

EDITION  
AUGUST  
2022



# LOGISTICS PILOT

Magazine for Ports, Shipping and Logistics



## Italy – a market on the move

### Cutting a “Bella Figura”

A fashionable outfit, plenty of time and a healthy appetite are a must!

**Page 16**

### First-rate transformation process

“Smart Port” is much more than merely digitalising the ports.

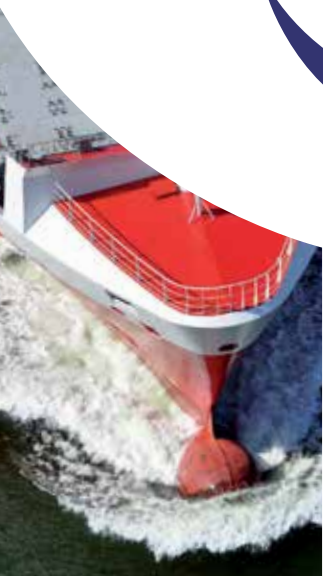
**Page 18**

### Thinking outside the box

The EMS-Fehn Group considers many options for the ideal solution.

**Page 20**

# SHORTSEA SHIPPING DAYS<sup>4.</sup>



K O N F E R E N Z

M A R K T P L A T Z

N E T Z W E R K E N

Lübeck 7./8. September

zum Anmeldeportal →



ShortSeaShipping  
Inland Waterway  
Promotion Center  
Robert-Schuman-Platz 1  
53175 Bonn

[www.shortseashipping.de](http://www.shortseashipping.de)

Partner:



# Broad investment package for ports and sea protection

David Michelut, Italian Consul General in Hanover



Dear readers,

Italy is the third largest economy in Europe and its ports are important transport hubs for the country's diverse economic activities. With this in mind, there is currently a broad debate in Italy regarding environmental sustainability projects in the ports and the rehabilitation and protection of the seabed. At the core is a National

Recovery and Resilience Plan (PNRR) that provides for a

total expenditure of 270 million euros by 2025, with which the port authorities (AdSP) intend to finance significant improvements in port logistics and the infrastructure system. This is due to include, among other things, measures for energy production from renewable sources, the use of electric means of transport, the construction of facilities for the use of electricity and the reduction of pollutant emissions from ships at the quays by 20 per cent.

In addition, the Ministry of Environmental Change has launched the Green Ports project, which will fund measures to increase energy efficiency and reduce the emission of CO<sub>2</sub> and other pollutants at ports. A further project, providing around 400 million euros for the period 2021 to 2026, deals with the restoration of marine ecosystems. The project's objectives are the strengthening of marine observation systems, mapping and monitoring 90 per cent of marine habitats and the subsequent restoration and protection of 20 per cent of these habitats.

The many experts involved in these plans and projects propose that the relevant investments be concentrated on Italy's main ports, in line with the European concept of 'central multi-port gateways', so as to improve coordination by reducing freight transit time and promoting transport intermodality. I am sure that these measures will enable Italy to strengthen its economic relevance in the long term.

Best wishes, David Michelut

**LOGISTICS PILOT goes digital**  
Visit us online at  
[www.logistics-pilot.com](http://www.logistics-pilot.com)



EDITION  
**AUGUST**  
**2022**

Focus on:  
**Italy**

**4** **Impression**  
Facts & figures on Italy

**6** **News**  
Reports from the industry

**10** **Main Topic**  
A market on the move

**16** **Behind The Scenes**  
Cutting a "Bella Figura"

**18** **Digitalisation**  
First-rate transformation process

**20** **Logistics Story**  
Thinking outside the box

**22** **Portrait**  
Together, hybrid research is better

**24** **Events**  
Fostering in-person connections

**28** **People**  
Reports from the industry

**30** **Preview & Imprint**  
Focus on: Poland



# European economic engine with a north-south divide

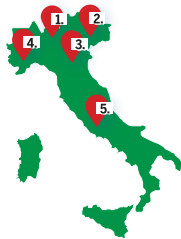
In terms of its gross domestic product (GDP), Italy is one of the ten major economies in the world. According to Statista, this southern European country ranked eighth in 2021, meaning that it was the third most successful EU Member State after Germany (4th) and France (7th). The list, based on GDP, is led by USA, China and Japan.

The economic geography of Italy is nevertheless marked by a north-south divide, the highly industrial north compared to the mainly agricultural regions of the south. This is evident when looking at the major trading regions of Italy and Germany (see below). Industrial regions in Italy are dominated by Lombardy, Veneto, Emilia-Romagna, Piedmont and Lazio. From a German perspective, the greatest volume of Italian goods land in Bavaria, Baden-Württemberg, North Rhine-Westphalia and Lower Saxony. (bre)

## Top five trade areas in Italy

Goods traded between Germany and Italy

<b>1 Lombardy</b>	47.6 bn euros
<b>2 Veneto</b>	20.6 bn euros
<b>3 Emilia-Romagna</b>	16.9 bn euros
<b>4 Piedmont</b>	12.4 bn euros
<b>5 Lazio</b>	9.4 bn euros



SOURCE: GERMAN-ITALIAN CHAMBER OF TRADE & COMMERCE 2022

## Top five trade areas in Germany

Goods traded between Italy and Germany

<b>1 Bavaria</b>	26.4 bn euros
<b>2 Baden-Württemberg</b>	26.3 bn euros
<b>3 North Rhine-Westphalia</b>	23.8 bn euros
<b>4 Lower Saxony</b>	10.1 bn euros
<b>5 Hesse</b>	8.6 bn euros



SOURCE: GERMAN-ITALIAN CHAMBER OF TRADE & COMMERCE 2022

## Italy's busiest transshipment ports in terms of volume

<b>1 Trieste</b>	55 m tonnes
<b>2 Genoa</b>	49 m tonnes
<b>3 Gioia Tauro</b>	39 m tonnes
<b>4 Livorno</b>	34 m tonnes
<b>5 Cagliari-Sarroch</b>	31 m tonnes



SOURCE: ASSOPORTI (ASSOCIATION OF ITALIAN PORTS) 2022





Italy

Rome

## Italy

<b>Capital:</b>	Rome
<b>Population in 2022:</b>	59.2 m*
<b>Total area:</b>	302,068 km <sup>2</sup>
<b>GDP per capita in 2022:</b>	US \$34,777*

