry to develop a sustainability strategy under the title “greenports”. Its achievements today include a plan of action for resource-efficient use of energy, an increase of renewable electricity to over 90 percent, and the latest LED technology being used in 67 lighting masts of the port railway. Through these and other measures, Bremen's ports have reduced their emissions by 70 percent over the past eight years. Now the goal is to make the port infrastructure completely CO<sub>2</sub>-neutral by the end of 2023. Senator for Science and Ports, Dr Claudia Schilling: “The ports are the driving force behind the Bremen economy. Every fifth job in the state depends on them. I am therefore all the more pleased that we are also succeeding in advancing the ports in terms of climate policy.”







## Emden seaport is prepared for larger ships

**EMDEN.** Last November, the mooring basin on the Emspier was deepened to 10.92 metres (CD) in a 400 by 45 metre area – previously 9.12 metres deep (CD). This permits the handling of ships with a **draught of up to 10.30 metres.** Nports has invested approximately one million euros in this deepening, thus responding to the growing ship sizes in the vehicle import and export business. After all, Emden is a major **hub for worldwide vehicle transportation.**



## Seven more electric vehicles for bremenports

**BREMEN.** Adding to the four electrically operated vehicles that bremenports is already using, it acquired seven more vehicles that are fully or partially electric in November. **Of the 46 bremenports passenger cars, eleven are equipped with alternative powertrains, such as this VW Up.** “We have made considerable progress in our efforts to gradually convert our vehicle fleet,” reports bremenports’ Managing Director Robert Howe.



## Concepts for autonomous shunting

**BREMEN.** In October, the results of the research project “Rang-E – Autonomous shunting on the port railway” were presented by the Institute of Shipping Economics and Logistics (ISL) as part of a roundtable for rail transport at the port sites. During the project funded by the Federal Ministry of Transport and Digital Infrastructure, experts from ISL, BIBA and IVE have identified a way to save time and costs in port railway operations over and above automation technologies and legal framework parameters: the ideal port concept.

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# Cape of Contradictions

PHOTOMONTAGE: HEIKE WAY; PHOTOS: MAERSK, SHUTTERSTOCK/S.GVOZD



With more than 50 countries and around 1.3 billion people, Africa is the second largest continent in the world. This not only entails active diversity, but also a multitude of different opportunities and risks. To put it differently: it is torn between being a booming region and corruption, and between enthusiasm and disillusionment.

**S**outhern Africa, and in particular the Republic of South Africa, accounts for the most important trading partners in Africa: suppliers to the automotive industry, logistics providers, or machine and plant manufacturers for companies in Lower Saxony and Bremen. Trade with the rainbow nation alone accounts on average for one third of Bremen's total foreign trade with Africa. The Bremen Chamber of Commerce reports that in 2018 approximately 1.14 billion euros worth of goods were traded with South Africa via Bremen's ports. Exports are predominant with a volume of around 994 million euros. In contrast, goods imported from South Africa via Bremen's ports were 'only' 141 million euros.

South Africa's importance for Lower Saxony is similar, except that here the import figures are higher than the export figures. The Chamber of Commerce and Industry (IHK) of Lower Saxony and the Federal Statistical Office (Destatis) show a total volume of more than 1.6 billion euros for the federal state when it comes to imports and exports with the Republic of South Africa in 2018. Of this amount, 592 million euro is attributable to exports and 1.07 billion euro to the import of goods into Lower Saxony. And this in turn

means that 35 per cent of Lower Saxony's exports to Africa go to South Africa, while the figure for imports is as high as 51 per cent.

Looking at the statistics for the whole of Germany, it is mainly motor vehicles and motor vehicle parts, machinery, and chemical products that are transported to South Africa. The goods that go the other way around are mainly motor vehicles and vehicle parts, metals, ores, and machinery (refer to impression on pages 4/5).

### South Africa as a gateway and hub

"The pronounced dominance of the Republic of South Africa in these figures does, however, provide a skewed impression of the actual flow of goods within Southern Africa", says Tilman Brunner, spokesman for International Leadership at the Chamber of Commerce and Industry of Lower Saxony. "Many goods that land in neighbouring countries via middlemen are transacted via the Republic of South Africa, and therefore only feature in the statistics of this country. As far as logistics and sales are concerned, South Africa definitely acts as a hub for its neighbours." ■■■



Efficient logistics chains are essential for BLG LOGISTICS in South Africa. Its subsidiary BLG Logistics of South Africa focuses its activities on finished vehicles as well as project and contract logistics.

■ South Africa also plays a key role on its continent for BLG LOGISTICS. The company is represented there at six locations via its subsidiary BLG Logistics of South Africa. The logistics service provider's headquarters are situated in Port Elizabeth, with further branches located in the country's main centres in Cape Town, Durban, Pretoria, East London and Johannesburg. The company's activities focus on ready-made vehicle logistics. "South Africa is often described as the gateway to Africa. Numerous original equipment manufacturers and suppliers to the automotive industry, such as Nissan, BMW, Mercedes, Toyota, Ford, Volkswagen and Isuzu, are based in the country," explains Kai Olschner, Managing Director of BLG Logistics Group and responsible for the overseas division. "It is a lovely country, and it is fun to work there. South Africa has a relatively good infrastructure, a young population and plenty of space to offer," Olschner continues. At the same time, he also sees a number of challenges that companies have to face if they want to operate successfully in the region. These challenges include ever-increasing corruption, high crime and political instability. In Olschner's opinion, current economic policy and the deteriorating energy supply are also factors that could cause uncertainty among potential investors.

### Decline in productivity at the ports

Maersk Line, the world's largest container shipping company, sees South Africa in a privileged position – especially because of its strong manufacturing industry and its rich natural

resources. "South Africa represents a more mature and stable market than the other regions in Africa. What's more, the country has a large number of free trade agreements, in particular with the EU and the USA, which help to boost the economy," says Andres Felipe Rodriguez, Trade Manager Europe, Middle East and South Africa at Maersk, in outlining the country's economic appeal from his perspective. However, like BLG LOGISTICS, he also still considers the political landscape in South Africa and many other countries on the continent to be volatile. "Factors such as high unemployment, social inequality and poverty continue to be a cause for concern," Rodriguez adds. He identifies the greatest challenges as related to port operations and shore-based infrastructure throughout Southern Africa. "If one looks at recent years, a steady decline in productivity in South Africa's various ports can be observed, which is mainly due to a lack of investments to replace used equipment. A similar situation exists in the shore-based infrastructure in South Africa. Here, the lack of sufficient cold storage capacity is also a cause for complaint," Rodriguez criticises. Consequently, Maersk intends to further optimise its logistics chains in Southern Africa in the coming years through direct investments or acquisitions.

### VW: In anticipation of AfCFTA

"For us, South Africa is the most important market on the African continent," Andile Dlamini, Head of Group Communications at Volkswagen Africa, points out. He believes



that the country has long since had “a strong logistical infrastructure by road, rail and sea.” He sees the introduction of the African Continental Free Trade Area (AfCFTA), a free trade zone that was contractually sealed by 22 African states in May 2019, as an important step in the direction of the future. The implementation of AfCFTA is planned for this year. He is convinced that “AfCFTA will not only facilitate the movement of goods on the African continent, but will also ensure that further synergies between countries are identified and developed in terms of logistics.”

