

EDITION  
J U N E  
2021

 GERMAN PORTS

# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



## Japan – programmed advancement

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Logistics experts and athletes are optimally prepared for the games


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# FLOWING ALONG SMOOTHLY



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# Connecting values – together

Ina Lepel, Federal Republic of Germany's Ambassador to Japan



Dear readers,

This year we are celebrating 160 years of diplomatic relations between Germany and Japan. We ultimately have shipping to thank for this special occasion. Industrialist Louis Kniffler operated a flourishing business and trade enterprise in Nagasaki Harbor in the late 1850s. It was he who commenced Prussian expansion into East Asia and orchestrated the

“Friendship, Trade and Shipping Agreement” of 1861, which marks the beginning of

German-Japanese relations. The significance of shipping for commerce with the island nation of Japan cannot be overstated.

Japan is Germany's most important trading partner in Asia after China. The free trade agreement between Japan and the EU from 1 February 2019 makes market access easier for both parties. It was because of this that the trade volume between Germany and Japan rose slightly in the years before the COVID-19 pandemic (2019: 44.7 billion euros), but receded to 38.8 billion in 2020. The free trade agreement could help with a swift recovery in trade once the pandemic-induced slump has passed.

The seaports of Lower Saxony and the harbours in Bremen play a critical role in this trade. They are among the most important international trade ports in Germany, and are also technology hubs and innovation pioneers with customers around the world. Japan is also a land of innovation, such as in the field of hydrogen. When it comes to shipping, Japanese companies rely on ships to transport the hydrogen as well as on the development of hydrogen-powered transportation.

Because of this, the two countries are not only connected by 160 years of friendly relations, but also share common values and the desire to create a better and more sustainable future through innovation.

**Best wishes, Ina Lepel**

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# Partner on equal footing

**T**his is a special year for Japan and Germany. On 24 January 1861, exactly 160 years ago, Prussia and Japan signed an agreement about friendship, trade and shipping. This was the beginning of German-Japanese diplomatic relations, thereby laying the foundation for a close and faithful partnership that is reflected in many economic, scientific, political and cultural relations between the two countries to this day.

Both countries work together in the G7, G20 and United Nations. They are also among the largest national economies in the world: Japan's gross domestic product (GDP) ranks third behind the USA and China, immediately followed by Germany. Germany is Japan's largest trading partner in Europe. In turn, Japan is one of Germany's most important trading partners in the Asia-Pacific region.



## Germany's relationship with Japan

### German imported goods

in % of total imports



1. Machinery 15.9 %
2. Vehicles and parts 14.9 %
3. Electronics 14.9 %

### German exported goods

in % of total exports



1. Vehicles and parts 26.3 %
2. Chemical products 25.4 %
3. Machinery 16.1 %

SOURCE: GERMANY TRADE & INVEST 2020;  
\*PRELIMINARY FIGURE, ESTIMATE OR PREDICTION

## Japan

**Capital:** Tokyo **Area:** 377,970 km<sup>2</sup>

**Population 2020:** 125.8 million\* **GDPP/capita 2020:** 39,048 US \$\*

### Major imported goods 2019

in % of total imports



1. Electronics 12.2 %
2. Chemical products 10.33 %
3. Petroleum 10.1 %

### Major exported goods 2019

in % of total exports



1. Vehicles and parts 20.8 %
2. Machinery 18.8 %
3. Chemical products 11.1 %

SOURCE: GERMANY TRADE & INVEST 2020;  
\*PRELIMINARY FIGURE, ESTIMATE OR PREDICTION

### Main supplier countries 2019

proportion in %

1. China 23.5 %
2. USA 11.3 %
3. Australia 6.3 %

### Main buyer countries 2019

proportion in %

1. USA 19.9 %
2. China 19.1 %
3. South Korea 6.6 %
- ... ..
7. Germany 2.9 %

## Ports in Japan

Container turnover at the major ports in Japan in 2019

in TEU

1. Tokyo 4,510,000
2. Yokohama 2,990,000
3. Kobe 2,871,642
4. Nagoya 2,844,004
5. Osaka 2,456,028

SOURCE: STATISTA 2021

## Top 5 countries

with the highest gross domestic product (GDP) in 2019

in US \$ billions

1. USA 21,433.23
2. China 14,401.73
3. Japan 5,079.92
4. Germany 3,861.55
5. India 2,868.93

SOURCE: IMF / STATISTA 2021

## COMPACT

**BREMEN.** Compagnie Maritime Nantaise has named Bremen-based company **TradeLink & Associates one of its harbour and booking agents** since February. The French shipping company regularly sends its ro-ro ships to Bremen, taking special cargo from Neustädter Hafen to French Guyana on board the MN Toucan and MN Colibri for the Arianespace aerospace programme. Aside from working as a shipping broker and agent, TradeLink & Associates offers breakbulk and project shipping with a focus on Russia and Central Asia.

**BREMEN.** Since the 2020/21 winter semester, **the university in Wismar has offered an International Logistics and Trade programme in cooperation with bremen-ports.** The programme, offering a Master of Business Administration (MBA) degree, gives participants the skills to analyse global changes in the market and derive recommended actions for their companies from these conclusions. The new programme will begin in autumn for the 2021/22 winter semester. Interested students can apply now. More information at [www.wings.hs-wismar.de](http://www.wings.hs-wismar.de).

## Ready for the international stage

**BREMEN.** With the new podcast “Go Global! Bremen Business Talks”

Germany’s smallest state has had an international audience every two weeks since April. Alternating between German and English, Bremen-based moderator Boris Felgendreher regularly speaks with select guests about **new technological developments in Bremen, international trade and economic policy, and opportunities for companies in global trade.** The bilingual nature of the show aims to attract international experts and demographics. The podcast is a joint service by the WFB Wirtschaftsförderung Bremen, the Bremer Senator for Business, Labour and European Affairs, and the Bremen Chamber of Commerce, and can be found online at <https://www.wfb-bremen.de/podcast>, [www.handelskammer-bremen.de/podcast](http://www.handelskammer-bremen.de/podcast), streamed on the major podcast platforms, or stored on your smartphone.



## More than 13 million euros for Brake

**BRAKE.** In March, NPorts gave a preview of its plans for the Brake location in the coming year. The port company has earmarked **approximately 8.4 million euros for investments and 4.9 million euros for maintenance** to uphold and develop the infrastructure there in 2021. The most important measures include, among others, renovation of the large ship berth on the south pier, maintenance and upkeep of the approximately 80-long rail network at the harbour, and dredging at the inland port around the north pier and Niedersachsenkai.

## First BHV project logistics monitor published

**BREMEN.** The project logistics association from Bremen and its customers take an optimistic view of the future despite the coronavirus pandemic, Brexit and trade wars. This is one of the most important results of the “**BHV project logistics monitor**” recently published by the Bremische Hafen- und Logistikvertretung (BHV). Around 80 companies from the project logistics industry were polled. The BHV will regularly publish the monitor in the future. More info at [www.bhv-bremen.de](http://www.bhv-bremen.de)



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## Fascinating trip through time with Hans Brockmöller

**BREMEN.** A double exhibit with photographs by Hans Brockmöller (1911–1977) will be held at the Hafenumuseum Speicher XI and at the Kulturhaus Walle from 17 July to 17 October. **The industrial photographer was a chronicler of Bremen’s ports** and for nearly three decades documented the work, the people and the infrastructure in this unique environment. While the photos at the Hafenumuseum present the boom that Bremen’s ports enjoyed, the exhibit at the Kulturhaus Walle focuses on the city’s reconstruction, especially western Bremen.



## Cool transport with hydrogen-powered lorry

**BREMEN.** The “H2Cool Prelude” began in March. As part of the project, a consortium is researching how **hydrogen and fuel cell technology can be used for deep freeze logistics in lorries** in the future, to achieve positive results for the environment. The project aims to create concepts for avoiding fossil fuels and avoiding reducing harmful emissions. The consortium includes the Institut für Seeverkehrswirtschaft und Logistik (ISL), the Hochschule Bremerhaven, Akquinet Port Consulting, and H2BX – Wasserstoff für die Region Bremerhaven.