### Main imports in 2021

1. Chemical products	↓ 16.8%
2. Machinery	8.1%
3. Motor vehicles and auto parts	7.7%

### Main exports in 2021

1. Machinery	↑ 18.0%
2. Chemical products	14.4%
3. Motor vehicles and auto parts	7.1%

### Main supplier countries in 2021

1. Germany	16.1%
2. France	8.3%
3. China	8.2%

### Main buyer countries in 2021

1. Germany	13.1%
2. France	10.3%
3. USA	9.5%

### German exports to Italy in 2021

1. Chemical products	21.6%
2. Motor vehicles and auto parts	13.1%
3. Machinery	13.0%

### German imports from Italy in 2021

1. Chemical products	13.6%
2. Machinery	13.0%
3. Motor vehicles and auto parts	11.0%

SOURCE: GTAI 2022  
\*PROVISIONAL FIGURE, ESTIMATE/FORECAST

PHOTOS: PORT OF GENOA





## NPorts starts construction of the first LNG terminal in Germany

**WILHELMSHAVEN.** In early May, **Robert Habeck** (Federal Minister for Economic Affairs and Climate Action), **Olaf Lies** (Lower Saxony's Minister for Environment, Energy and Climate Protection) and **Dr Bernd Althusmann** (Lower Saxony's Minister for Economics, Labour, Transportation and Digitisation) marked the start of the construction works to build the first LNG terminal in Germany by driving in the initial **official pile**. The first floating storage and

regasification unit (FSRU) is due to moor at the loading and unloading terminal at Voslapper Groden as early as winter 2022/2023. **Holger Banik**, Managing Director of NPorts commented: "Wilhelmshaven is the perfect place for the expansion of energy alternatives in Germany in the short term. Moreover, it helps the site take a big step closer to its goal of becoming a hub for sustainable energy production."



## Röhlig supports Bremen's 'Make a Wish Vehicle'

**BREMEN.** In 2022, Röhlig Logistics is supporting the 'Make a Wish Vehicle' project initiated by the Arbeiter-Samariter-Bundes (ASB) by donating 25,000 euros and allowing the vehicle to park on its premises at weekends. "The goal is **to fulfil a special wish of terminally ill people**", explained Sarah Stahmann of ASB (Bremen Worker's Samaritan Federation). And Philip W. Herwig, Managing Partner of Röhlig Logistics, went on: "A project of this importance needs to be publicised." The chosen site should also help to make it better known.



## BLG announces turnover of 1.1 bn

**BREMEN.** At the **annual general meeting** in June, **Frank Dreeke**, **Chairman of BLG** presented the results of the past financial year. In 2021, BLG LOGISTICS recorded a turnover of almost 1.1 billion euros, with earnings before tax (EBT) standing at 52.2 million euros. Looking at 2022, Dreeke said: "Even though Ukraine and Russia only account for about one per cent of our turnover, the global economic consequences will leave their mark on the current financial year. The war has caused significant disruption to our customers' supply chains and production."

## COMPACT

**BREMERHAVEN.** The gallery in the north wing of Columbus Station has been open to visitors since May. bremenports used the period of operating restrictions due to the pandemic to carry out urgent refurbishment work. "Cruises play an important role at our ports", stated Claudia Schilling, Bremen's Port Senator. "Local citizens and tourists alike are able to experience a maritime holiday feeling in the gallery as well as enjoy a fascinating insight into the world of cruise tourism. Consequently, I'm pleased that the refurbishment of Columbus Station has boosted the terminal's role as a tourist attraction once again."

**BREMEN.** In June, bremenports published its eighth sustainability report. The report, comprising 192 pages, describes sustainability management at the sites of Bremen and Bremerhaven – including a focus on market presence, port development, climate protection, environmental management and social responsibility. The sustainability report is also available to download as a PDF from the bremenports website.



## The “Bremen Cup” raises 4,400-euro donation

**BREMEN.** The 10th **Golf Tournament of BHV (Bremische Hafen- und Logistikvertretung)**, known as the “Bremen Cup”, took place in May. At the BremerSchweiz Golf Club, the BHV treasurer and organiser Christoph Holtkemper welcomed 22 teams with 88 golfers. When going by net score, the team of Leschaco – Lexsau Scharbau won ahead of the BHV juniors, with the victory by gross score going to Roland Umschlag, ahead of the Drewes Group. **The overall winner was the Hermann Hildebrand Haus** in Bremen, on behalf of which Frederike Gauß accepted a cheque for 4,400 euros.



## P3 Logistic Parks invests in JadeWeserPort

**FRANKFURT AM MAIN.** P3 Logistic Parks, owner of logistics properties, is planning to **develop approx. 40,000 square metres of logistics space in the JadeWeserPort freight village (GVZ)**. On 2 June, the **leasehold contract** for the 21-hectare site **was signed** with Container Terminal Wilhelmshaven JadeWeserPort Marketing. The project will be completed in phases by the beginning of 2025; it will include three logistics halls plus office space. Special structural conditions will be provided in one of the halls to accommodate customs goods that need to be protected.



## Artificial intelligence for the Oslebshauser Lock

**BREMEN.** The Oslebshauser Lock has been securing sea cargo handling in the industrial port for more than 110 years. **Since June**, it also **embodies the smart digitalisation of Bremen's ports** and energy-related optimisation. With the implementation of the AI-based “Tide2Use” assistance system, the water level necessary in the harbour basin will be balanced in a new energy-efficient way. As a result, the water equalisation can be increased significantly and the use of pumps reduced considerably. Consequently, the River Weser tides can be used to manage water demand.



## Winning balance of creative & digital

**ELSFLETH.** Since May, the newly established **logistics and creative laboratory in the Maritime and Logistics Dept. of the Jade University of Applied Sciences** has been used as a creative workspace and hall for hybrid teaching. Thanks to its modular set-up, the laboratory can be divided into various rooms, which can also be used for industrial digitalisation and planning for knowledge and technology transfer. The laboratory contains simulation and planning software together with visualisation through virtual and augmented reality.