Volkswagen Group South Africa is a wholly-owned subsidiary of the Volkswagen Group in Germany and is based in Uitenhage, an industrial city approximately 35 kilometres from Port Elizabeth. VW produced 97,000 engines for various models and 162,000 units of the VW Polo on the company premises there last year with the help of around 4,000 employees. “We make use of Port Elizabeth’s port for the export of our Polo models, which are destined for both the right and left-hand drive markets, so also for Great Britain, Japan and Australia, while the port of Ngqura is used ■■■



## “South Africa is a diversified, partly ultra-modern national economy.”

Interview with Inger Steffen, representative of the State of Lower Saxony in the Eastern Cape Province

### Where would you start tackling the issues that prevent more companies from Lower Saxony from investing in Africa or South Africa?

**INGER STEFFEN:** To create more investment incentives, it is necessary to expand government investment promotion even further, for example by means of export guarantees – the so-called Hermes covers. There are also many advisory services, for example from the Southern Africa-German Chamber of Commerce and Industry, GTAI and KfW, the German-African Business Association and the Africa Business Network, but also concrete initiatives by the German government such as “Grow Africa” or “Pro! Africa”, to name just a few.

### Do you think Southern Africa is on the path to becoming a much-cited future market?

South Africa is already an important market for German companies, because it is a diversified, partly ultra-modern national economy, which differs significantly from other countries in Southern Africa in terms of its infrastructure. Trade relations are excellent.

With a trading volume of 18.3 billion euros, 2019 was the third record year in a row. On the whole, South Africa is very interesting for German companies and continues to be a steppingstone to the rest of Southern Africa. Intra-African trade should gain further momentum as other African countries catch up economically and as a result of agreements such as the African Continental Free Trade Agreement, which is currently being negotiated.

### In what ways is the region well-positioned, and where do you see room for improvement?

Thanks to its wealth of raw materials and self-sufficient food supply, South Africa’s foreign trade is relatively robust overall. Traditionally strong sectors

include the automotive industry, financial services, agriculture and medical technology. The latter in particular also has its main base there for the rest of the sub-Saharan market. However, with years of corruption and mismanagement, South Africa’s investment backlog poses a threat to its advantage in infrastructure and to the urgently needed economic growth. Under President Cyril Ramaphosa, the new government has set up a number of investment programmes to attract foreign investment into the country. An interesting opportunity for German companies could also arise in the field of renewable energies. Through the recently adopted structural programme for the expansion of the electricity supply, the “Integrated Resource Plan 2030”, the share of renewable energies in the energy mix is to be increased from 8 to 30 per cent by 2030.

**Criticism came from the development organisation ONE at the G20 conference “Compact with Africa”, in Berlin last November. Their Germany director, Stephan Exo-Kreisler, said that good governance in Africa should also include constitutional and human rights issues. Education, health and social security must also be promoted in order to reduce poverty.**

### Do you share this view?

Yes. The streams of refugees fleeing from Africa bear witness to this: Positive development in Africa is important for Europe. To ensure that the population in Africa really benefits from economic development, it is vital to promote the rule of law and basic human rights. South Africa is perhaps a case in point for many other African countries in this regard; unemployment is frighteningly high – coupled with a shortage of skilled workers due to the inadequate public education system. A secure, stable environment also benefits businesses, because ultimately, they do not have to invest so much in security measures to safeguard against crime.



Volkswagen Group South Africa is one of the largest employers in the Cape, and from here, vehicles are sent all over the world.

■■■ to pick up containers with the necessary production and assembly parts,” Dlamini goes on to explain. In its own words, this makes Volkswagen Group South Africa not only the largest employer, but also the largest contributor of levies and taxes in the Eastern Cape province.

### A future market or wishful thinking?

When talking to experts about the African continent, the term “future market” is often encountered. “In my opinion, however, there is often a lot of wishful thinking behind this,” says Fausi Najjar, Southern Africa Director at the business development agency Germany Trade and Invest (GTAI), which is associated with the Federal Ministry of Economic Affairs and Energy (BMWi). He clarifies his position as follows: “A continent with such a wealth of resources, opportunities to expand agriculture and a rapidly growing population always has great potential for the future. But it is also a matter of implementation. As important as international assistance may be, only the African governments and societies themselves can achieve widespread growth – and that is often the problem.” At the same time, Najjar warns against drawing

## Double the support for Namibia

Further training is an integral part of bremenports' third-party business. For instance, in 2019 the port management company carried out an analysis on behalf of the German Association for International Cooperation (GIZ) which is intended to help Namibia's state-owned port operator, Namport, to implement the national logistics master plan in two respects. For one thing, the goal is to determine the organisational areas for Walvis Bay, the country's main port, which require further development in order to successfully implement the master plan. Here the emphasis is on optimising the hinterland corridors to Namibia's neighbouring countries.

The explicit political will in this context is to develop the road and rail infrastructure and improve cooperation between national customs authorities.

Individual projects also include the introduction of IT-supported import and transit processing. Simultaneously, bremenport is helping Namport with its human resources development. For this purpose, the Bremen port management association firstly determined which competences and staff numbers are required for the development of the general cargo and container traffic, the infrastructure and the maintenance of the equipment there. On top of this, there were

already additional training formats in Bremen and Bremerhaven, but also at Namport on site. bremenports also offers a tailor-made package of personnel development measures, ranging from the identification of training needs and the structuring of curricula to the implementation of workshops and training courses. “To allow us to support our customers – not only in Africa – efficiently, we are working together with leading colleges and universities on this project. Naturally, the customer also benefits from our extensive experience as a port company in Bremen and Bremerhaven,” says Dr Lars Stemmler, Head of International Projects at bremenports.



immediate conclusions about an economic upswing for the entire continent based on developments in a few countries or individual entrepreneurial success stories: “Especially South Africa as the most industrialised country in Africa, but also Namibia and Botswana possess a good business climate. On the other hand, Mozambique, Zimbabwe and Angola are lagging behind internationally in this regard. Whether the expected boom in Mozambique, thanks to large gas reserves, can be translated into widespread growth, is far from clear.”

Najjar believes that a lot of time is often needed to develop markets in Africa, and that it is often more difficult for companies to establish themselves as market players than it is to withstand the subsequent competitive pressure. Specifically with regard to ports in South Africa, he takes a similar stance to that of Maersk: “The management and infrastructure there have deteriorated dramatically. Corruption, strikes and old equipment play a big role in this situation. There are, however, efforts to reform and modernise. But they are not implemented very quickly.” As a result, the ports of Walvis Bay (Namibia) and Maputo (Mozambique) and, to a lesser extent, Beira (Mozambique) and Lobito (Angola) are increasingly competing with Durban and the other South African ports.

## More transparency, less corruption

The will to foster economic relations with African countries also shaped the G20 summit “Compact with Africa”, for which numerous African heads of state and government came to the chancellery in Berlin in November 2019. The objective of the partnership, created in 2017 under the German G20 presidency, is to improve the conditions for private investment and employment opportunities in Africa together with the local countries. During the meeting, German Chancellor Angela Merkel called on the African partners from twelve countries to be more transparent. “We believe that more transparency can also attract more investors to these countries,” she said. Martin Wansleben, managing director of the Association of German Chambers of Industry and Commerce (DIHK), also added: “Very often, high bureaucratic hurdles, corruption or security issues prevent German companies from daring to take the first step into Africa at all.” To date, the states of Ethiopia, Egypt, Benin, Burkina Faso, Côte d’Ivoire, Ghana, Guinea, Morocco, Rwanda, Senegal, Togo and Tunisia have participated in the Compact with Africa Partnership. Thus, a representative from Southern Africa is not yet on board. (bre)

Maersk provides its customers with a strong network into the hinterland – either by truck or by train. However, similar to the GTAI, the world’s largest container shipping company believes that the infrastructure in South African ports has deteriorated.