## “Seabin “ collects plastic waste

**BREMERHAVEN.** Already in use in Emden and Wilhelmshaven since last year, “Seabin” has been **undergoing tests in the Kaiserhafen of Bremerhaven** since March: Fastened to a pontoon, the little aquatic waste bin floats on the surface of the water and continuously sucks water through a filtration system to remove plastic waste from the port’s water. The Seabin **is supposed to remove up to four kilos of plastic from the water per day** as well as particles at least two millimetres in size. This waste can be separated and disposed of or recycled.



## Quo vadis, domestic shipping?

**NORTHERN GERMANY.** How can domestic shipping be further modernised and made more efficient, and how can awareness of it be raised? These questions and others were posed in March **at Maritimes Cluster Norddeutschland’s (MCN) invitation** at the event “**The importance of domestic shipping for Europe**”. Also present were experts from the Fachhochschule Oberösterreich (FHOÖ), bremenports, the Entwicklungszentrum für Schiffstechnik und Transportsysteme (DST), and around 80 participants from the fields of science, policy and business.

# “Rethinking the port of the future”

**BREMERHAVEN.** During a visit to Bremerhaven in March, the **Bremen Senator for Climate Protection, Environment, Mobility, Urban Development and Residential Development, Dr. Maike Schaefer**, learned about the latest issues of importance to bremenports. “The port is not just an important economic factor for the State of Bremen, but is also an engine when it comes to climate protection and sustainability,” said the Senator. At the Luneplate, **bremenports CEO Robert Howe** spoke with Schaefer about the largest nature preserve in the State of Bremen. Another key aspect of the visit was an extensive discussion on hydrogen. bremenports recently submitted a project draft to the Federal Ministry of Economics and Technology, and the ways in which it can be implemented are currently being examined. “It’s about rethinking the port of the future. Especially when it comes to traffic, the port can set the bar in many areas,” says Howe. These include the development of ships, shunters or lorries that can be powered with hydrogen, he says.



## COMPACT

**BREMEN.** When BLG LOGISTICS presented the results of the 2020 business year at a virtual press conference, Board chairman Frank Dreeke said: **“Das Coronajahr 2020** has affected our business in unprecedented ways. Despite considerable losses, the BLG Group has made it through the crisis better than was expected last year.” The seaport and logistics service provider had previously recorded a **loss of 116 million euros before taxes (EBT)** for 2020. The drop primarily concerned containers and automotive logistics. Profits sank by 8.1 per cent to nearly 1.1 billion euros (2019: about 1.16 billion euros). This coming year “will not be an easy one,” says Dreeke.

**BREMERHAVEN.** In the competition **“Office & Environment” by the Deutscher Arbeitskreis für Umweltbewusstes Management (B.A.U.M.) in April, bremenports achieved third place.** It scored high in the categories “copiers and printers” and “waste separation”. Yet the main key to the good evaluation was the usage of sustainable products for port operations and the exclusive use of power generated from renewable energy sources.



## Practice test after installation at SEC Ship Services

**LEER.** The new multi-purpose freighter Annika Braren from the shipping company Rörd Braren Bereederung was equipped **with an Eco-Flettner rotor at the SEC Ship Services shipyard.** The 18 metre tall and 27 tonne additional engine system is supposed to reduce fuel consumption and lower CO<sub>2</sub> emissions. “At the shipyard we were convinced that it seems to be a very solid engine system, and easy to operate as well. But it will be put to the test under real conditions out on the water,” says Captain Julian Plaisant.



## 9.3 million for the future of Cuxhaven

**CUXHAVEN.** “There is a lot planned for Cuxhaven in 2021, with much construction and investment for the future,” said **NPorts CEO Holger Banik** at a press meeting in April. According to Banik, around **4.2 million euros have been earmarked for investments, and 5.1 million euros for maintenance** – e.g. for the new construction of the train station workshop building and classification platforms 70 to 73. A feasibility study for the expansion of the north harbour is currently being conducted for Stade Harbour, which is in the jurisdiction of NPorts’ Cuxhaven location.



## Seaports shines with spectacular views

**OLDENBURG.** Seaports of Niedersachsen has used a modern design for its new, completely revised homepage since March. On its homepage at [www.seaports.de](http://www.seaports.de), Seaports offers exciting content and useful information as well as spectacular views – such as in the form of **virtual 360° tours of the seaports in Brake, Cuxhaven, Emden, Leer, Nordenham, Oldenburg, Stade, Wilhelmshaven and (as shown here) Papenburg.** This was the beginning of the digitisation strategy announced by André Heim, CEO of Seaports of Niedersachsen.

## Historical landmark of structural engineering

**BREMERHAVEN.** The **north sluice** in Bremerhaven was deemed a historical landmark of engineering during a ceremony in April. The Bremen Senator for Science and Ports, Dr Claudia Schilling, unveiled the official plaque on the sluice that is still fully operational after 90 years of use. “This is a matter of **appreciating the innovative and sustainable engineering behind the structure,**” says Schilling. The Chamber of Engineers of Bremen, whose federal association has given the award since 2007, was at the ceremony.







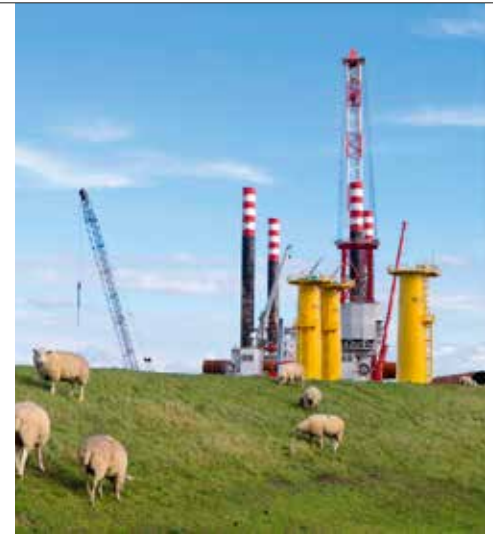
## Alleviation for road traffic

**CUXHAVEN.** Cuxhaven in Lower Saxony and Brunsbüttel in Schleswig-Holstein have been connected by the Elbe once more since March. This connection is facilitated by the **new Greenferry I**, which requires no more than one hour for the 32 kilometre route and alternates **every three hours daily**. The 130 metre long LNG ferry has room for 150 cars, 28 lorries and 600 people. “The ferry connection will palpably reduce road traffic,” said Lower Saxony’s Minister for Transportation Bernd Althusmann shortly after the ferry began operating.



## Flood gate reworked and replaced

**BREMERHAVEN.** Maintenance and technical revisions have been conducted at the gate of the **Kaiserschleuse’s inner end** over the past weeks. More than **2,200 tonnes of heavy** sluice gate have been dismantled and brought to the Lloyd yard by a floating crane. The 80 tonnes of heavy undercarriages were structurally adapted to changes in the flood gate. After the renovation, the gate was returned to the Kaiserschleuse and is now attached to the moor post as an auxiliary gate. The original auxiliary gate was installed regardless.



## “On the right path toward climate neutrality”

**OLDENBURG.** NPorts presented its **second sustainability report** in April, containing 72 pages of facts and figures as well as the measures it is taking for climate protection. “We were not only able to significantly reduce our energy consumption, but our CO<sub>2</sub> emissions as well. **We are already halfway** to achieving **our goal** of reducing greenhouse gases by another 25 per cent by 2025, and are on the right track to climate neutrality,” says Holger Banik, CEO of NPorts.



## Employer branding opens new doors

**BREMEN.** bremenports has reworked its employer brand so that it can speak to professionals, trainees and potential applicants more directly. The employer portal [www.karriere.bremenports.de](http://www.karriere.bremenports.de) was established, where employees can explain their jobs and personal view of the company in brief videos. Visitors to the site also get an overview of the many benefits that bremenports provides its employees, from individual work time models to athletic and health services.



## Puma logistics centre runs smoothly thanks to BLG

**GEISELWIND.** Athletics company Puma’s new, highly automated logistics centre in Geiselwind opened in April. **BLG LOGISTICS is the sole project head responsible** for realising and commissioning the multichannel facility – from the conception and establishment of the intralogistics to first-time activation. Over 22 kilometres of conveyance technology were installed to move up to 74 million articles with 480 shuttle vehicles. **350 jobs were created** at the new BLG LOGISTICS logistics centre.

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Japan is known for being a pioneer. To keep it that way, the country not only finalised a series of directives and trade agreements, but is also placing greater focus on digitisation and new technology.