## New service for Neustädter Hafen

**BREMEN.** The Norwegian company **Norlat Shipping** has been offering a regular service from Neustädter Hafen in Bremen to ports on the East Coast of the USA and in the Gulf of Mexico since June. The service focuses on large break-bulk cargo such as forestry and steel products. Sven Riekers, Head of Sales for the break-bulk activities of the BLG Group, stated: **“Traffic to North America has always been the backbone of Bremen's port operations.** Norlat's decision to regularly use Neustädter Hafen will greatly strengthen our position.”



## COMPACT

**HAMBURG.** Questions on the supply chain of the future were at the focus of the **digital event “Supply chain stability – learning from the crisis”**, an event that took place in June and was hosted by **the German Maritime Centre** and the **Maritime Cluster Northern Germany (MCN)**. Around 100 guests from the maritime sector came to find out more about global supply chains from scientists and practitioners. Fascinating insights were given by Dr Michael Bräuninger (Economic Trends Research), Professor Burkhard Lemper (Institute of Shipping Economics and Logistics) and Daniel Hosseus (Association of German Seaport Operators). Due to the COVID-19 pandemic and the war in Ukraine, Claus Brandt (German Maritime Centre) summed up as follows: “We’ll have to learn that ‘just in time’ is a thing of the past.”

**BREMEN.** In 2021, the **Bremen ports recorded, for the first time, more boxes being transported by rail than by road.** This was stated in the **“Hafenspiegel 2021”**, which Bremen’s Port Senator Claudia Schilling and bremenports presented in June. Whereas 1,097 million containers reached their destination by road, 1,112 million were transported by rail by the port railway.



## Ferry launches link to Columbus Island

**BREMERHAVEN.** The **“Columbus Hopper”** started its service on 11 May. The 40-metre ship offers workers the option to take the ferry across from Kaiserhafen to Nordhafen, and back, in a two-shift operation – Monday to Thursday between 6.30 a.m. and 9.30 p.m. and Friday from 6.30 a.m. to 7.30 p.m. Consequently, the Überseehafen is now, once again, linked directly to the Columbus Island. Following the steel swing bridge accident in April 2021, detours through the city and via the Kaiserschleuse lock became the order of the day.

## Environmental management recertification

**WILHELMSHAVEN.** The environmental management of the **JadeWeserPort was PERS-certified for the fourth time in May.** Holger Banik (MD) and Environmental Coordinator Silke Lüders (both at JadeWeserPort Realisierungs GmbH) are presenting the certificate. PERS stands for Port Environmental Review System – a tool used for the extensive analysis and monitoring of environmental management, especially in ports. The certificate is issued by the international organisation EcoPorts, which makes extensive demands on the environmental management of JadeWeserPort.



## “Port is indispensable for energy change”

**BREMERHAVEN.** At the **“18th Windforce Conference”** on the site of the Bremerhavener Lloyd Werft dockyard, roughly 250 experts from Germany and around the world discussed the sustainable development of the supplier industry for offshore wind and “green” hydrogen in line with the **motto “Implementing Climate Protection Targets and Creating Jobs”**. Federal Minister for Economic Affairs and Climate Action Robert Habeck was the patron of this firmly established meeting of professionals from the offshore wind industry. At the conference, Bremen’s Port Senator Claudia Schilling emphasised the key importance of efficient port infrastructures for a climate-neutral economy and greater independence from the import of fossil fuels. “The ports are indispensable as a transshipment point, both for the ambitious expansion plans of the German government for offshore wind power as well as for the development of value chains for green hydrogen,” said Schilling.







## LBEG approves pipeline construction for LNG terminal

**WILHELMSHAVEN.** At the end of June, the State Office for Mining, Energy and Geology (LBEG) **approved the early construction of a pipeline to the planned floating LNG terminal in Wilhelmshaven.** The connection, which could be completed by the end of the year, is intended to feed the liquefied natural gas delivered to the planned LNG terminal into the German gas grid after its conversion into a gaseous state. The construction site is north of JadeWeserPorts.



## Kick-off for BLG and Hyundai Glovis joint venture

**BREMERHAVEN.** The 'BLG Glovis BHV' commenced operations in May with a **meeting of representatives from both companies at the Bremerhaven car terminal.** Hyundai Glovis is one of the world's largest RoRo shipping companies and it intends to expand the BLG AutoTerminal as its European hub for transporting its cars between Asia and Europe over the coming years. At the heart of the joint venture are two fixed berths and a pre-storage bay for vehicles. Nevertheless, the car terminal in Bremerhaven will remain open to all shipowners.



## Steelwind ships out giant monopiles

**NORDENHAM.** Giant steel structures have been leaving the **Steelwind plant in Nordenham-Blexen** since March. The foundation structures for offshore wind farms are up to 110 metres in length, have a diameter of max. 9.6 metres and weigh up to 2,100 tonnes. They are intended for a wind farm in the Baltic Sea and will be installed there in the summer. The wind farm will commence operation as from 2023 and generate 257 mega-watts of electricity to supply around 290,000 households. **The terminal operator Saar-Rhein-Transportgesellschaft** assists Steelwind in loading the monopiles.



## Foundations laid for new port workshops

**CUXHAVEN.** In June, **Reinhold Hilbers, State Minister of Finance in Lower Saxony,** laid the foundation stone for a new building on the NPorts-Cuxhaven site. A two-storey hall with workshops, material store as well as offices and welfare facilities are due to be built there. The completion of the project is scheduled for next year and will **cost roughly five million euros.** According to Hilbers: "The new workshops will take the commercial sector one step further into the future and thus ensure the future productivity of The Port of Cuxhaven".

## Expert forum reinforces cruise ship pioneering role in sustainability

**CUXHAVEN.** More than 100 representatives from business, politics and science came together in June at the **Cuxhaven Cruise Forum** to discuss, among other things, restarting the industry and what routes to take in respect of ship propulsion systems. Against this background, Member of the Bundestag and coordinator for the maritime economy and tourism, Claudia Müller (2nd on the left) stated: **"The cruise ship industry is investing heavily in innovative propulsion systems** and is taking major risks in challenging economic times. This will also secure thousands of jobs at German shipyards and deserves our support." And Chairman of Cuxhaven Tourism Association (TWG), Norbert Plambeck, highlighted the regional aspect: "Once again, Cuxhaven positioned itself as an attractive cruise port in 2021. The passengers of Hurtigruten Expeditions are amazed by the rich maritime heritage of our town." IHK Stade and TWG were the organisers of the Cruise Forum.