PHOTOS: VOLKSWAGEN AG, MAERSK LINE





# “Small talk is big talk”

The German motto “Talk is silver, but silence is gold” can sometimes be helpful. However, when it comes to business talk in South Africa, those who have the gift of gab and can establish a personal connection to their counterpart through their talent for communication tend to have better chances.

**V**era Kuenzer lived in South Africa for three years. As of the year 2000, she has been working in Bremen as an intercultural competence trainer and prepares specialists and managers of international companies for longer stays in the Cape. At the same time, she is a research assistant at the Centre for Intercultural Management and Diversity (ZIM) at the Bremen University of Applied Sciences, where she is responsible for the areas of flight and migration.

From her many years of experience with delegated specialists and business travellers from Germany to South Africa, she is well aware that logistics experts there can find themselves steering their way down communicative one-way streets, and that many an expert in the maritime industry needs support in order to avoid putting their foot in their mouth in their business dealings.

“In South Africa the saying goes: ‘Small talk is big talk,’” explains Kuenzer. “This means that, in contrast to the German business-like communication at work, people in South Africa value personal connections at the business level as well. This means, for example, taking the time to get to know each other and memorising the names of your business partners well.” South Africans also appreciate sincere, positive statements about the country and its people. They are happy to give newcomers good tips to help them find their way. Men in particular can score points with well-informed commentary on sporting events, because South Africa is a sports-loving nation. On the other hand, it would be less fruitful to prematurely and only out of curiosity talk about apartheid. Kuenzer explains that “In doing so, some people may easily feel offended if a relationship of trust has not yet developed.”

## Always be authentic

People with a sense of humour can also earn bonus points when it comes to business talk. Especially if able to demonstrate this in speeches, which the South Africans love. “The same applies here: Technical and business content is only half as well received as material that creates a positive atmosphere. But please remain authentic and show tact and sensitivity,” the trainer adds. The ice becomes thin if you question the work processes there or want to change them too quickly.

More information:  
[www.verakuenzer.de](http://www.verakuenzer.de)  
[www.zim-bremen.com](http://www.zim-bremen.com)



“The direct German way is not always the best method here either. Especially because the people on site have already had their thoughts on the matter as well,” explains Kuenzer. If, however, after a period of getting to know each other, one should come to the conclusion that innovations are indispensable after all, it would be helpful to discuss the matter as “we” and not as “I” – true to the motto “We can achieve something together”. It is also good to know that criticism is not expressed as openly as it is here in Germany. If you take all this to heart, you can look forward to being invited to a joint meal in a restaurant, to a sporting event, or to church. Being invited to someone’s home is not something that can be taken for granted everywhere, as South Africans continue to live in very different environments even 25 years after the end of apartheid.

### There is no such thing as lost time

Kuenzer has excellent advice for business as well as private appointments. It reads as follows: “Change lost time into talking time.” This means that some South Africans like to make their guests wait longer than the standard 15 minutes and that it is then advisable to not sit around annoyed or offended. Instead, this time should be used – for example to engage in casual conversation about this and that with people in the immediate vicinity. Nonetheless, in business life there are significantly fewer extended waiting times than in private life, where the understanding of time is sometimes completely different and where it is better to pick up the phone and ask rather than to get annoyed,” Kuenzer reports.



“Technical content is better received when presented in a positive and humorous way.”

Vera Kuenzer, trainer for intercultural projects and research associate at the Centre for Intercultural Management and Diversity (ZIM)

The German proverb “Small gifts keep the friendship going” is very much reflected in South Africa. “If your business partners have children, gummy bears and chocolate are usually very popular. But only if the latter has not already melted along the way,” Kuenzer adds with a wink. But even football memorabilia, whether from Bremen or Wolfsburg, are, in her opinion, gladly received as gifts all around the Cape. “However, these are only a few tips for a successful stay in South Africa. They are by no means a substitute for more in-depth intercultural preparation, which should definitely be done before a longer professional stay there,” Kuenzer cautions. Kuenzer herself is enthusiastic about South Africa and knows where she can travel safely. “Despite all its problems, South Africa is a wonderful country with a modern constitution and a vibrant civil society – and is no more dangerous for travellers than many other countries. The best defence, however, will always be to be out and about with South Africans,” she reveals as a last strategic hint.

Two German car manufacturers have production facilities in the Eastern Cape province with its beautiful Wild Coast (l.). The range of services also includes paint inspection, here at Mercedes-Benz South Africa in East London (right).



PHOTOS: SHUTTERSTOCK/FIZKES, VERA KUENZER (3)

# Africa goes mobile

Digitisation offers great potential for development in Southern Africa. The German Federal Government has also recognised this and intends to make IT solutions an integral part of development cooperation with the “Digital Africa” initiative. In addition, cooperation with the German and European economy is to be strengthened.

The countries of Southern Africa are about 50 per cent ahead of other regions on the continent in terms of Internet coverage. Depending on the statistics, the figure is between 53 and 56 per cent in South Africa, and 31 to 51 per cent in Namibia. However, according to the Alliance for Affordable Internet, the cost of Internet access in African countries as a whole is still among the most expensive in the world. At ten US dollars per gigabyte of data, prices in South Africa and Namibia are not the most expensive on the continent, but they are still far from the UN Broadband Commission's target that a gigabyte of data should not cost more than two per cent of a person's average monthly income.

An overarching trend in all Southern African countries is that the main access to the Internet occurs on the move, i.e. via smartphones. In South Africa, this figure reaches 75 per cent, and in Namibia 66 per cent. The “Digital 2019 Reports” from datareportal.com show that 36 per cent of the population in the Southern African countries have an active and mobile account on the major social media platforms. Furthermore, the importance of e-commerce is increasing. A total of 3.3 billion US dollars was spent in this area in South Africa in 2019. Over 55 per cent of regular Internet users purchased a product or service online. And 38 per cent of these purchases were made from a mobile device. Given its small population of only 2.5 million people, Namibia is still struggling to attract international investors for e-commerce. However, a different trend can be discerned in Namibia: As a result of digitisation, more and more people have access to financial resources and better access to information.

## Tremendous potential – and risks

According to consulting firm Accenture, further digitisation in South Africa alone could create added value of five trillion rand – more than 300 billion euros. The German Federal Ministry for Economic Cooperation and Development (BMZ) reports similar trends. Over the past ten years, the level of intensity of information and communication technology in workplaces in South Africa has increased by 26 per cent. The BMZ estimates that in the long term digitisation will create more jobs and added value in all African countries. According to a study by Deloitte, the roll-out of mobile broadband Internet in developing countries could increase productivity by up to 25 per cent. This would lead to the creation of up to 140 million new jobs. And this is exactly where these jobs and future prospects are urgently needed.