Tradition and modernity have meshed together in Japan in a unique way that is always geared toward advancement. This is reflected in the modern skyline at the port of Kobe.

For German companies, trade with Japan is like a balancing act. This is because they are meeting with business partners from a country more than 9,000 kilometres away, and because Japanese culture is entirely different and shaped by strictly ritualised behaviours and processes (see Behind the Scenes, page 18). Yet Japan also presents itself as a modern, forward-facing country committed to basic freedoms, democracy and human rights. These are the conditions under which Germany and Japan have enjoyed 160 years of growing friendship, with a variety of shared interests and activities at various levels (see Impression, page 5).

“Japan is highly industrialised and owes its wealth to innovative, cutting-edge technology and an efficient economic structure that includes a functioning logistics network. Like in Germany, the most important parts of this are the automotive industry, mechanical engineering, and the chemical and pharmaceutical sector,” says Jürgen Maurer, correspondent from Trade & Invest (GTAI) in Tokyo, explaining the current role that the world’s fourth largest island nation plays in the global economy. However, due to Japan being an island, this role is entirely different than would be the case in a country in the heart of Europe, for example. This means that over 90 per cent of imports and exports in Japan are processed via maritime routes, and only a small portion is processed via air travel. Yet from an economic perspective, Japan is less dependent on exports than Germany is. The export dependence in ■■■

“Japan owes its wealth to innovative, cutting-edge technology and an efficient economic structure.”

Jürgen Maurer, correspondent from Germany Trade & Invest (GTAI) in Tokyo



PHOTOS: ISTOCK/SEAN PAVONE, GTAII, FREEPIK/STARLINE



Toyota is one of the largest automotive companies worldwide. Japan produces at more than 50 locations in 26 countries. Shown here is the Motomachi Plant in Toyota City (l.). Modern pedestrian bridge in Nagoya Harbour (r.)

■ Japan is around 14 per cent, compared to about 39 per cent here in Germany.

### Ports are logistics hubs

The ports of Tokyo, Yokohama, Osaka, Kobe and Nagoya are important logistics hubs for maritime transport in Japan. “Nagoya Harbour is the largest transshipment site in Japan based on processed freight volume, according to Transportation Ministry statistics,” says Maurer. One

reason for this, he says, is that the location is near the Toyota Motors production plant and other major production companies. “Chiba and Yokohama, which serve the Tokyo metro area, rank second and third,” Maurer adds. Based entirely on container transshipment, which amounted to 21.7 million TEU in all Japanese ports in 2019, the ports of Tokyo (4.51 million TEU in 2019), Yokohama (2.99 million TEU) and Kobe (2.87 million TEU) are dominant.

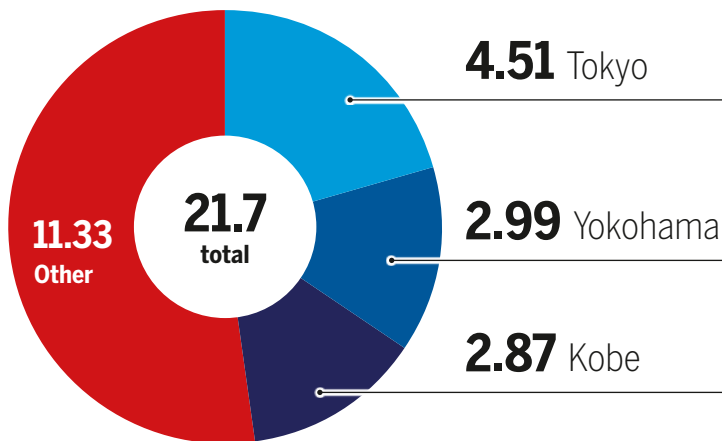
### Trailblazing by decree

“To add greater significance to the role of ports in Japan’s supply of goods, the Port and Harbor Law has been updated multiple times since 2000, causing a reduction in port dues and the designation of the ports in Tokyo, Yokohama, Kawasaki, Nagoya, Osaka and Kobe as Super Hub ports, among other things,” Maurer explains. Before this law was in place the Japanese Ministry of Economy, Infrastructure and Transportation set the course in 2017 with its “Comprehensive Distribution Policy” to create a robust distribution industry beyond the ports. One primary task stipulated in these directives is making the supply chains more efficient by reinforcing existing sub-systems and integrating hardware and software infrastructures into a corresponding data platform. “Considering potential natural disasters and climate change, these systems should be made more resilient, productive and secure,” says Maurer. Japan is chiefly aiming to integrate the Internet of Things, artificial intelligence, Big Data and robotics as cornerstones for implementing this logistics strategy.

PHOTOS: TOYOTA, ISTOCK/PEETERV. MOL., PRIVAT, FREEPIK/STARLINE

### Container transshipment in all Japanese ports

2019, in millions of TEU





The MOL network also includes Bremerhaven – Europe's second largest automotive transshipment port.

“For example, they envision being able to construct a smart transportation system with automated warehouses, from which customers can receive deliveries via drone or self-driving vehicles. Two lighthouse projects in this area are an automated distribution centre in Chiba Prefecture where 215 robots are installed, and a digitised logistics chain in the foodstuffs industry initiated by telecommunications company NTT in cooperation with Mitsubishi,” Maurer explains.

The Economic Partnership Agreement (EPA) that came into effect between Japan and the European Union (EU) in February 2019 is also expected to become a key milestone. This agreement stipulates that, over a period of 16 months, the EU will reduce 99 per cent of its tariffs on Japanese imports, while Japan will reduce 94 per cent of its tariffs on EU imports. For Europe the main priority is agricultural products sent to Japan, whereas the EU will reduce tariffs on Japanese car imports into the EU. Aside from strengthening the trade in goods, the agreement aims to break down non-tariff obstacles in the Japanese market so that EU companies will have more access to public tenders there. “I expect that the EPA will have a positive impact on a variety of transportation projects,” says Maurer. As a result of the COVID-19 pandemic, he has not yet been able to see any growth in bilateral exports between Germany and Japan. Parallel to this, Germany's Federal Foreign Office has reported that the trade volume between Germany and Japan increased slightly in the years before the COVID-19 pandemic (2019: 44.7 billion euros), but decreased to 38.8 billion in 2020 due to the pandemic.

## High demands and limited capacities

But how do key players feel about the Japanese market and latest developments? LOGISTICS PILOT spoke with experts from Mitsui O.S.K. Lines (MOL) and Leschaco to find out.

MOL has been active in trade between Germany and Japan since it was founded in 1884. The shipping company, based in Tokyo, and its subsidiaries operate a fleet of more than 700 ships, including car transporters, container ships, bulk freighters and tankers. “As a provider of international maritime transport services for cars and rolling cargo, we currently have about 100 car carriers in operation and are among the global market leaders in this segment,” explains Mario Janssen, General Manager of MOL Auto Carrier Express (MOL ACE). From his office in Hamburg he organises MOL ACE arrivals in Europe, such as in Bremerhaven and Emden, as well as departures to Japan. “We offer ■■■

“The coronavirus caused more digitisation in Japan.”

Mario Janssen, General Manager of MOL ACE





## “Rail transit is not as important in Japan.”

Hans Werner Burg, Managing Director  
Leschaco Japan

■ ■ ■ regular service from Europe to Japan four times per month. We mainly transport cars from high-end European companies, but also high-and-heavy and project cargo. The heavyweights that the company sends for ro-ro shipments include farming machinery and tractors, heavy-duty modules and reach stackers. Special machines that can't be constructed in Japan in this manner.

Janssen explains the idiosyncrasies of the Japanese market: “Many products are made locally, and the competition there is great. Also great is the risk of only being one of many at the end of the day. “The customers who use the Japanese market have high standards, especially when it comes to quality and reliability.” Regular departures with mandatory run times are thus crucial. MOL customers in the automotive segment also usually have their own local distribution system within Japan, which includes the ports of arrival. This is pushing MOL ACE further toward approaching these exact locations. These are not the largest container ports in the country, but rather the harbours in Hitachi, Chiba, Yokohama

More than 5,000 such Leschaco tanks are being moved across the world's oceans to transport liquid chemicals.

and Toyashi. Nearly half of all automotive transports to Japan went through Toyashi alone. Janssen goes on to explain that the capacities in these ports and terminals are very limited, and so the Japanese recipients of the rolling cargo often transport them further very quickly, usually by lorry. “But that's not in our jurisdiction anymore. This is done port-to-port and ends with the hand-off and quality check by the recipient,” says Janssen.