# A market on the move

Just a few months ago, 'The Economist' named Italy 'Country of the Year 2021'. Yet, on the Italian peninsula, too, the economic upswing has been slowed down by the effects of the war in Ukraine. However, the country has a plan.

Every year, the journalists of the British magazine *The Economist* select the country they think has improved the most over the previous twelve months. Last year they chose Italy – in part because the Italian economy has recovered significantly under Prime Minister Mario Draghi. Trade between Germany and Italy has also boomed. Together, the two countries enjoyed a trade volume of over 142.5 billion euros in 2021, setting a new record. In 2021, Italian exports to Germany totalled 66.9 million euros, and trade in the opposite direction accounted for 75.7 billion euros. "The success of the Italian economy centres on Germany as its most significant trading partner," explained Jörg Buck, Executive Board Member of the German-Italian Chamber of Commerce in Milan. "For its part, Italy is one of Europe's economic engines and Germany's sixth most important trading nation. In 2021, of all countries with which Germany maintains trade relations, trade with Italy grew by 22.7 per cent. Only with Belgium did trade develop more intensively during this period," Buck concluded. He sees, in particular, the industrial sectors as economic drivers – for exports from Germany to Italy, these are chemicals/pharmaceuticals, automotive as well as electrical engineering and electronics. In the opposite direction, these are mainly the steel industry, machinery and also chemicals/pharmaceuticals.

PHOTO CREDIT: ISTOCK/ARTBALANCE, TRAVELER1116, DEUTSCH-ITALIENISCHE HANDELSKAMMER, GTAI-STUDIO PROKOPY






"Italy is one of Europe's economic engines."

Jörg Buck, Executive Member of the Board of the German-Italian Chamber of Commerce in Milan.



In the course of this development, Italy was the EU Member State with the third highest gross domestic product (GDP) after Germany and France last year, amounting to 1,775 billion euros. Accordingly, at the beginning of this year, many experts were optimistic that the Italian economy could return to the level it had before the Covid-19 pandemic by mid-2022 and that the country's GDP could climb above the 4 per cent mark. However, Russia's war of aggression against Ukraine and its impact on the global economy have long since overturned all such forecasts. "This May, the EU Commission published a forecast in which it assumed Italian GDP growth of 2.4 per cent in 2022 and 1.9 per cent for 2023 in light of this difficult situation," said Oliver Döhne, Director Italy and Malta at Germany Trade and Invest (GTAI). "Even this estimate seems quite optimistic to me, however. If price pressures on energy, raw materials and intermediate products continue, the GDP could be even lower," Döhne predicted.



"More than a third of Italy's foreign trade passes through its ports."

Oliver Döhne, Director Italy and Malta at Germany Trade and Invest (GTAI)

## 'It's the mix that makes it'

The importance of Italian ports for the safe movement of goods in these times is shown, among other things, by the fact that the country was the third-largest cargo port nation in Europe last year with almost 500 million tonnes of goods handled – only the Netherlands and the UK handled more. This is despite the fact that none of Italy's ports currently rank among Europe's ten largest. "Italy has a large number of medium-sized and smaller ports that handle a wide variety of goods. The bottom line reflects this in a considerable sum, which is why you can confidently say that 'It's the mix that makes it'," stated Buck. Against this background, Trieste overtook Genoa for the first time last year as the country's port with the highest throughput, followed by Gioia Tauro, Livorno and Cagliari-Sarrocchi (see page 4). Like Buck, Döhne emphasised the importance of the maritime sector for the Italian economy, but has also identified some weaknesses. "More than a third of Italy's foreign trade passes through the ports, especially exports to the USA and imports from China," he explained. Italy's ports are strategically interesting as gateways to the EU and for short-sea shipping in the Mediterranean. However, some are outdated and not optimally connected to other means of transport. Plus, there are lengthy approval processes and little digitalisation so far."

Three recognised experts on Italy, Hellmann Worldwide Logistics, Rhenus Road Freight and Gruber Logistics, report on further challenges associated with Italy as a business location below. In the course of their explanations, they also explain which transport hubs and carriers play the decisive role in their business fields.







Hellmann Worldwide Logistics portfolio of services includes both air and sea freight transportation and land transport.



There's much to be done to complete the BBT – such as slope removal work here on the Bergisel to build the 'Silltal' pre-tunnel.

## Bottlenecks and hopefuls

Since the 1980s, Hellmann Worldwide Logistics has been offering regular land export and import transportation between Germany and Italy. As a founding member of the pan-European general cargo cooperation System Alliance Europe, the company can draw on a network that has grown over decades. Besides the main focus on land transport, sea and airfreight transports to the Italian peninsula have also been part of Hellmann's portfolio of services since 2006 – via its independent Italian partner Hellmann Worldwide Logistics S.p.A.

"Italy is the fourth largest logistics market in Europe, which makes it a very interesting market for us. We primarily transport consumer goods, spare parts, chemical products and machinery, also for multinational customers," reported Jens Tarnowski, Regional CEO Europe at Hellmann. The six strategically well-located System Alliance Europe hubs in Como, Bolzano, Padua, Modena and Prato, as well as in Arluno, north of Milan, are of particular importance for overland transport. "It's from there that the fine distribution then takes place," stated Tarnowski. Concerning the current situation, the logistics expert clarified: "Crossing the Alps bottleneck is and will remain a challenge for land logistics, especially since the road routes have been increasingly regulated in recent years. Added to this are the shortage of drivers and the rising fuel costs for lorries." In the spirit of sustainability, this is why Hellmann is planning to rely more on the railway in the future. "I'm certain that the completion of the Brenner

base tunnel will ease the situation considerably and make rail transportation even more attractive," added Tarnowski.

In the case of sea and land transports, one of the benefits is that Hellmann Worldwide Logistics S.p.A. has global experience and also has its own branches in Milan, Turin, Vicenza, Genoa, Bologna, Florence and Naples. "Milan-Malpensa is the largest commercial airport for airfreight, while Genoa is the Mediterranean hub among the ports," Tarnowski continued, giving an overview of what he calls his company's 'main entry points' into Italy. In this context, he also mentioned Italy's good connections to northern Germany. "There are daily liner services to Italy and back from the ports in Lower Saxony and Bremen," Tarnowski said.