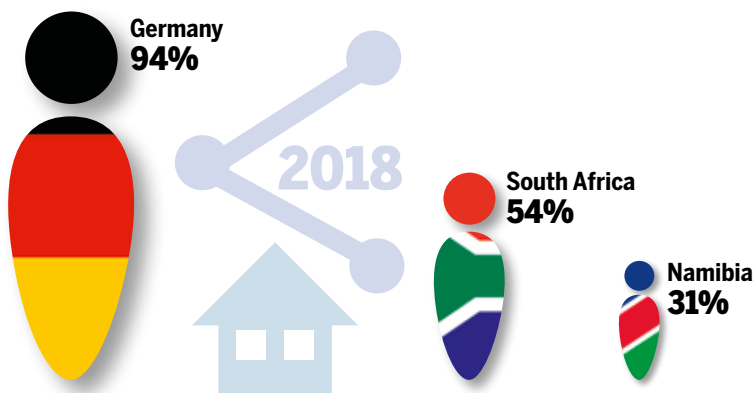
If, on the other hand, South Africa as the only African country among the G20 members does not succeed in developing the necessary skills and competencies for the new technological era between 2018 and 2028, economic growth of 152 billion US dollars is at stake over the next ten years.

“Africa can make huge leaps and bounds in development by means of digitisation. In order to achieve this, we must harness the full potential of today's technology so as to create new opportunities for young Africans in education, agriculture, medicine or the technology sector,” Gerd Müller, the German Development Minister, emphasises.

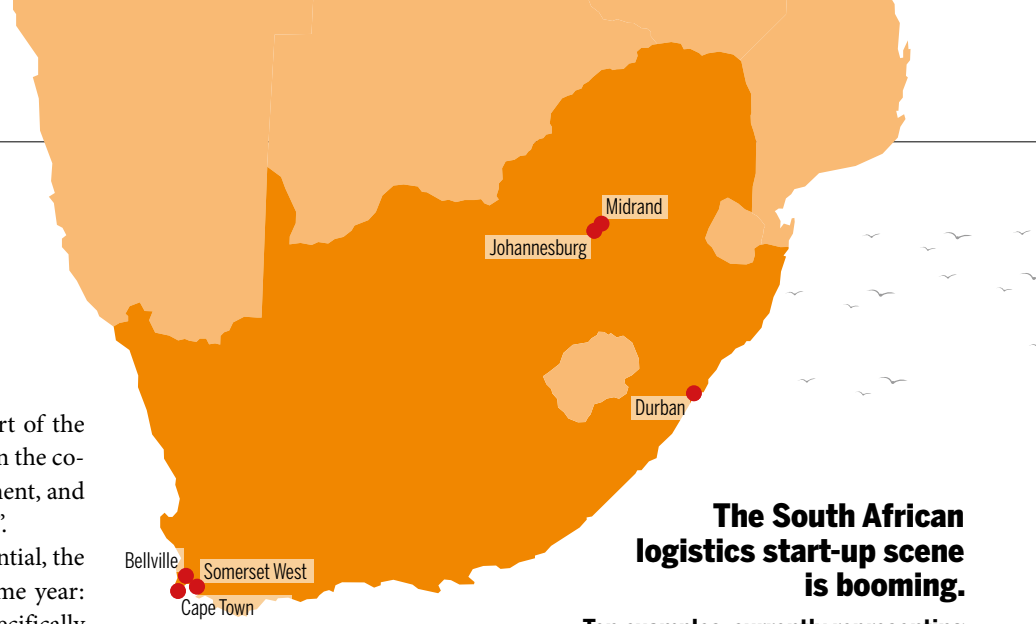
With its Digital Africa initiative in 2015, the BMZ has thus introduced an instrument to firmly link development

## Households with Internet access in 2018

SOURCES: STATISTA, DIGITAL 2019 REPORT FROM DATAREPORTAL.COM







cooperation and digitisation. The initiative is part of the Marshall Plan with Africa, which is firmly rooted in the coalition agreement of the German Federal Government, and the BMZ strategy “Digitalisation for Development”.

In order to make better use of the existing potential, the ministry also launched a new network in the same year: Strategic Partnership Digital Africa (SPDA). This specifically brings European companies together with development cooperation organisations so that they can join forces and develop joint solutions. At present, there are about 180 partners involved, including large companies like SAP, Siemens and KPMG as well as small and medium-sized enterprises. In six dedicated expert groups (education, electrification, health, good governance, agriculture and mobility), medium-sized companies, start-ups and corporations come together with development cooperation organisations to exchange innovative approaches and develop joint ideas for projects.

“With the ‘Digital Africa’ initiative, the Ministry of Development is already implementing over 50 projects with a vol-

ume of 150 million euros. From reinforcing good governance by means of public participation via the Internet, to new sales channels for farmers via apps, to medical care in rural areas via telemedicine,” explains Müller. “This will allow for very real leaps in development and also open up new investment opportunities for German and European companies.”

### “Make-IT” supports start-ups in Africa

Another project launched in 2015 by the German development cooperation project and the Digital Africa initiative is “Make-IT”, a project that is open for cooperation with partners from all over the world. The purpose of this tech entrepreneurship initiative is to improve the basic local conditions for technology start-ups in order to promote digital innovation locally and create new jobs in the long term. As part of Make-IT, the BMZ collaborates with over 20 German digital companies, social enterprises and associations. Up to now, Make-IT has supported more than 800 tech start-ups in the member countries through various measures such as networking opportunities and higher education courses. Erick Yong, CEO of GreenTec Capital in Frankfurt am Main, is well aware of the fertile ground that the BMZ initiative is encountering in Africa. “The middle class is growing, and with it an increase in e-commerce, resulting in greater demand for logistics services.” This is also reflected in the investment total amounting to one million US dollars in 2018, of which logistics start-ups accounted for the second largest share with 12 per cent after fintech start-ups with 38 per cent. “However, infrastructure development cannot keep up with the rate of this development.” Consequently, the big challenge is to expand the infrastructure for the growing B2C market. According to Yong, “The BMZ’s willingness to lend its support here as a partner is thus very welcome.” (cb)

## The South African logistics start-up scene is booming.

Ten examples, currently representing around 80 start-up companies:

### Bellville

Key Telematics (2009)

### Durban

Bottles (2016)

### Johannesburg

CQential (2005)

Parcelinja (2012)

Fast Van (2015)

### Cape Town

Pargo (2014)

BidShip (2015)

Hitchhiker (2016)

### Midrand

Droppa (2015)

### Somerset West

WMS (2015)

SOURCE: WWW.TRACXN.COM

## Bremen’s Engagement in Namibia

The Federal State of Bremen has a partnership with Namibia within the framework of the German Government and Federal State Pilot Programme (BLP) and is active in vocational training, mobility and logistics. In the domain of mobility and logistics, the BLP in Namibia works together with the bilateral technical cooperation project “Transport, Mobility, Logistics”, which has been supporting the development of the Namibian transport sector since 2004.

The main partners in Bremen are the Senator for Climate Protection, Environment, Mobility, Urban Development and Housing, Bremer Straßenbahn AG (BSAG) (Bremen Tramways Corporation), the Allgemeiner Deutscher Fahrrad-Club (ADFC) (German Cyclist’s Association), the University of Bremen and bremenports.

DIAGRAMS: BRGFY/FREEPIK (2), HEIKE MAY, FREEPIK

More information:  
[www.bmz.de](http://www.bmz.de)  
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# The “Stealthy Giant” is fighting against the trend

Despite declining figures, inland navigation aims to find its way back on the route to success with a comprehensive set of measures. A lot is happening, especially in the Weser drainage basin.

According to the German Federal Statistical Office, the transportation of goods via inland waterways in Germany in 2018 is down eleven per cent compared to 2017. A total of 198 million tonnes of goods were transported on the German waterways, which reflects a decline of almost 25 million tonnes. Concurrently, the share that inland shipping makes up in the transport capacity of freight traffic in Germany has decreased: The contribution of this mode of transport to the modal split was around 7.8 per cent in 2018. In comparison: In 2013 it was still 9.3 per cent. “In 2018, the low water level hampered us,” was the brief conclusion of numerous market players.