### “A lot is still done through fax”

Leschaco has also been active in Japan for over 30 years. When the international logistics service provider based in Bremen began to trade tank containers with the Pacific nation in 1987, there was still an on-site representative. Since 1995 the consortium has offered its services in tank container logistics and in the maritime and air freight sectors via its own brand Leschaco Japan, based in Tokyo. It opened its own office in the commercial and port city Osaka in western Japan three years ago. “Since it was founded, Leschaco Japan has continued to grow and was closely linked to the overall growth of our tank container shipping. We had 500 tank containers in the initial years, but now we have 5,000,” says Hans Werner Burg, Managing Director of Leschaco Japan. Leschaco transports all sorts of liquid chemicals in these special containers. “The trade with Japan is usually in oil additives and intermediate goods for cleaning agents and shampoos, plastics for the automotive industry and high-end adhesives for glazing,” Burg explains.

As a logistics service provider Leschaco manages all door-to-door transportation to the Land of Smiles – chiefly maritime, but also by air. Tokyo, Yokohama, Nagoya, Osaka and Kobe are the main destination ports for the former. “The customer decides what happens next,” explains Burg. “We also offer the option of delivering to smaller, local ports with feeder ships.” After arrival and customs at the port, the next step is lorry delivery to the destination. “Railways in Japan don't play as big a role for imports and exports as they do in Germany, so generally we only use them for transferring empty containers,” he explains. Then he gives LOGISTICS PILOT some surprising information that one might not expect from a tech-friendly country like Japan. “Personal



PHOTOS: LESCHACO/SCHMITZ, LESCHACO, REPRESENTATIVE OFFICE OF LOWER SAXONY IN JAPAN, FREEPIK/STARLINE

stamps and fax machines are still used a lot here. Some customs agents still send their receipts via fax. But the coronavirus has caused an increase in digitisation in the Japanese logistics sector.”

## Digitisation is paramount

This lines up with GTAI expert Maurer’s own experience. He explains: “Digitisation will have to take place in a functioning Japanese transportation and logistics market in the future. The country’s global trade flows make it imperative that the

structures become more streamlined, as the coronavirus has shown.” At the same time, he says, the pandemic has made it apparent that supply chains must be secured and that there is no way around instruments like Big Data or blockchain technology. “The market researchers at Fuji Keizai predict that the market for next-gen logistics systems will double to 8.5 billion US dollars by 2025. Ultimately there will be a high degree of automation along the entire supply chain, meaning that warehouses or lorries will be leased or used as part of a sharing model,” Maurer says, outlining a possible future scenario. (bre)

## “Raising awareness of Lower Saxony’s potential in Japan”

**Lower Saxony opened a representative office in Japan in April 2020. The office is located in the capital city of Tokyo, where the five major trade and travel routes to every region in Japan began 150 years ago. With help from the local team, the economic partnership between Lower Saxony and Japan can be further expanded. Specifically this means marketing Lower Saxony in Japan as an economic and investment location, showing Japanese companies the potential for cooperation and investments in the German state of Lower Saxony, and helping companies from Lower Saxony gain a footing in the Japanese market.**

“The Japanese are familiar with companies like Volkswagen and Continental, but Lower Saxony has more to offer than the world-famous auto industry. The office hopes to raise awareness of all the potential that the Lower Saxony economy holds in other segments like life science, energy or food manufacturing, and to give Lower Saxony the image of an innovative location in Japan,” says Makoto Sekikawa, Lower Saxony Representative in Japan.

For example, Germany’s second largest state by area could use the topic of sustainability to incentivise Japan, which hopes to become greenhouse gas-neutral by 2050. After all, one out of every five wind power plants in Germany is located in Lower Saxony. 88 per cent of

Makoto Sekikawa, Lower Saxony Representative in Japan



the power consumption in Lower Saxony is already generated from renewable energy, and it is the first state in the world to use fuel cell engines for regular train transit. Yet Lower Saxony can also learn from a variety of pioneering projects in Japan, such as for transporting liquid hydrogen, or hydrogen in the form of methylcyclohexane imported from Brunei. Such technology may also be of interest for ports in Lower Saxony.

“One major focal point is the initiation of partnerships for economic research and development, because both countries are faced with the same challenges such as decarbonisation of the energy industry and an ageing population. With the Lower Saxony Office in Japan and the desired closer cooperation, these topics can be approached by both sides,” Sekikawa explains.

Unfortunately for the team in Tokyo, the office opened right in the first wave of the coronavirus pandemic, severely inhibiting its activities. But the time was used to present Lower Saxony and its strengths, and make important contacts, through webinars and virtual conferences. Yet these measures are to be expanded once the circumstances allow for it.



# “Nothing is left to chance”

DB Schenker has been involved in logistics for the Olympic Games in a variety of ways since 2000. Tokyo 2021 has its own unique challenges.

The Olympics and Paralympics will be held in Tokyo this July and August, but without any fans from overseas due to the pandemic. But DB Schenker Deutschland will be there as an official partner of the Tokyo 2020 Germany Team, and as an exclusive logistics partner for Deutsches Haus Tokio 2020. DB Schenker Sport Events will also process all cargo for the German Olympics delegation, as commissioned by the German Olympic Sports Federation (DOSB) and National Paralympic Committee Germany (DBS). The logistics experts will organise transportation of training and competition equipment for the German athletes, as well as their physical therapy materials and team medical supplies. These include massage benches, medicine, office materials, sun cream and energy bars, among other things. The experts are also delivering a variety of media equipment and event technology to Japan, from the cables to massive monitors and communication tools.

“It’s important to us that nothing is left to chance.” Only then can we ensure that everything is delivered and



Stephan Schmidt, Director of Sports Events Germany at DB Schenker

assembled on time. We often only have a brief window of time to transport training and competition equipment,” says Stephan Schmidt, Director of Sports Events Germany at DB Schenker. This makes it all the more helpful that the DB subsidiary can draw on its many years as a service partner of the International Paralympic Committee (IPC) and its experience as a strategic partner of the International Olympic Committee (IOC) from 2003 to 2008. With this wealth of experience under the company’s belt, Stephan Schmidt knows that

long-term preparation with an “after the game is before the game” approach is especially crucial to such a big event. Planning of the details begins with the DOSB and DBS around nine months before the games begin. The logistics needs of the individual associations are determined, freight space is booked, customs matters are resolved and the the appointments for pick-up and delivery are coordinated. The logistics for the teams’ attire are always a big highlight. “We pack one travel bag of official clothing for each athlete. Then of course there is the various sports equipment,



the transportation of which is quite challenging from a logistics perspective. For the Olympic Games in Tokyo the main issue is definitely the row boats, which we're sending to Tokyo by air," explains Stephan Schmidt. For transporting materials from Europe to Japan, DB Schenker follows a dual carrier approach: Products with looser time requirements are sent by maritime freight, while critical or particularly valuable equipment, such as for televisions, is sent by air.

But when it comes to its current work for the Olympics, DB Schenker works on the national and international

levels. For example, Schenker's offices in Belgium, Italy, Cuba, Norway, Great Britain and Switzerland tend to the logistics for "their" respective Olympic teams. Some of them also work with "their" participants in the Paralympics. The country offices in Belgium, Croatia and Great Britain are also in charge of "their" guest house logistics, including provisions. All of them have a very special hurdle to overcome for the Tokyo Games: implementing Japan's coronavirus-induced safety and health requirements as well as those of the local organisation committee from arrival to departure. (bre)

## "Sushi there tastes totally different than in Germany"

**Swimmer Florian Wellbrock is one of the big Olympics hopefuls on the German team in Tokyo. With his titles for the 1500 metre freestyle and ten kilometres in open water, the Bremen native (who starts for SC Magdeburg) became the first swimmer in history to win gold in open water and a pool for a world championship, specifically the 2019 World Swimming Championships in Gwangju.**



### **Mr Wellbrock, what are your expectations for Tokyo in July?**

Florian Wellbrock: Mainly I'm looking forward to a nice and safe Olympics. Of course I want to get the best times and stand on the podium. Unfortunately I missed out on that at my first Olympics in Rio de Janeiro in 2016. But my time in Brazil was still an unforgettable experience for me.