## Millions invested in Trieste

Gruber Logistics, headquartered in Ora, South Tyrol, Italy, offers logistics services in the areas of full and part loads, special transports, air and sea freight and industrial relocations. "We've been operating by road and rail along the German-Italian corridor since the company was founded in 1936. We handle around 60,000 consignments per year on this route, 25,000 of them in the course of our multimodal services," summarised Martin Gruber, CEO at Gruber Logistics. Heavy and high transports for the energy sector, the oil and gas industry and the manufacturing industry are in particular demand on this route. In the context of general cargo traffic, the goods range from furniture and household appliances to foodstuffs and steel. ■■■



"Crossing the Alps bottleneck is and remains a challenge."

Jens Tarnowski, Regional CEO Europe at Hellmann



Gilberto Cardola (left) and Martin Gradnitzer are the joint directors of BBT SE.



## Traffic shift to rail envisaged

Interview with BBT board members Martin Gradnitzer and Gilberto Cardola

**LOGISTICS PILOT:** Almost two-thirds of the 230-kilometre Brenner Base Tunnel (BBT) system have already been excavated. What does the railway tunnel between Innsbruck and Fortezza mean for traffic and logistics in Austria and Italy in the future?

**GILBERTO CARDOLA:** This European infrastructure construction under the Alps will play a significant role in achieving a modal shift from road to rail in the future. Around 2.5 million lorries currently travel the Brenner route every year, and the trend is rising. Bilaterally, we are working daily to realise this state-of-the-art railway facility as quickly as possible for the benefit of the population.

**MARTIN GRADNITZER:** The Brenner Base Tunnel is designed to handle 400 trains per day at the Brenner cross-section. At present, 136 trains per day can run on the existing line over the Brenner. 82 of these are long-distance goods trains. This means that the BBT will more than triple this capacity.

**What's so special about this project?**

**GRADNITZER:** The advantages of the flat railway compared to the existing outdated line over the 1,371-metre-high Brenner Pass are obvious: longer trains – 740 metres instead of the current 450 metres – with significantly higher loads – 2,000 tonnes instead of the current 1,400 tonnes – will be able to travel the route between Innsbruck and Fortezza, which has been shortened by 22 km, about an hour more quickly.

**CARDOLA:** In terms of construction, the 'exploratory tunnel' is definitely unique to our tunnel system. The tunnel, which is located twelve metres below the centre of the main tunnel and has an internal diameter of six metres, is not only used as a preliminary tunnel to explore the geology so that the main tunnel tubes can be excavated more efficiently – it is also used later in the operating phase for drainage, cleaning and service purposes. This creates significant advantages, as the main tunnel tubes do not have to be closed to do this.

**On your website you talk about numerous measures in tunnel construction 'that bring improvements for people and the environment'. Can you give examples of these?**

**CARDOLA:** By this we mean the 'compensatory measures' that result from our effort to protect the environment and the residents along the project area as best as possible so as to compensate for the effects of the construction sites and the work on site. Long before construction began, BBT SE began collecting relevant data on fauna and flora, agriculture and forestry, air and noise, and water along the Brenner corridor. This detailed documentation helps to identify any changes during construction and afterwards and to compensate for them if necessary.

**GRADNITZER:** One example is the Padaster Valley – in this side valley of the Wipptal, construction work on the Brenner Base Tunnel is depositing around 7.5 million m<sup>3</sup> of excavated material, creating Europe's largest excavated earth landfill. When BBT SE completes the backfilling and subsequent renaturation and reforestation, the hardly usable V-shaped valley with its narrow valley floor and high mountains will be transformed into a wider U-shaped valley that is much more suitable for alpine pasture farming. In addition, activities to generate electricity and install an elevated water reservoir for the local community were implemented in this area, and extensive flood and avalanche defences were built there.

10.7-metre in diameter boring head of tunnel boring machine (TBM) 'Virginia'.





"Trieste has good rail connections to the hinterland."

Martin Gruber, CEO at Gruber Logistics

■ ■ ■ Like many other transport companies offering their services between Germany and Italy, Gruber Logistics relies on travelling either via Switzerland or Austria. This means that the company is involuntarily confronted with the fact that both countries are trying to cope with the growing volume of traffic on their roads by imposing various restrictions that include night-time driving bans, sectoral bans and block clearance before and after public holidays. "We have long relied on multimodal solutions and thus increasingly on rail as a mode of transport. But it is becoming increasingly apparent that rail operators, in particular, are overloaded with the volumes to be handled," explained Gruber. Consequently, additional solutions must be found on the road that take sustainability into account. Gruber Logistics has already taken two major steps in this direction. "Firstly, we qualify for sustainable road transport because we use various alternative fuels such as LNG, bio-LNG and biodiesel. Secondly, we have just introduced the first electric truck to Italy," Gruber continued.

In late 2021 Gruber Logistics also announced that it will invest 3.5 million euros in the expansion of its branch in Trieste. This step is primarily intended to strengthen the company's intermodal transports from the Benelux countries to Turkey via Italy, Germany and Austria. "We decided on Trieste because the port there is an important transshipment centre

in the Mediterranean region with good rail connections to the hinterland – especially to Austria, the Czech Republic, Hungary and Turkey," the CEO explained. In view of the increasing capacity bottlenecks and delays in the western ports, the company is also convinced that the importance of the Italian ports will continue to grow.

### Route via the Brenner preferred

The companies that now make up the Road Freight division of the Rhenus Group have been active in logistics between Germany and Italy for over 60 years. The main modes of transport are lorries and all related forms of transportation such as full loads (FTL), part loads (LTL) or even intermodal transports. "Most frequently, we transport chemical products, such as dangerous goods, according to the ADR treaty, to and from Italy. Examples include dyes intended for use in the textile and cosmetics industries. From Italy to Germany, machine parts and non-perishable foodstuffs, such as Italian pasta, are also typically transported," said Sebastian Knauth, Head of Go-to-Market at Rhenus Freight Logistics Germany.