Around the ports of Bremen this problem did not exist. Consequently, the number of inland waterway vessels handled in Bremen and Bremerhaven in 2018 was 8,301 according to Hafenspiegel – and thus exceeded 8,000 again for the first time after 2012. The volume of 5,215,000 tonnes handled there in 2018 was also the highest since 2014. For 2019, however, a slight downward trend was also expected in terms of the volumes handled. “One of the main reasons for this trend is likely to have been the action taken by the shipping consortium The Alliance to transfer four of its transatlantic lines from Bremerhaven to Hamburg at





the beginning of 2019,” says Cordula Radtke, authorised signatory at Weser Container Xpress, a subsidiary of the Rhine-Umschlag corporate group from Oldenburg, which operates inland waterway container services in Northwest Germany. From her point of view, this step also resulted in the loss of a large amount of cargo for hinterland transport in the region and thus for inland navigation.

**Note: most environmentally friendly transport mode!**

“Unfortunately, the volume of traffic in Bremen's ports is following the federal trend, which shows that the Federal Government's transport policy plea for greater use of inland waterway transport has not yet been heard,” Andrea Vasterling-Will, consultant to the Senator for Science and Ports in Bremen, sheds light on the current situation. With this in mind, both Vasterling-Will and Radtke point out that inland waterway transport is the most environmentally friendly mode of transport and that the existing potential is far from being fully utilised, especially when it comes to shifting traffic from road and rail. “Therefore, further efforts by the Federal Government and the States are still needed to promote inland

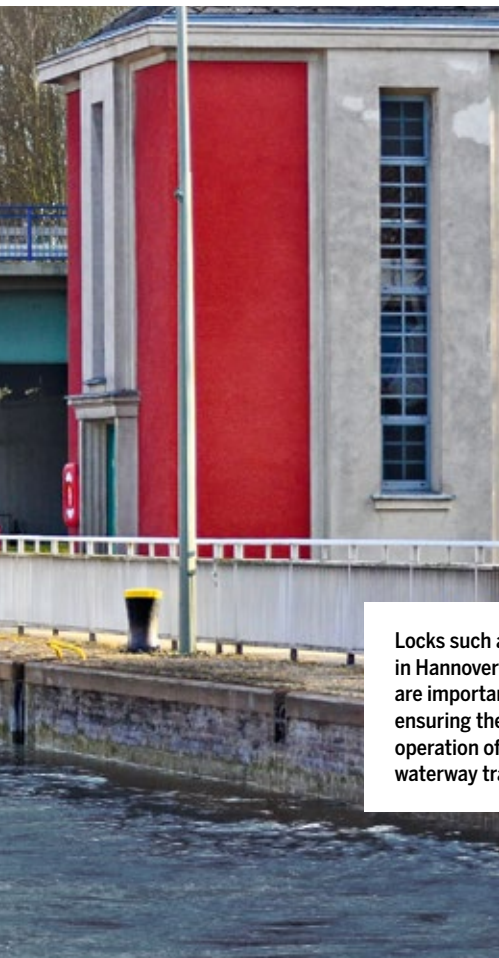


Alongside their role as seaports, Bremen's ports also have an important function for inland shipping. In terms of cargo volume, Bremen is one of the most important inland ports in Germany.

waterway transport,” according to Vasterling-Will. For this reason, Bremen welcomed the set of measures presented as part of the Inland Waterway Transport Master Plan, which was presented by the Federal Ministry of Transport and Digital Infrastructure (BMVI) in Berlin in May 2019 and in which representatives from numerous sectors of the maritime industry participated.

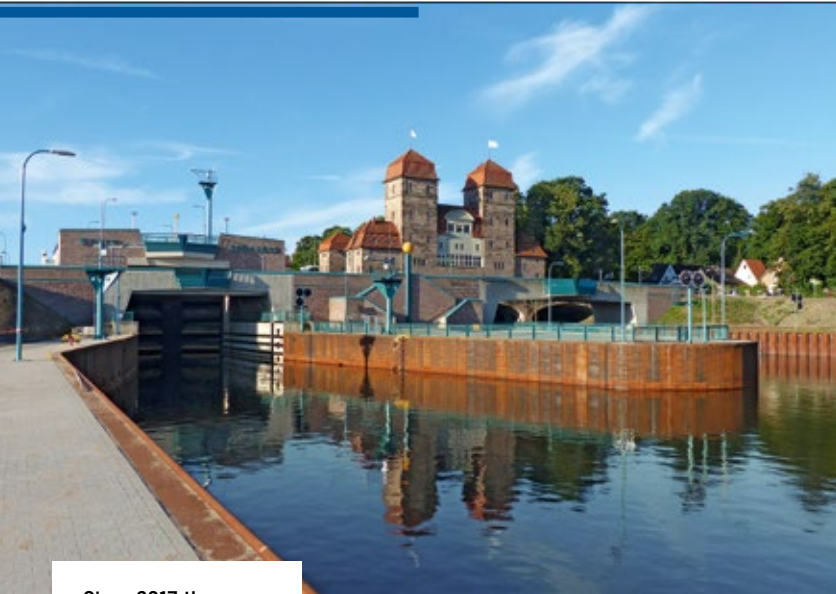
**Highs and lows**

Jörg Huber, head of the subdivision Waterway Management in the Federal Waterways and Shipping Administration (WSV), considers it an important success on the chosen path that it has been possible since 2018 for large inland waterway vessels of up to 110 metres in length to sail from Bremen to the Middle Weser and thus reach the important inland ports in Germany via the Mittelland Canal. At the same time, he sees the current state of development of the Middle Weser, the Hunte River and the coastal canal as one of the main reasons why it is at present difficult for the local inland navigation sector to offer shippers a competitive transport service. “We still have a lot of work to do. I am thinking in particular of the riverbank relocations to be carried out as part of the Middle Weser expansion. These are to be completed by 2022,” says Huber. “At the same time, the lay-by basins of the Langwedel, Schlüsselburg, Landesbergen, Drakenburg and Petershagen locks are being upgraded one after the other and extended for large motorised cargo vessels. In addition, the upper sluice channel of the Dörverden lock will be modified,” he describes the most important measures for the Weser drainage basin. In turn, Radtke considers the relocation of the Middle Weser riverbanks and the construction of new locks in Minden and Dörverden to be “a step in the right direction”. “Among other things, a further step must now be taken to adjust the ■■■



Locks such as these here in Hannover-Anderten are important levers in ensuring the smooth operation of inland waterway transport.

PHOTOS: GERMAN FEDERAL WATERWAYS AND SHIPPING ADMINISTRATION, SENATOR FOR SCIENCE AND PORTS, BREMEN



Since 2017, the connection between the Mittelland Canal and the Weser River has also been navigable for large motorised cargo vessels via the lock in Minden.