### **How familiar are you with Japan?**

Florian Wellbrock: I was in southern Japan once before to train for a competition. While there I learned that the Japanese are a very hospitable and pleasant people. I felt really happy there, and especially enjoyed going out for sushi. Because of the atmosphere it tastes entirely different from how it does in Germany.

### **How do you, as an athlete, feel about the decision to hold the Olympics as they are planned during the pandemic?**

Of course I can understand the pros and cons of it. But the Olympics are really special to us athletes. They only take place every four years, and for me they're much more than just a big competition. Fairness and tolerance are the core values. That makes it so unique, competing with the best of the best around the world. The media attention is also extremely important to athletes. Many sports only get to present themselves to the world every four years. This year will be much different from others because of the pandemic. The top priority is the health of all athletes and everyone involved. So I'm hoping for a safe arrival, a good hygiene plan, and most importantly, great games.

### **As a native of Bremen, do you have connections to the harbour or the maritime industry?**

Yes, as a kid I spent a lot of time with my parents on our small leisure boat. So I knew not just the harbour in Bremen, but many other ports throughout northern Germany. I'm still especially impressed that giant container ships can even float. Those giants looked a lot bigger to me when I was a child, of course, even though the biggest ones back then couldn't even hold over 20,000 containers, unlike the ones that are around now.



# Always keeping a door open

Japan is considered the Prussia of Asia. Despite some similarities, there is no industrialised nation that is as different from Germany as Japan.



**A**nyone who has seen how people at Japanese train stations queue up at long-distance train platforms instead of crowding onto the train will know why Japan is known as the Prussia of Asia. However: “Overall, you notice that the mindsets and behaviours in Japan and Germany follow entirely different patterns,” explains Tim Goydke, Professor of Japanese Economics and Society at the Hochschule Bremen. “And politeness is paramount to the Japanese.”



## Language courses for Japanese first-time employees

It all starts with the greeting: “A business card is crucial to recognising one’s status,” says Goydke. Many business-people may already be familiar with this. Yet not everyone

knows just how important politeness is. “In Japanese there are at least three main levels of politeness when addressing someone depending on rank, but there are even more,” explains Goydke, who has been to Japan over 30 times. The vocabulary, which even Japanese first-time employees have to learn in special language courses, changes accordingly. For example: There are various verbs for “to go” depending on the level of formality the situation calls for. The characters are the same, but the pronunciation is different.

“Japanese society is also very hierarchical,” Goydke emphasises. This means it is very important that one’s position is listed on their business card. The Japanese organise the seating arrangement in accordance with the hierarchy. “This shows who holds the authority.” Another point of reference is age, because the eldest person is always the boss. “The problem is that this is not always

Tim Goydke,  
Professor of Japanese  
Economics and Society,  
Hochschule Bremen



easily apparent to Europeans,” Goydke chuckles. But the person conducting the negotiations is usually the person with the best English skills, and this does not indicate rank. Laying the business cards before you and arranging them makes it easier to keep track of multiple business partners. “The Japanese do this as well,” the professor emphasises.

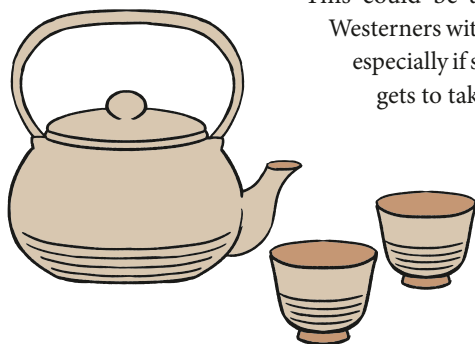
### Chopsticks are well received

In Japan, going out to eat with colleagues and business partners is not only common after a day of negotiating. “It doesn’t have to be traditional food, since Western cuisine is very popular.” When Japanese people invite you to an Asian restaurant, they don’t expect their guests to be able to eat with chopsticks. “They’re much too polite,” the expert explains. “But of course it’s a plus if you can do it.”

However, there are some pitfalls when eating with chopsticks that should be remembered. “This is because the Japanese are very superstitious,” Goydke explains. “Food must not be handed to someone else with chopsticks, as it is reminiscent of a mourning ceremony in which this is done with the bones of the dead after cremation.” It would also be a big faux pas to stick the chopsticks into a full bowl of rice. “The Japanese only do this at home in a bowl freshly prepared on a commemorative shrine for the ancestors.”

But it would be uncommon for business travellers to see this in person. “It’s not even that common for close friends to be invited to one’s house.” If this does happen, shoes must be taken off before entering. Sometimes house shoes are also used when entering restaurants, temples and shrines. There are often special shoes only used for entering bath-

rooms, where they are provided. This could be amusing for Westerners with larger feet, especially if someone forgets to take them off.



### Long-term business relations and trust

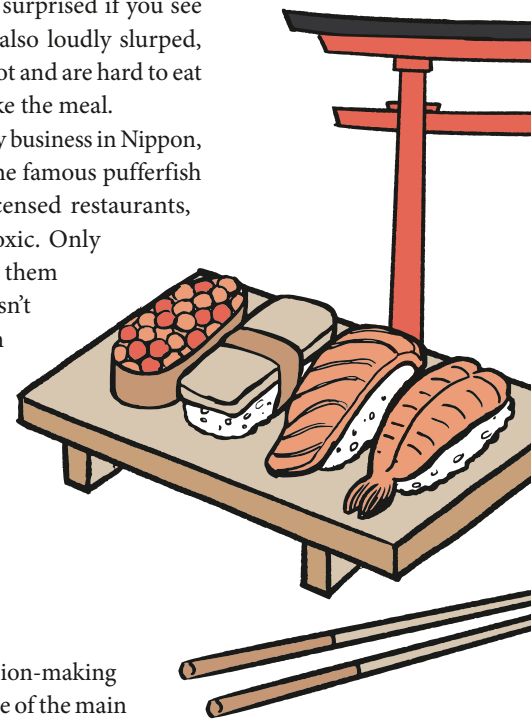
If you order a miso soup (clear broth with tofu and some tender vegetables) in Japan, do not be surprised if you see people drinking it. Noodle soups are also loudly slurped, not only because they are served very hot and are hard to eat otherwise, but also to show that you like the meal.

Because trust is the foundation of any business in Nippon, businesspeople may be invited to eat the famous pufferfish fugu. It is only served in specially licensed restaurants, because parts of the fish are fatally toxic. Only the non-toxic parts are eaten, making them all the more expensive. “It actually doesn’t taste like anything, so it’s served with a strong soy sauce,” says Goydke. Japanese people are interested in long-term business relationships and cooperation, so the pufferfish can be another test to see if their partner will join them.

### Deciding based on consensus

Contrary to what one could expect, decision-making in Nippon is not hierarchical. This is one of the main problems during what can be very long negotiations, the economist explains. “Japanese companies are consensus-oriented, and so nothing can be decided during negotiations.” Instead, all of the pertinent information is compiled and then shared with everyone in the company until a decision has been made. “This asynchronicity can be confusing,” says the Japan expert.

One should always remember when engaging in business with Japanese companies that nobody is allowed to lose face. One should always show a willingness to compromise. “You’re considered impolite if you are too assertive or loud. This is not appreciated because it makes both parties lose face,” Goydke explains. “There is also no clear way to say no. The Japanese prefer to say anything else just to avoid it.” The only exception is when colleagues go to the karaoke bar with their boss in the evening. “With a little alcohol in your system it serves as an outlet, and it’s easier to provide feedback.” But a degree of uncertainty is part of Japanese culture: “People like to keep the door open for themselves.” (cb)



PHOTOS: RAWPIXEL.COM, TIM GOYDKE, FREEPIK/ARTFLOW

# Passion for tea logistics



Vollers imports tea from growing countries like China, India, Sri Lanka and Japan for its customers, before a portion of this is exported back out into the world. The logistics specialists from Bremen have become an integral part of the German tea market. Paul Schrader, a Bremen-based mail order company specialising in tea, sends the product to the end customer.