The lorry routes usually lead from Rhenus Road Freight locations in Germany – for example from Düsseldorf (North Rhine-Westphalia), Dietzenbach (Hesse) or Kirchheim (Bavaria) – via the Brenner Pass in Austria to the north of Italy, particularly to Milan, Como, Turin, Bologna, Verona, Vicenza, Udine, Pordenone and Magreta. "The route via Switzerland is less practical, among other reasons because of customs clearance and the many tunnels en route, so we rarely use it," Knauth explained. He also identified the increasing shortage of drivers in the EU as particularly challenging for the industry. As a logistics service provider, the company also faces the conflicting demands of decreasing availability of goods on the one hand, and customers' ever-changing ordering behaviour on the other – customers are increasingly demanding large quantities in ever-shorter delivery times. "This entails extreme fluctuations in consignment volumes and pressure from both directions," said Knauth.

"More than 800,000 tonnes of coils are shipped from Bremen to Italy every year."

Sebastian Knauth, Head of Go-to-Market at Rhenus Freight Logistics Germany



25,000 of the 60,000 consignments transported by Gruber Logistics between Germany and Italy every year are carried out as part of its multimodal services.







With a view to Bremen and Lower Saxony, Knauth points out that the Rhenus Group is particularly active there with Rhenus Ports. "One focus of our activities in the region is supply and waste removal for the steelworks in Bremen. More than 800,000 tonnes of coils are shipped to Italy from here every year," Knauth explained. Moreover, the three largest Rhenus Ports locations in Lower Saxony are Cuxhaven, Nordenham and Wilhelmshaven. From there, however, Rhenus primarily serves markets other than Italy – namely bulk goods bound for Germany and cars from Cuxhaven bound for the UK.

## Italy has a plan

Like many other players in the market, these companies will keenly follow the changes brought about by the Construction and Resilience Plan (Italian: Piano Nazionale di Ripresa e Resilienza, or PNRR for short) that the Italian government launched in 2021. With this six-point plan, Italy intends to

strengthen its economy in the wake of the Covid-19 pandemic and, among other things, accelerate ecological transformation and digitalisation as well as modernise the traffic and transport infrastructure. Until 2026, Italy will receive around 192 billion euros in grants and loans for this purpose under the 'Next Generation EU' reconstruction plan. Added to this will be extra funds that both the EU and Italy wish to raise themselves – a substantial part of this sum is to be channelled into improving the port infrastructure. "Italy wants to invest around 3.5 billion euros from both the Recovery Plan and from special budget funds in port infrastructure, including the improvement of sea access, energy efficiency and renewable power generation, digitalisation, increasing capacity and last-mile integration with railway lines," outlined Döhne. The measures are to be supplemented by the expansion of the important Genoa-Milan transport route ("Terzo Valico dei Giovi" project), which is part of the European transport corridor TEN-T Rhine-Alps. Another roughly 4 billion euros have been earmarked for this in the Recovery Plan. "I hope that the PNRR can be implemented effectively and on time," Buck said optimistically. "The content framework and funding for both an ecological and digital transformation of the Italian economy is secured. This also gives our German-Italian economic partnership perspective to implement these ambitious plans for a strong, greener and more sustainable Europe together and in a coordinated manner," he added. (bre)

**Last year, Genoa was the Italian port with the second-largest throughput after Trieste.**



The Rhenus Road Freight lorry routes mostly lead from Germany to Milan, Turin, Verona and more via the Brenner Pass.

# Cutting a “Bella Figura” with long socks

Italians enjoy a widespread reputation for their impeccable fashion sense. This also extends to professional spheres. As well as the right outfit, those wishing to do business there should come prepared with a healthy appetite and allow plenty of time.

**W**hat should be in your suitcase for an upcoming business trip to Italy? “For men, the musts are: a suit; closed-toe, clean shoes; and socks – but these should be long, not short,” said Cecilia Arri, Mental Coach and Intercultural Coach from Bremen. And the Italian-born coach knows her stuff. After graduating and gaining several years of professional experience in the automotive sector of her home country, she moved to Germany for work in 2001, where she has since been working as a coach for many years. As well as short socks, in her experience, short-sleeved shirts are also ‘out’ when it comes to business meetings in the Italian Peninsula – especially in combination with a tie. For women choosing their outfits, one thing to keep in mind is that when it comes to gender norms, “women in Italy tend to don slightly dressier attire than those in Germany.”

With the greeting “Buongiorno, come sta?” she recommends the tried-and-tested handshake and advises – counter to some business guides – against two kisses on the cheeks. “That’s true at least for the first meeting. After that, you can see how the relationship develops. If it’s going well, then kissing both cheeks may be appropriate on the second or third occasion,” explained Arri. Speaking of development: Italian convention also requires opening pleasantries with a fair amount of small talk before getting down to business. Here, it doesn’t hurt for the German visitor to avoid overly formal introductions in favour of open conversations about their family or hobbies, for example. “Italians do not dictate such stark separations between professional and personal topics as in Germany. People are simply more open over there,” she continued. Good conversation starters also include good food, football and holidaying – whilst it is wise to avoid





“Italians do not dictate such stark separations between professional and personal topics as in Germany.”

talking about the Mafia, the differences between northern and southern Italy or salaries. The coach stresses, however, that this recommendation – along with the rest of the statements in this article – comes from personal experience and is not intended as a generalisation.



Cecilia Arri,  
Mental Coach and  
Intercultural Coach  
from Bremen

### “Food culture prevails in Italy”

“For your first visit, you should definitely allow plenty of time and come with a healthy appetite,” said Arri. That’s because Italian-style negotiations often involve a lot of breaks. Likewise, you will always eat together during a business meeting. “If you have a morning meeting, you should avoid eating a large breakfast and definitely plan for lunch with your business partner to be on the agenda; the same goes for dinner during an afternoon meeting. In Italy the eating culture is more predominant, whereas in Germany it’s the drinking culture,” she added with a smile. She also pointed out some more customs typical to southern Europeans. For one, hierarchies are observed more there than in Germany, whereby people’s respective titles, e.g. ‘Dottore,’ should be included when addressing them. What’s more, it is helpful to regularly check whether statements made have been understood correctly in order to rule out possible language-related misunderstandings and any disagreements down the line as a result. Positivity is another helpful tool when it comes to business talk, since complaining is often considered a negative character trait in Italy. On the other hand, your hosts will generally find the occasional interruption during a discussion less offensive than this would be perceived in Germany – indeed, they may also do this thanks to their southern-European temperament. “Of course, not all

60 million Italians are passionate and expressive. That said, it won’t exactly be rare to meet lively, humorous people who like to communicate with their hands and feet in my home country,” the Turin-born coach explained with a little self-irony.