■■■ opening hours of the locks on the Middle Weser for Sundays and public holidays to the opening hours during the week in order to avoid corresponding bottleneck effects,” she demands. Background information: The locks on the Middle Weser and the coastal canal are operated in a two-shift system and are open Monday to Saturday from 6 a.m. to 10 p.m., but only from 8 a.m. to 4 p.m. on Sundays and not at all on public holidays. Both the WSV and the Bremen Senate want to create more flexibility for shipping by building new control centres. “We are equally positive about the telecommunications centre in Minden that was planned by the Federal Government and is currently being implemented. In future, all locks on the Middle Weser as well as in Minden and the Osnabrück branch canal will be switched from there,” says Vasterling-Will. Regioport Minden, a newly built port with a bimodal connection in the first subsection of the Mittelland Canal near Minden, also plays an important role in the optimisation plans of the Bremen Senate. “Regular meetings with representatives of the states of Lower Saxony and North Rhine-Westphalia serve to establish and implement their common interests in an efficient Middle Weser with regard to regioport Minden as the hinterland location of Bremen’s ports,” Vasterling-Will goes on to summarise the current situation.

### More competitiveness by means of digitalisation

All three interviewees are in agreement that inland navigation will most certainly benefit from digitalisation and thereby further increase its competitiveness. Two projects are of particular importance from Bremen’s point of view: the project “Binntelligent - Intelligent Information Technologies for Process Optimisation and Automation in Inland Ports”,

which was launched in October 2018, and the project “IWTS 2.0 – Inland Waterway Transport Solutions”, funded by the European Union. The first project aims to digitise the coordination between the various participants in the transport chain, also by making use of AIS and lock data, in order to increase the predictability for inland ports and inland navigation with regard to transport routes and transshipment. To this end, various intelligent information technologies are to be simulated, developed and field-tested. Within the framework of the second project, in which bremenports is also actively involved, innovative solutions for cargo handling with inland vessels are to be developed over the course of the next three years. The project simultaneously seeks to strengthen inland navigation in the curricula of vocational training institutions and to transform students and young entrepreneurs into ambassadors of inland navigation. A so-called “innovation lab” will be the core element, which will enable the target groups to develop digital tools for inland navigation. Their ideas can span various domains: from simulation, planning and monitoring instruments to data analysis and controlling applications through to intelligent information systems.

### Maximising potential

Incidentally: When Andreas Scheuer, Federal Minister of Transport and Digital Infrastructure, presented the master plan for inland navigation, he remarked: “The inland vessel is a stealthy freight transport giant – powerful, safe and efficient. With a carrying capacity of 3,000 tonnes, these motorised cargo vessels can replace up to 150 trucks. This is an enormous amount of potential and we want to make even better use of it.” The next few years will reveal the extent to which this will succeed. “We must drastically increase the share of inland navigation in the modal split in the North German ports; the western ports have been doing this successfully for years,” Radtke points the way forward: “Because seaports are only ever as good as their hinterland connections.” (bre)

More information:  
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# Two pioneers of port cyber security

Since last year, Jens Rohlandt and Jan Schirmmacher have been working for Lower Saxony and Bremen respectively as port cyber security officers – making them the first in Germany's seaports. They talked to the LOGISTICS PILOT about their tasks and the greatest challenges facing ports in terms of security.

## When exactly did you become a port cyber security officer?

**JENS ROHLANDT:** In addition to my regular job as system administrator for Jade WeserPort, I have also been working as port cyber security officer for the state-owned ports of Lower Saxony since the 1st of January 2019.

**JAN SCHIRRMACHER:** I started a full-time position as port cyber security officer at bremenports on the 1st of April 2019, at the request of the Senator for Science and Ports in Bremen.

## How did these job opportunities come about?

**SCHIRRMACHER:** Cyber security has of course been an important topic for quite some time now. For years there has been an increase in networking among companies and authorities in the ports of Bremen. My job was then created with the aim of counteracting the associated danger of cybersecurity incidents.

**ROHLANDT:** It was the same with me. Among IT professionals, cyber security has been a major concern for the last ten years or so. The cyber attack on Maersk in 2017 finally got everyone's attention. Since then, the topic has been discussed more and more in the ports; it takes some time before it reaches the institutions. At present, my main concern is to establish contacts with other ports and their experts, for example with Jan Schirmmacher.

**SCHIRRMACHER:** We meet up regularly and have a lot to discuss.

**ROHLANDT:** And since there are now a great many events on the topic of IT security in the maritime industry, we sometimes alternate between participating and then brief each other on what was said.

## How are the other ports positioned?

**ROHLANDT:** In Germany, Lower Saxony and Bremen are to date the only federal states that have created such a position. In Hamburg there is a team of employees from the waterway police and the Hamburg Port Authority, the HPA. As far as I know, there is nothing comparable in Schleswig-Holstein or Mecklenburg-Vorpommern. Rotterdam and Antwerp are already very well established in this regard, with their teams consisting of 10 to 20 people. Ultimately it is a matter of resources.





“It is very important that you enjoy working with cyber security.”

Jan Schirmmacher

FACTS

**Jan Schirmmacher**

Training qualification as an IT specialist, application developer and consultant for software technologies

Degree in computer science

Has been working as a cybersecurity expert since 2006

Port cyber security officer at bremenports since April 2019 on request of the Senator for Science and Ports in Bremen

■ ■ ■ **How do you collaborate with the other ports, their port cyber security officers and the people involved in Bremen and Lower Saxony's port industry?**

**SCHIRRMACHER:** I am in the process of establishing a network that is as comprehensive as possible, which includes, for instance, regular dialogue with Jens Rohlandt. Even if this type of position does not yet explicitly exist in this form in the other federal states, we do of course exchange information with those responsible there. By attending the European events, I have made initial contacts with the ports in the Netherlands. My main focus, however, is firmly on the ports of Bremen. Here I am involved in a research project with a local terminal operator, as well as with another port. I am also currently planning to establish a prototype cooperation with other members of the port community.

**ROHLANDT:** It is the same with me. I am also still in the process of gathering all the necessary contacts – especially in those cases where there is no such clear responsibility as there is with us as port cyber security officers. I also find the European summits very helpful. This is where I met, for example, the specialists from the German Federal Maritime and Hydrographic Agency and from the German Federal Office for Information Security, both of which also deal with the subject. Although the network dedicated to ports and security has been operating very successfully for years, the network for cyber security was only launched in 2019, so there is still a lot of work to be done here. It is my goal to have a stable foundation of contacts.

**In this digital age, what are currently the greatest risks and challenges for ports and their infrastructure?**

**ROHLANDT:** At the outset: It is not possible to achieve one hundred per cent security. However, smaller companies in particular should know what is needed to first achieve 90 per cent. Informing and advising on this issue is an important task for Jan Schirmmacher and me. Because one thing is certain: People are always the weakest links. While most IT systems are now well protected against normal hackers, employees remain the most vulnerable, especially via e-mail contacts and phishing. No matter how good the systems in place may be. This is why we regularly inform our employees here at JadeWeserPort in order to keep drawing attention to this topic.

**SCHIRRMACHER:** Within the port industry, we are highly dependent on many, sometimes very diverse, types of people involved. All operative activities, that is, ship owners, vessel traffic management and lock control, terminals, freight forwarders, rail transport companies, as well as IT service providers and many more activities also have to work. This is the only way to ensure overall operation.

**To what extent does trust play a role?**

**SCHIRRMACHER:** Nearly all those involved are connected to the Port Community System and are also connected to each other through IT systems. This does in fact require a certain amount of trust. And it is precisely this that makes specific cybersecurity attacks easier or possible.

**The safety precautions are probably not uniform either, are they?**

**ROHLANDT:** I would go so far as to say that the safety precautions are fundamentally different. There are hundreds of companies with very diverse cybersecurity standards operating in the ports. While the larger terminal operators, logistics service providers and shipping companies are of course highly developed in this field, this is not always the case with smaller companies. This applies, for example, to some shipping companies with only a few ships. In this case, there are ancient systems on board that can be accessed by all crew members.