## FACTS

### Vollers Group

Founded: 1932

Field of business: Logistics services for tea, such as transport, import/export processing, storage logistics, handling and mixing

Location: Bremen (head office) and eleven other locations in eight European countries

Storage space: 500,000 square metres

Employees: 350 Europe-wide, 20 for tea

A good harvest may be the most important thing to tea enthusiasts at first glance. However, reliable logistics are just as important. This is becoming more important as tea gains in popularity. Per capita consumption of black, green, herbal and fruit tea increased by about one litre, to a total of 68 litres, in 2019. Herbal and fruit teas now rank first at about 40 litres. But black and green tea also increased by 1.6 litres to a total of 28 litres. German consumers drank 47 billion cups of tea overall. This equates to a quantity of about 40,000 tonnes (67 per cent) of herbal and fruit tea, and 19,200 tonnes of black and green tea (33 per cent).

Bearing these figures in mind, it is clear what Bernd Jamin, Director of Tea at logistics service provider Vollers, means when he says, “We process one out of every four cups of tea.” A total of around 5,500 tonnes of tea are moved through and stored across approximately 18,000 square metres in Building 6 at Bremen’s Europahafen. “Our warehouse turns over about once per year,” says Jamin. “We imported around 4,500 tonnes in 2020, and last year more than 200 tonnes of tea mix were produced from that per month.”

After being plucked in the exporting countries’ tea gardens and packed into paper sacks, the tea is loaded onto pallets in containers. The tea is then transported through the import harbours in Bremerhaven, Wilhelmshaven and Hamburg, and most of it is sent to the Vollers warehouse in Bremen by lorry. “The containers also come from Hamburg by train,” says Jamin. Vollers not only takes care of organising the transport and storage, but also stocking, fine picking and mixing. For the latter, the company receives the respective recipes (and keeps them confidential, of course).

### Triple sampling required

The sampling is not done at Vollers, but rather first by the tea dealers on site, such as local tea traders Kloth & Köhnken. It happens again before storage in Bremen, and once more before sale. “Because we work closely together, there’s an internal courier service for the samples,” says Jamin. Only once these are approved do our clients sell the products.

One of these clients is Bremen-based mail order company Paul Schrader, which celebrated its 100<sup>th</sup> birthday on 3 May.



46,643 tonnes of black and green tea from 72 countries were imported into Germany in 2019. Around half (45 per cent), or 22,243 tonnes, were sent to 108 countries around the world, equating to an increase of one per cent.

Executive Director Michael Rolf is a tea connoisseur: “Most good green teas come from China and Japan,” he says. Yet the company is primarily known for its Darjeeling,

although the company does not have its own storage spaces for raw tea. “We’ve been working with our partners Vollers and Kloth & Köhnken for about 15 years now,” Rolf notes. And the mixing was outsourced twelve years ago. “At the time we needed new packing machines and got in touch with the Martinshof workshops here in Bremen, which are some of the largest and oldest in Germany. An extra machine was purchased just for us.” They now have numerous filling machines. Around 100 persons with disabilities mix and package not only tea, but also drinking chocolate, coffee and nuts for Paul Schrader. “There are a lot of work steps, mainly manual work,” Rolf explains.

### Storage, mixing and shipping in Bremen

This means that Paul Schrader’s 8,500 square metre warehouse does not need storage space, but picking space. The mail order company can order its goods just in time, as it is only ten kilometres from Martinshof. “For example, it’s

usually a europallet or Düsseldorfer half pallet,” says Rolf. “That’s ideal for us, of course.” But the manager is proud of something else entirely: “Together with Martinshof we have developed the ‘fair pakt’ seal that shows social commitment and can be found on all of our tea packaging.”

For some years now, Rolf has also offered other mail order companies fulfilment – meaning the processing of all mail order services. Major and minor online platforms are used to sell products. With foodhall.de, the company provides a special marketplace for selling tea and other specialties in addition to the webshop on its homepage.

The company has clearly been affected by the pandemic: With foodhall.de, the company provides a special marketplace for selling tea and other specialties in addition to the webshop on its homepage. “The batch usually came 14 days later.” But thankfully it did not get so critical that it disrupted business. “Our customers also know this and have shown they understand.” There were also no obstacles with regard to other materials, such as for packaging. “Rather, we’ve been grappling with Brexit because some batches have been caught up in customs. “The good thing is we were able to stock up on whatever was available in Germany at the time.” (cb)

### FACTS

#### Paul Schrader

Founded: 1921

Fields of business:  
Shipping

Location: Weyhe near  
Bremen

Shipping volume:  
250,000 parcels  
per year

Employees: 60

More information:  
[www.vollers.com](http://www.vollers.com)  
[www.paul-schrader.de](http://www.paul-schrader.de)



# Support from the digital harbour master

IT companies have not necessarily focused on smaller seaports and inland ports in the past. Some processes can be optimised here through digitisation. The “Hafenmeister” (harbour master) cloud solution developed by IT specialists dbh and Akquinet shows how this works.

Containerisation is on the move in smaller seaports and inland ports. An increase in transshipped boxes increases the need for digitisation of processes at these smaller seaports just as it does at major ones, such as Bremerhaven and Wilhelmshaven. Inland ports must also communicate more frequently with seaports. “Excel lists and manual data entry are common in minor seaports and inland ports,” says Norbert Klettner, CEO of Akquinet Port Consulting in Bremerhaven. “That was fine, as long as the receipt of x tonnes of coal had to be invoiced by hand, but this

is very time consuming when it comes to a smaller number of containers with various types of goods.”

This gave rise to the idea of offering smaller ports a software solution for port operations. “We saw potential in this and so we approached dbh from Bremen and the Port of Trier about a development partnership,” says Klettner. The goal: a cloud-based port management system with interfaces, for example with transshipping enterprises, government offices and accounting, that simplifies and streamlines work processes. In late 2019

the two companies began developing the software and, with a team of up to eight developers, had a minimal viable product (MVP) by mid-2020. A middle six-figure sum was invested.

## Port of Trier is a pilot client

“It was important to us that we find a pilot customer and get input from daily operations,” explains Klettner. “So we were really happy when the Port of Trier showed interest.” By September 2020 the software had become quite versatile and was developed with the inland port over two weeks of close communication, to ensure that it would fulfil real requirements. Starting in October 2020, “Hafenmeister” was tested on site parallel to the previous work method, and since 1 January of this year it has been the only work method used.

A range of services can now be mapped out digitally in Trier. For example, employees no longer have to manually document ships and trains, and do not have to manually record the transshipment (including calibration and container). This prevents errors and makes it easy to import data. “Thanks to the interfaces, fees and services are billed automatically,” Klettner says. Even business reports with important port figures can be pulled up at any time just like other reports. “It’s also possible to process invoices, including export into finance systems like Datev.” Once the required tariffs have been entered, a cumulative invoice for transshipment can be sent to each client at the end of the month.

## Statistics one click away

“That doesn’t mean that the employees are redundant – they just have more time for other tasks,” Klettner emphasises. The browser-based software makes it possible to work from home during the pandemic. “With the ‘Hafenmeister’ we have a complete, instant view of ship arrivals and transshipping data,” explains the CEO of Trier’s Port Association, Volker Klassen. The data for the Rhineland-Palatinate State Statistics Office can be created with just one click. Likewise, the specified reports can be sent to the Maritime and Shipping Office via the application. The data are also cohesively and consistently entered into the system, as much less manual recording is required.

Another characteristic: With this software, customers pay by the tonne, i.e. based on the actual tonnage transshipped at the port. This business model is based on the Power by the Hour introduced by Rolls-Royce in 1962. Instead of selling

an aircraft engine, the hours of operation were billed. This system is also known as pay-per-use in many industries, such as for carsharing, software solutions and cloud computing. Only the services that were used are paid based on transshipment volume. There is no need to purchase a licence.

## Security through the cloud

Because “Hafenmeister” is a cloud solution, there are many other benefits for the user, emphasises the Akquinet CEO. “Because it is accessed through a browser, the user only needs a stable internet connection without any on-site installation.” Data security is also guaranteed, he says, “because the data are within our own cloud, within our own TÜV-certified, high-security data centre,” says Klettner. In times of increasingly frequent cyberattacks and with regard to adhering to the General Data Protection Regulation (GDPR) requirements, this is becoming more important.