### Superstitions around Friday the 13th and 17th

When it comes to business appointments, Arri advises against scheduling these on the 13th or 17th if this falls on a Friday. These numbers are seen as bad luck. It is also not appropriate to wrap gifts in black or purple, as these colours are often associated with funerals. With some locals, there is also potential to make a significant faux pas when bidding farewell – and ruin the ‘Bella Figura’ (i.e. good impression) you were hoping for. Whereas an informal ‘Ciao’ will suffice in Germany, in Italy, it is customary to reserve this for friends only. In business contexts, the formal ‘Arrivederci’ is much more appropriate here. However, as above, your interactions with one another often change as the business relationship develops – similarly to how you may move from using ‘Sie’ to ‘Du’ in German. So there’s no difference to Germany there! (bre)

# First-rate transformation process



With the Smart Port concept, bremenports not only wants to drive digitalisation in its ports, but also promote networking between stakeholders in order to remain competitive in the long term.

**T**he global ports of the state of Bremen make it a key hub for the flow of international goods. Last year alone, 69.7 million tonnes of seaborne cargo was handled at the wharfs and terminals in Bremen and Bremerhaven. The Ports of Bremen would like to build on this function as far as possible in the coming years. That is why bremenports currently has an extensive digitalisation and modernisation programme in the works. “Over the next few years, we want to work with the port community to develop and implement an ambitious Smart Port concept to increase the competitiveness of our ports,” explained Daniel Becker, Head of IT at bremenports. In this instance, “SMART” stands for: Sustainable, Multimodal, Agile, Resilient, Technologised. The aim is to ensure that synchronisation and optimisation of the supply chain are achieved via digitalisation. “From a technological perspective, the tools for this have long been available in the form of AI, 5G and cloud technology. Now

it’s a matter of networking these appropriately amongst the various stakeholders and not forgetting the issue of cybersecurity,” continued Becker.

On behalf of the Senator for Science and Ports, bremenports had a SWOT analysis carried out between December 2021 and March 2022 to determine the strengths, weaknesses, opportunities and threats of Bremen’s ports and to derive specific recommendations for action. The analysis involved various local stakeholders in the port industry in the form of online surveys, interviews and workshops in order to obtain as broad and practical an opinion as possible. The results, which are now available, highlighted one thing in particular. According to port stakeholders, cooperation within the stakeholder network has been working satisfactorily for a long time, but the use of digitalisation and new technologies could optimise interactive processes even further in terms of coordination and efficiency.

“We are building on exactly this, using an array of different projects,” reported Becker. “In this context, it’s important that all those involved continue to exchange ideas closely with one another. Because that’s the only way we can allay fears of digitalisation, build trust and learn from each other.” According to Becker, Smart Port is not an isolated project with a clearly defined time frame, but rather a toolkit of





In several workshops, bremenports brought stakeholders from the port industry on board to promote exchange amongst the groups. Daniel Becker, Maxim Neiser, Patrick Alexander Rugenstein, Alexander Welk, Reno Hahn, Laura Miggo, Maik Baudeck, Joachim Bohte and Dirk Friedsam all met recently at a “Digitale Außenweser” workshop.

measures “that are now being addressed, and not sidelined, in order that Bremen Ports can advance to the next level – with visible and measurable progress of this within two to four years.”

## Two pilot projects

Two current examples of this endeavour are the 'Digitale Außenweser' and 'PRINOS' projects. The first project aims to make the Außenweser ‘digital’, so to speak, as it is perceived a potential competitive disadvantage that Bremerhaven and the Außenweser area have not had any Nautical Terminal Coordination to date. The aim of this project – in which bremenports, EUROGATE and the Hamburg Vessel Coordination Center (HVCC) are working side by side – is to make better use of existing terminal capacities with transparent and continuously updated information and to optimise resource planning, as well as to plan ship calls in advance and thus also reduce fuel consumption. “Digitale

Außenweser’ aims to involve the navigators, shipowners, handling companies and many other stakeholders in events in such a way that the current traffic and communication processes in this area can be analysed in detail. This way, a decision can ultimately be made on a suitable digital-operating concept that everyone can back,” said Becker.

The 'PRINOS' project – which stands for Port Railway Information and Operating System – is a new IT system with a modular structure that is intended to further improve operations at Bremen’s port railway. The 'PRINOS' real-time operating roll-out is planned in three stages: firstly in September at the Bremen Grolland site, then from October in Bremen Innenhafen, and from December in Bremerhaven. As a common data platform, the PRINOS customer portal is intended to enable up-to-date communication between those authorised for access, the shunting service providers and the terminals. This aims, in particular, to support capacity planning, scheduling, statistics and fee-taking for the port railway.

Building on these two pilot projects, Becker stated that they then intend to successively implement further digitalisation projects, always with the aim of securing the competitiveness of Bremen’s ports in the long term. “To be in the top of our field, we need to actively shape the Smart Port transformation and make it attractive for everyone. This is what we are starting to do now,” explained the IT manager. However, change always involves risks. That is why it is conceivable that there will sometimes be setbacks on the way to a digital port structure. What is important is to stick together on the journey. (bre)





# Thinking outside the box

The EMS-Fehn-Group specialises in particularly large, voluminous and heavy loads. In addition to technical expertise and its own equipment, the Leer-based company group considers good external and internal communication as its key USP.

When it comes to the project cargo industry, thinking through all the options and costing is imperative, because even ports that initially seem logistically rather distant can ultimately be the cheapest and/or fastest way to reach the destination.

**T**he fact that Dominic Sleur conducted the interview for this article from Finland is significant in several respects. Firstly, Scandinavia is an important market for the EMS-Fehn-Group, of which he is CSO (Chief Sales Officer). Secondly, the four large-scale transport projects in the region can best be managed personally on site, according to his philosophy.