“People are always the weakest links.”

Jens Rohlandt



**To what extent have those parties who up to now have mainly been prepared for operational attacks become prepared for cyber threats?**

**ROHLANDT:** Essentially, every company, meaning the port and terminal operators in Lower Saxony, has to take care of its own IT system. I have no authority to issue instructions; companies must do this purely out of vested interest. The exchange of information is therefore crucial in order to develop a common standard.

**Do you have a port cybersecurity programme or a corresponding strategy?**

**SCHIRRMACHER:** bremenports certainly pursues a cybersecurity strategy, even though we are not currently subject to the IT Security Act. This could, however, change with the amendment this year.

**ROHLANDT:** We primarily follow the recommendations of the BSI, the German Federal Office for Information Security. We are also not subject to the IT Security Act, but we are already trying to comply with it as well as we can.

**What does a typical day as port cyber security officer look like, does a typical day even exist?**

**SCHIRRMACHER:** No, I cannot say that I have something like that. One important aspect is the evaluation and comprehensible presentation of issues and the guidance of IT security concepts, for example for the new port railway system or the new harbour fee accounting system. Needless to say, I do some of my work in an office in the traditional way, but in the first nine months of the year my working day was always very different. At bremenports, for example, I also conduct awareness workshops for employees and carry out simulated attacks on our IT networks. I also go to events often. For instance, in November I was in Lisbon for an international cybersecurity workshop for the maritime industry. That's part of the appeal for me, too: I get to meet a lot of different and interesting people.

**A typical, rather unsociable programmer would probably be wrong for the job, right?**

**ROHLANDT:** Absolutely. You should definitely have an IT background, but you should especially enjoy exchanging experiences and networking. Incidents of this kind are global, so international cooperation is extremely important here. There are still security policy concerns when it comes to exchanging information. Both the European Maritime Safety Agency (EMSA) and the European Union Agency for Cyber Security (ENISA) have called for more exchange within Europe regarding problematic incidents, even if it might be inconvenient for the standing of the persons concerned.

**What skills should a person have for this position?**

**SCHIRRMACHER:** It is very important that you enjoy working with cyber security. And also the desire to constantly learn something new. IT and the associated weak spots and threats are extremely fast-moving, so you need to keep on learning and training. Independent work is also required, because there is no textbook or template that can be applied. Analytical thinking is also required. You also need to have a certain frustration tolerance, because not everything you try will work out. The most important thing, however, is that you enjoy dealing with other people. (cb)

FACTS

**Jens Rohlandt**

Training qualification as an industrial electronics technician

Studied electrical engineering and business information systems

Has been working as system administrator for JadeWeserPort since 2008

Port cyber security officer for Lower Saxony since January 2019 (Lower Saxony Ports and JadeWeserPort)

## IN BRIEF

**COPENHAGEN.**

In November, the shipping group A.P. Møller-Maersk reported the departure of two of its board members within a few days. The first to leave was **Søren Toft**, Chief Operating Officer (COO), with immediate effect. As was confirmed a few days later, he will in future serve as CEO of the Swiss container shipping company MSC. It has not yet been determined when exactly Toft will take up his position there. Shortly afterwards it was announced that CFO **Carolina Dybeck Happe** would also be leaving the company. The Swede will leave the company by the end of November 2020 at the latest and join the US industrial group General Electric. The Danes have so far not commented on possible successors.

**WILHELMSHAVEN.**

Since 1 January, **Lars Tornow** has been the new chief executive of the Jade Employers' and Trade Association (AWV). The lawyer and resident of Wilhelmshaven is the successor of Jasper Strauß, who moved to his family's company in Hanover. The AWV expressed its sincere thanks to Strauß for his commitment to the member companies and employers in the Jade region.

## Karsten Dirks re-elected as NHV head

**OLDENBURG.** At its general meeting in December, Germany's Lower Saxony Ports Association (NHV) elected its executive board for the next two years. **Karsten Dirks** (EVAG Emden Verkehrs und Automotive Gesellschaft), was re-elected as chief executive officer and is now entering his third term of office. As chief executive officer of NHV, Dirks will also serve as chairman of the supervisory board of the port marketing company, Seaports of Niedersachsen. Uwe Jacob (Lower Saxony Ministry of Economics, Labour, Transport and Digitisation), John H. Niemann (Wilhelmshaven Port Economic Association) and Michael Appelhans (Rhenus Midgard) were also confirmed in their board positions. Michael de Reese (Cuxhaven Port Economic Association) is a new member of the board.



## Niels Rehbock is the new EWD boss

**EMDEN.** As of the new year, **Niels Rehbock** has been the new managing director of Emden Dockyards (EWD). Following the unexpected death of co-managing director Arne Waalkes in November and the already internally announced departure of Dr Christian Eckel, who not long ago retired, Rehbock will in future be the sole head of the company, specialising in ship repairs. Eckel will, however, continue to assist him in an advisory capacity until the end of March 2020.

## Dreeke confirmed as ZDS president

**HAMBURG.** In November, the general meeting of the Central Association of German Seaport Operators (ZDS) unanimously confirmed **Frank Dreeke**, Chairman of the Board of the BLG LOGISTICS Group, as association president. Jens Aurel Scharner (Rostock Port) was also re-elected as vice president. The chairmanship of five members is completed by Professor Sebastian Jürgens (Lübecker Hafen-Gesellschaft), Jan Müller (J. Müller) and Angela Titzrath (Hamburger Hafen und Logistik AG). Just a few hours before the general meeting, Dreeke presented exciting facts and figures at the annual press conference of the ZDS, which confirmed the relevance of German ports for the economy. One of the things he said: "Our ports secure over 521,000 jobs and seaport operators invest hundreds of millions of euros every year in order to prepare for the future. Together with public authorities, we will further strengthen Germany as a logistics and business location in the face of tough international competition."







## Sigrid Nikutta succeeds Alexander Doll

**BERLIN.** On 31 December 2019, Alexander Doll, Member of the Management Board for Finance, Freight Transport and Logistics at Deutsche Bahn (DB), stepped down. At the beginning of the year **Sigrid Nikutta** was appointed as his successor. She most recently headed the Berliner Verkehrsbe-triebe Executive Board and has now taken over at DB as CEO for DB Cargo and appointed as board member for freight transport. In this dual function she is to establish quality and customer satisfaction as well as generate traffic growth.



## Hapag-Lloyd: Change in the Executive Board

**HAMBURG.** There will soon be a change in the Executive Board of Hapag-Lloyd. Nicolás Burr will be succeeded by **Mark Frese**. The supervisory board appointed Frese to the executive board with effect from 25 November and he will take up his new position as Chief Financial Officer (CFO) on 1 March 2020. Previously, he was appointed CFO at Ceconomy AG, formerly Metro AG. Burr, Chief Financial Officer at Hapag-Lloyd since March 2015, will leave the shipping company on 29 February 2020 with the aim of taking on new projects in Chile.