This is another reason why the demand for the software solution could increase in small and medium-sized seaports and inland ports. “We are currently speaking with more ports,” says the manager. Some of the seaports’ requirements can be mapped out with the existing software solution. Others, such as the central alert system for all German maritime traffic (National Single Window, NSW), must be expanded within the seaport module. “But that’s not a problem,” Klettner emphasises. “We can connect every minor seaport in just a few months.” (cb)

## FACTS

### Akquinet

Founded: 2002

Locations: Hamburg (head office) and 26 other locations in Germany and Austria; head office of Akquinet Port Consulting: Bremen and Bremerhaven

Services: IT consulting firm specialising in logistics and maritime processes, among other fields

Revenue: 130 million euros (2020)

Employees: 920

More information:  
[www.hafenmeister.eu](http://www.hafenmeister.eu)  
[www.akquinet.de](http://www.akquinet.de)  
[www.hafen-trier.de](http://www.hafen-trier.de)

Digitisation is becoming more important for smaller seaports and inland ports due to increasing container transshipping.





A celebratory profile: J. Müller in Brake not only has one of the largest contiguous silo systems in Europe, but also Germany's largest import port for cereals and feed.

# Anniversary for a port logistics specialist

J. Müller is closely linked with Lower Saxony's second largest port in Brake. But Bremen is another important location for the family-run company. The fact that the port and logistics service provider has a large, diversified portfolio may be one of the reasons it can now look back on 200 years of traditional service.

**2**021 is a very special year for the hidden champion: J. Müller celebrated its 200<sup>th</sup> birthday in May. There are many reasons to celebrate. The most important: The long-standing company is one of the oldest family-owned port operators in Europe, and is likely to maintain this position. But even without its long history, the company is a specialised institution in the transshipping, storage and distribution of agricultural, bulk and general cargo as well as project loading. The company's Board Chairman Jan Müller, the sixth-generation head of the company, explains what this means on a tour of the facilities in Bremen in Brake:

## The coffee terminal at Bremen's wood port

"We always like showing visitors our trimodal terminal with the coffee silo facility," Müller says, adding, "Most people have a special relationship with coffee and find the logistics behind it exciting." As one of the hubs for global coffee trade, J. Müller has much to offer in this regard: the services that the company provides for this popular bean include inspection of the goods that arrive in Bremen's wood port in containers via domestic ship, train or lorry.





J. Müller transships around 300,000 tonnes of coffee in Bremen every year.

## FACTS

### Consortium J. Müller

Founded: 1821

Locations: Brake (head office) and Bremen

Fields of business: Operating seaport terminals, as well as all port and shipping services

Product groups: Cereals, feeds, fertilisers, lumber products, iron/steel, wind power and industrial systems, heavy-duty products, coffee and other bulk/general cargo

Owner-operated fleet: 30 domestic ships

Transshipment: 6 million tonnes of general and bulk cargo (2020)

Revenue: 105 million euros (2020)

Employees: 479

More information:  
[www.jmueller.de](http://www.jmueller.de)  
[www.kaffee-jmueller.de](http://www.kaffee-jmueller.de)

“We transship around 300,000 tonnes here every year,” Müller says. The goods are thoroughly inspected and then sampled as per the customer’s request. If the beans cannot be forwarded in sea containers, they are unloaded, weighed and then put in storage. “Our customers can and must be able to rely on the quality. So we measure the temperature and moisture, and publish this information online.” Other actions are then taken by request, such as enriching or loading.

The needs of potential new customers are also thoroughly evaluated and analysed. “We’re always working on optimising processes and investing further at the coffee terminal,” emphasises Müller. And so, he says, it’s good that all transshipping, enriching, storage and transport logistics processes are interlinked, helping ensure seamless processes.

### The Niedersachsenkai in Brake

The Niedersachsenkai, with its lumber products hub at the Brake Seaport, is especially important to J. Müller. “We started operating two new warehouses with a total space of about 28,000 square metres in 2020,” says Müller. The warehouses mainly store wood pulp. With over one million tonnes of transshipment per year, the company is the largest importing port in Germany for this paper production material. Around half of this is transported to the European hinterland by train. “We benefit from a good train connection that lets us reach most destinations in Europe by feeder track within 48 hours,” says the chairman.

But there is more: The first direct train with 1,000 tonnes of wood pulp destined for Chongqing, China in 2020 was a very special event. “The Silk Road was another quick and, most importantly, eco-friendly route for transports to Central China,” says Müller. Both Asia and the countries of the former USSR are particularly attractive growth markets for selling wood pulp. When it comes to transshipping these lumber

products, the company stands out for its 50 years of experience in this segment: “We know exactly how to store and handle wood pulp and paper. For example, we’ve equipped facilities that handle these with a flooring that was specially designed for storing paper,” Müller explains.

### The agricultural and heavy-duty terminal in Brake

The agricultural and heavy-duty terminal is also located in Brake. The seaport, with its geographically favourable location, can handle cereals and feed products as an interface between global logistics streams and in the immediate vicinity of the northwestern German finishing industry. There is a trimodal connection here as well: road, rail and maritime.

“We transship around four million tonnes of agricultural goods here,” says Müller. “By purchasing the cereal facilities in Bremen five years ago we were able to significantly expand our capacity once again.” J. Müller in Brake also boasts Europe’s largest contiguous silo system, where 20,000 tonnes of agricultural goods can be cleared every day. The storage facilities’ dimensions at both locations are also somewhat larger, comprising a total of about 630,000 tonnes in Bremen and Brake.

Last but not least, the company offers a wide range of services for agricultural products. These include product processing – drying, aspiration, breaking, grinding and crushing – as well as separate handling and storage of GMO-free (genetically unmodified) and ecological products such as fertilisers and feed additives. “These services are already automated, but at the agricultural terminal we want to expand the digital structures,” notes Müller. “After all, our guiding principle is: “Maintaining values – embodying change.” This is the motto that will carry J. Müller into the next 200 years.

# 2021

## June



# Save the Date

Because of the coronavirus pandemic, it is difficult to make reliable statements as to when and to what extent it will be possible to hold events again. Some of the dates listed here for maritime business and logistics have changed multiple times just recently, and by the press deadline in May there will definitely be some last-minute changes. This is why the adjacent info cannot be guaranteed. We ask that you promptly check them again. Thank you for understanding!

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



Joint trade fair appearance under the umbrella brand of 'German Ports'

- 21– 25/6/2021** ■ **IAPH World Ports Conference**  
www.worldportsconference.com  
Antwerp, Belgium
- 23/6/2021** ■ **Logistics Talk**  
www.bremenports.de/veranstaltungen  
Haiger, Germany
- 25/6/2021** ■ **International Day of the Seafarer**  
www.imo.org  
Bremen/Bremerhaven, Germany

## July

- 1/7/2021** ■ **Logistics Talk virtual**  
www.bremenports.de/veranstaltungen  
digital
- 13/7/2021** ■ **BHV-Hafenclub**  
www.bhv-bremen.de/#veranstaltungen  
digital
- 15/7/2021** ■ **Logistics Talk**  
www.bremenports.de/veranstaltungen  
Munich, Germany

## September

- 2/9/2021** ■ **Logistics Talk virtual**  
www.bremenports.de/veranstaltungen  
digital
- 3/9/2021** ■ **30<sup>th</sup> Lower Saxony Harbour Day**  
www.seaports.de/events  
Emden, Germany
- 8– 10/9/2021** ■ **World of freight Expo (WOF)**  
www.wofexpo.com  
Bratislava, Slovakia
- 23/9/2021** ■ **Logistics Talk**  
www.bremenports.de/veranstaltungen  
Stuttgart, Germany
- 28– 30/9/2021** ■ **Breakbulk Americas**  
www.breakbulk.com  
Houston, USA

## October

- 12/10/2021** ■ **BHV-Hafenclub**  
www.bhv-bremen.de/#veranstaltungen  
digital
- 14/10/2021** ■ **Logistics Talk**  
www.bremenports.de/veranstaltungen  
Graz and Vienna, Austria

## November

- 9/11/2021** ■ **BHV-Hafenclub**  
hwww.bhv-bremen.de/#veranstaltungen  
digital



The Kaiserschleuse (l.) and Westkaje at the Kaiserhafen (r.) are just two examples of the many infrastructural measures in Bremerhaven.