## Two management changes at Röhlig Logistics

**BREMEN.** With effect from 1 March 2020, **Dr Robert Gutsche** (left) will be appointed to the Global Executive Board of Röhlig Logistics, where he will assume responsibility as Managing Director for the finance, tax, legal and IT divisions. Gutsche joins from IFA Holding, where he was employed in the past years, most recently in the position of CEO. At Röhlig, he will succeed Hans-Ludger Körner, who has been Managing Director for many years and who will dedicate himself to new professional challenges outside the Group. Röhlig's Global Executive Board will thus consist of Philip W. Herwig, Hylton Gray, Ulrike Baum and Gutsche. **Ludovic Jouval** (right) has already taken up his new position as Global Contract Logistics Director at Röhlig Logistics on 1 December 2019. He is now globally responsible for the company's contract logistics. The native Frenchman is based at Röhlig's headquarters in Bremen and can look back on a long international career with Kuehne + Nagel in the contract logistics sector.



## New faces at NPorts

**OLDENBURG.** In November the welcome event “**New at NPorts**” took place for the fourth time. 25 employees who started working for the port operator in the period between December 2018 and November 2019 met at the company's headquarters under the motto “A team works best when they know one another”. After a warm welcome by Sabine Nitschke, head of the central division Human Resources and Administration, the newcomers became better acquainted with one another as well as with all areas of the company.

# 2020

## February

5. – 7.2.2020

■ **FRUIT LOGISTICA**  
www.fruitlogistica.com  
Berlin, Germany

12.2.2020

■ **Annual press conference of the seaports of Lower Saxony**  
www.seaports.de  
Oldenburg, Germany

25. – 26.2.2020

■ **Breakbulk Middle East**  
www.webadresse.com  
Dubai, UAE

## March

10.3.2020

■ **Port meets mainland**  
www.seaports.de, www.jadeweserport.de  
Oldenburg, Germany

17. – 19.3.2020

■ **Intermodal South America**  
www.intermodal.com.br  
São Paulo, Brazil

17. – 19.3.2020

■ **IAPH Midterm Conference**  
www.iaphworldports.org  
Antwerp, Belgium

18. – 19.3.2020

■ **ShortSeaShipping Days**  
www.shortseashipping.de  
Lübeck, Germany

24.3.2020

■ **Port meets mainland**  
www.seaports.de, www.jadeweserport.de  
Nuremberg, Germany

25.3.2020

■ **logistics talk**  
www.bremenports.de/veranstaltungen  
Bielefeld, Germany

## April

22.4.2020

■ **logistics talk**  
www.bremenports.de/veranstaltungen  
Budapest, Hungary

23.4.2020

■ **logistics talk**  
www.bremenports.de/veranstaltungen  
Prague, Czech Republic

## May

26. – 28.5.2020

■ **Breakbulk Europe**  
www.europe.breakbulk.com  
Bremen, Germany

## June

16. – 18.6.2020

■ **transport logistic China**  
www.transportlogistic-china.com  
Shanghai, China



**GERMAN PORTS**

# Save the Date

The programme for 2020 includes numerous trade fairs that are of particular importance for the maritime industry and logistics. These include "FRUIT LOGISTICA" in Berlin, "Intermodal South America" in São Paulo and "Breakbulk Europe" in Bremen. There will also be opportunity to get to know one another better and discuss the latest developments with industry experts.

The event series "Port meets mainland" and "logistics talk" offer excellent opportunities for this purpose.

- Trade fairs** ■
- Customer events** ■
- Other highlights** ■



# Review



## Project Logistics Expert Forum

**BREMEN.** On 13 January, the project logistics community met for the sixth time in Bremen to discuss current market insights, trends and developments in the industry by asking the question, “Will everything really become platform?” A total of nine entertaining lectures were on the programme. Some of the highlights were the presentations by Johann Steffens (BLG WindEnergy Logistics, Bremerhaven) on the topic of “Seaport assembly site: an alternative for mechanical and plant engineering using the example of an XXL project” and by Philipp Ortwein (InstaFreight, Berlin) on the topic of “The digital platform as an alternative to the classic service provider”. This fascinating day in the Golden Hall of the Atlantic Grand Hotel Bremen was rounded off by two panel discussions on “The workplace of the future” and “The trend towards turnkey plants and the challenges posed by construction site logistics”.



## logistics talk

**SINDELFINGEN/MUNICH.** In November, bremenports hosted two exciting logistics talk events in the south of Germany. Firstly, there was a visit to the Mercedes-Benz Customer Center in Sindelfingen on November 7, followed by a visit to Bar Ludwig in Munich on November 21. Both events concentrated on the issue of “Trade conflicts, climate change, digitalisation – current challenges from a seaport’s perspective”, which was addressed in an entertaining way in the form of a panel discussion with several experts from Bremen, Bremerhaven and the corresponding regions of southern Germany. The panel comprised representatives of Heinrich Hamprecht Kraftverkehr und Spedition, Friedrich Tiemann & Sohn, Kuehne + Nagel, BLG Cargo Logistics, the Baden-Württemberg Association for Shipping and Logistics and Bremen’s Senator for Science and Ports. Their exchange of views subsequently provided ample opportunity for further discussions at the buffet and get-together.

PHOTOS: BREMENPORTS/CHRIS EBERHARDT, BREMENPORTS, THYSSEN KRUPP



## logistics talk New Year reception

**BERLIN.** As always, bremenports rang in the New Year with its traditional New Year reception at the State Representation Office of Bremen in Berlin. This year, however, the port management company was joined by a new partner at its side, Aviaspace Bremen e. V. Almost 300 guests from the worlds of business, politics and administration accepted the two partners’ invitation on 16 January and enjoyed, among other things, an exciting panel discussion on the subject of “Aerospace, Port and Logistics – Planning and Investments for the two economic focal points of the Federal State of Bremen”. The round was moderated by Hilke Theessen (Radio Bremen), who expertly combined the viewpoints of Norbert Brackmann (Federal Government Coordinator for the Maritime Industry), Thomas Jarzombek (Federal Government Coordinator of German Aerospace Policy), Robert Howe (Managing Director of bremenports) and Holger W. Oelze (CEO of Aviaspace Bremen).

EDITION  
APRIL  
2020

## Focus on People's Republic of China

The caravan travels on: from Southern Africa to China. In the next issue we will take a closer look at the country with the largest surface area in East Asia; a country that has grown from a developing country into a major economic power within a few decades. And a country that is one of Germany's most important trading partners...



## Point of View

**Wei Duan, General Manager of the Chinese Chamber of Commerce in Germany (CHKD)**

on the topic of the People's Republic of China



For the past 44 years, Germany has been China's most important trading partner in Europe. China remains Germany's most important trading partner – in 2018, the two countries traded goods worth around 200 billion euros. Over the past 40 years, bilateral trade has thus increased by a factor of 250.

This growth is also accompanied by a sharp increase in the volume of goods handled, which presents countries and companies with certain challenges – most notably, new logistics structures are needed. Trade is no longer just a mere exchange of goods, but is increasingly being conducted as part of an integrated economic relationship that involves much more than the delivery of finished products.

Recent studies by the World Bank and other international institutions predict that cooperation under the Belt and Road Initiative (BRI) launched by China will reduce the costs of global trade by 1.1 to 2.2 per cent and the costs of trade along the China-Central Asia-West Asia economic corridor by 10.2 per cent. These figures reveal the potential that will also open up for German companies in future trade with China. However, in this dimension, international development cooperation is something completely new. In order to achieve this, China and its partners need empirical knowledge. Not everything can run optimally right from the start. The continued opening of China and the success of BRI are closely linked.

It is evident that future trade is much more than the mass, rapid transport of containers across the continents. It is an integrated economic system that necessarily generates local added value and jobs. A mutual openness for equal international cooperation is necessary for this to be established.



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