## Bremerhaven as a showcase project

### Logistics Talk at “transport logistic”

This year’s “transport logistic” – the world’s leading fair for logistics, mobility, IT and supply chain management – could only be held virtually this year due to the coronavirus pandemic. It was held in Munich from 4 to 6 May. The digital variant of “Logistics Talks”, the “Bremer Donnerstag”, was included in the schedule. This was broadcast on Thursday, 6 May, in cooperation with Messe München under the title “Infrastructure for the port of the future”. Following an introduction by Bremen’s Senator for Science and Ports, Dr Claudia Schilling, viewers

were given an exciting look at the variety of port developments in Bremerhaven through short films. Furthermore, Mikkel Andersen (CEO Eurogate CT Bremerhaven), Andrea Eck (Chairwoman BLG LOGISTICS Group) and Robert Howe (CEO bremenports) discussed the location’s strengths, the automotive expertise present there, and port management. The nearly one-hour event was finished off with a presentation by Wolfgang Sauseng (CEO Steiermarkbahn) on the topic of “Bremerhaven as Austria’s gateway to the world”. (bre)

## “Logistics Talk”: Handling crises professionally

“How do ports handle crises?” was the main topic of the “Logistics Talks” on 15 April. During the digital event, which was moderated by Hilke Theessen (Radio Bremen), experts Uwe Kraft (port captain Bremen/Bremerhaven), Marc

Dieterich (Director of Operations NTB North Sea Terminal Bremerhaven) and Robert Howe (CEO bremenports) addressed a number of issues on this topic. They discussed the most recent national and international events, such as the

loss of the swing bridge in Bremerhaven that temporarily made parts of the port inaccessible, or the “Ever Given” Suez Canal accident and its ramifications for global supply chains. The topics for the next three rounds of the virtual edition of “Logistics Talks” – being held as a series with the title “Thursday in Bremen: the Decade of Ports” – have already been set. On 3 June these include “Future of Weser: For work and the environment”, on 1 July “German ports: Marketing cooperation at German seaports”, and on 2 September “Strong after the crisis: Cruise in Bremerhaven”. (bre)



Hilke Theessen (Radio Bremen, r.) moderated the event with the speakers (from l. to r.): Marc Dieterich, Uwe Kraft and Robert Howe.

## COMPACT



**BONN.** Kurt Sander stepped down as chairman of the supporting

association for ShortSeaShipping Inland Waterway Promotion Centers (SPC) in April. "I've happily held this position for six years. Because of the expansion of the company I represent, Robert Kukla, I must step aside from this role for time reasons," says Sander. The SPC chairman agreed to Wolfgang Nowak's appointment as acting chairman, with Heiko Loroff as representative. Nowak is Vice President Commercial at HGK Shipping, and Loroff is CEO of Sächsische Binnenhäfen Oberelbe.

**BERLIN.** The steering committee of the Deutsches Verkehrsforum (DVF) welcomed two new members to the committee and confirmed eight re-elections at its convention in April. Philip Oetker, CMO of Hamburg Süd, and Müslüm Yakisan, President for the DACH Region at Alstom, were elected to the committee. Oetker is succeeding Arnt Vespermann, formerly of Hamburg Süd, and Yakisan is succeeding Marco Michel, Management Board Chairman at Bombardier Transportation. Both stepped down from their positions.

## Threesome manages BVL business



**BREMEN.** Since 1 April, **Christian Groteemeier, Mike J. Holtkamp and Christoph Meyer** have formed the executive leadership of the non-profit Bundesvereinigung Logistik (BVL), BVL Campus and BVL Service GmbH. Groteemeier is Director of Marketing/Sales, Product Development, Seminars, Digitisation and IT. As the successor to long-time director Uwe Peters, who will be leaving BVL toward the middle of the year as he has long planned to do, Holtkamp is responsible for Finance, Human Resources, Event Organisation and Purchasing. Meyer will be in charge of content, the German Foreign Trade and Transport Academy, and the association's relationship management.

## Hellmann: Oestreich succeeds Möller

**OSNABRÜCK.** In March, Hellmann Worldwide Logistics appointed **Patrick Oestreich** its new Chief Commercial Officer (CCO). He is succeeding Jens Möller, who took the position on an interim basis in August 2020. As CCO and member of the Executive Board, Oestreich has been in charge of the Global Sales Leadership Team – which manages global sales of the entire product portfolio – since 1 April 2021. He previously held management positions at XPO Logistics and Schenker AG.



## New CEO for Wallenius Wilhelmsen

**LYSAKER.** Change in leadership at Norwegian-Swedish shipping company Wallenius Wilhelmsen: The company's Executive Board appointed Chief Financial Officer (CFO) **Torbjörn Wist** to interim CEO in March after he and President/CEO Craig Jasienski agreed to ending his employment early. As of editing, the board is still looking for a successor. Wist came to Wallenius Wilhelmsen in October 2020 as Executive Vice President and CFO.



## Wollesen leaves BLG LOGISTICS

**BREMEN.** **Jens Wollesen**, Chairman Contract at BLG LOGISTICS, will leave the company at the end of the year. He will however continue in this role until he transfers to the Executive Board of Hellmann in 2022, where he will be in charge of Air, Sea, Road & Rail and Contract Logistics, IT and Digital in the role of CCO. At WLG, Wollesen is responsible for Contract, and he has also been a driving force behind innovation management and digitisation.



## Brandt as interim director

**BREMERHAVEN.** EUROGATE appointed **Florian Brandt** as temporary director of MSC Gate Bremerhaven bestellt in May. He is succeeding Friedrich Stuhmann, who was with the EUROGATE Group for nearly 15 years and will transfer to the Hamburg Port Authority (HPA) on 1 July 2021. Brandt will be in charge until a permanent successor has been appointed. He also served as interim director of MSC Gate Bremerhaven from November 2017 to March 2018.



## New director at Kloosterboer BLG Coldstore

**BREMERHAVEN.** **Thorsten Heitland** (r.) joined the management team of Kloosterboer BLG Coldstore on 1 April. Over the coming months he will be taking on the responsibilities of **Lüder Korff** (l.), who is retiring in late July after 32 years with Kloosterboer BLG Coldstore and its predecessors. Heitland held various roles at Stute-Verkehrs GmbH before moving to Frosta in 2010, where he was Head of Supply Chain Logistics.

## Doubled environmental expertise at WSC



**WASHINGTON.** The World Shipping Council (WSC) has filled two management positions with leading environmental experts: **John Bradshaw** (l.) started out as Technical Director for the Environment and Security in mid-May, while **James Corbett** (r.) has been Environmental Director Europe since 1 April. "One of the WSC's most important duties is working toward decarbonisation of the shipping industry and reducing the effects of shipping on the environment," says WSC CEO John Butler.



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EDITION  
AUGUST  
2021

Focus on  
North Africa



We started LOGISTICS PILOT's world logistics tour in southern Africa in early 2020. Now we are returning to the northern part of the continent, specifically Egypt, Algeria, Libya, Morocco and Tunisia. There we are shedding light on the many facets of this country beyond just tourism and oil and gas exports.

Point of View

Houssam Ammar, Executive Director Roland Logistik on North Africa

“ Northern Africa is the spearhead of the African continent when it comes to imports and exports with EU countries. Egypt, Algeria, Libya, Morocco and Tunisia benefit from their geographical proximity to Europe and their large consumer markets. This shows that the countries in the region are just as diverse as the languages that are spoken there. To give just two examples: Libya and Algeria are mainly known as oil and gas exporters, while Egypt, Morocco and Tunisia rely more heavily on tourism. Their target markets also vary. Italy and Germany have become Libya's most important trade partners, whereas Morocco and Tunisia have a particularly strong relationship with France.

Although all of these states are developing further and have great economic potential, daily business is making it increasingly clear that the logistical conditions there are not comparable to those in Europe. Everything goes smoothly until you head toward the ports. Then there are moments similar to the deadlock caused by the “Ever Given” accident in the Suez Canal – especially when 20 to 30 ships are waiting to enter the port. There's another surprise and a blast from the past once you've arrived, like when customs declarations are only processed with handwritten documents and without SAP. And in the national language when possible. Our experience has shown that companies with their own on-site offices and personnel, ideally for a long time, have a distinct business advantage. This is because trust is the foundation of all business throughout the region. I believe that North Africa's equivalent to Yin and Yang is “know how, know who”.



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Bremen Bremerhaven



**World port  
in good hands**



We are right there on the spot wherever the ports of Bremen and Bremerhaven have to function reliably. The latest examples are floating a gate into position at Kaiserschleuse lock and successful dismantling of the swing bridge in Bremerhaven. After the damage occurred, it took the experts at bremenports only one week to dismantle the bridge and create permanent access to Kaiserhafen via the lock gate.

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