And the fact that onshore wind farms currently play a large role in Finland is no coincidence. After all, these are part of the core business of the group, which has a total of 18 companies with branches or their own offices in ten countries. “We do a lot globally in the onshore wind energy segment and have also seen strong growth in recent years,” Sleur emphasised. “This applies, amongst other things, to services with large cranes, with which we as a group support the construction of wind farms, for example, in Sweden and Finland.”

In Scandinavia, in particular, demand has skyrocketed recently: “The demand for logistics and crane services is huge and will continue to rise, given the onset of the energy crisis,” observed the CSO. “The same is true in principle for the whole of Europe.” Offshore wind energy, on the other hand, which is also being strongly expanded, has so far tended not to be amongst the group’s core areas. But that could now change: “We definitely see potential there and note the large cargo volume. Naturally, this segment is interesting for us, for example when it comes to the transport of turbines as well as cranes for their handling.”

## Owning assets is core to corporate philosophy

The company also gets ahead thanks to its assets. For example, it has two port terminals of its own – one in Durrës,





## Nacelles are typical cargo at the Bremen and Lower Saxony seaports

Besides parts for onshore wind farms, however, the group also transports equipment of a very different nature. One example was an asphalt mixing plant for an international manufacturer: “For the NYK shipping company, it was the largest single shipment on a RoRo shipping vessel in Bremerhaven to date.” Typical cargoes in the region also include wind turbines, which are handled in the Bremen and Lower Saxony seaports.

Regardless of the cargo type, the relationship with customers is of great importance in the project cargo business. After all, more intensive communication and coordination is necessary compared to containerised cargo. However, it is this that can be extremely challenging, given that every customer has different needs. These include both country-specific and corporate cultural differences. “For some customers, for example, it is quite important that we adhere to a hierarchy when reporting. Other companies lack experience in logistics, and they are understandably very grateful when we take just about everything off their hands concerning transportation.”

With every job, it is essential to always check everything carefully. “The most important thing is to be meticulous,” Sleur emphasised, “from the planning, to the costing, to the documentation for billing.” While this may sound simple in theory, this is not always the case in reality. For example, for the four projects currently running simultaneously in Finland, there are at least eight ports that can be used along the west coast. “Of course, it’s tedious to talk to all the liner shipping companies and to go through all the pre- and post-haulage configurations, especially when these are not logistically obvious at first glance.” In the end, however, this approach can be cheaper, faster, or both.

“If I don’t check all the options and it turns out afterwards that there would have been another more attractive option, someone else will get the order next time,” explained the CSO. Flat hierarchies and good communication are therefore imperative. “Being able to ask every question is a must,” stressed Sleur. “It’s the only way to find out whether, for example, instead of a Canadian port, arriving at one on the US East Coast would ultimately be much cheaper – even with the 2,000 kilometres of rail transport that would follow. If this plan is then communicated well, it is a clear USP. (cb)

Albania’s most important port, and the other in Papenburg, Lower Saxony. In addition, the operation of a further terminal is currently being established at the EFG Heavy Haulage site in Lübeck. Goods are also being handled and stored there already.

The company has its own fleet of general cargo ships, too, with a total carrying capacity of 2,600 to 9,650 tonnes each. “Our ships are mainly used in European coastal traffic and some of them have their own loading gear,” reported the Chief Sales Officer. And the group also relies on its own vehicles for land transport by road. These include tractor units equipped for heavy-load transport, together with a large number of different trailers.

The value of these assets is particularly evident in times of disruption. “It’s very important that when the going gets tough, we can always fall back on our own ships, just as we can on our own lorries,” Sleur explained. These eventualities have certainly increased as a result of the current situation. “A few years ago, it was much easier to accommodate project cargo on ships. As a rule, it was possible to get several suppliers interested in transporting a cargo load at the same time, which of course had a positive effect on the price,” said the CSO. Since then, the market has completely turned on its head. According to Sleur, it is no longer a matter of negotiating a price discount, but of choosing the shipping company that is resilient enough to perform even in difficult times.

Moreover, in the project cargo business, the 50 per cent increase in ocean freight rates compared to the pre-pandemic period is particularly problematic. “In some cases, the projects were costed two years ago, so of course that much buffer is not included in the budget,” highlighted the sales director. There are also significant changes to scheduling. “At the moment, large volumes from China already have congestion in the ports factored in at the enquiry stage of a project.”

## FACTS

### EMS-Fehn-Group

**Headquarters:** Leer.

**Established:** 1984

**Project cargo by ship in 2021:** cargo tonnes in the seven-digit range

**Number of companies in the group:** 18

**Branches/own offices:** 10 countries

**Group turnover in 2021:** approx. 120 million euros

**Employees:** approx. 360 (280 onshore and 80 offshore)

More information:  
[www.ems-fehn-group.de](http://www.ems-fehn-group.de)

# Together, hybrid research is better



Scientists and students use the wind tunnel, specially optimised for researching sailing systems.

At the Maritime Technical Centre Leer, scientists from the Faculty of Maritime Studies and Maritime Sciences at Emden/Leer University of Applied Sciences and the Fraunhofer Institute for Wind Energy Systems (IWES) in Bremerhaven are jointly driving maritime research forward.

**W**ith the University of Applied Sciences Emden/Leer and its approximately 110 professors and 4,600 students, Lower Saxony is already well positioned with Leer as a shipping location. With the Maritime Technical Centre, opened a year or so ago, research and teaching at the Faculty of Maritime Studies and Maritime Sciences will now be improved even further. Indeed, the new large-scale laboratory, in which Lower Saxony has invested about 6.4 million euros, will act as an information and service hub for the region and beyond.

"The special feature of the Maritime Technical Centre is that the Emden/Leer University of Applied Sciences and the Fraunhofer Institute for Wind Energy Systems (IWES) from Bremerhaven are jointly developing a research location for sustainable maritime mobility," reported Jann Strybny, Professor of Maritime Environmental Engineering and Fluid Mechanics, who also researches at Emden/Leer. In addition, Strybny was responsible for the scientific management of

the planning and construction of the technical centre and for preparing the cooperation with IWES.

## Development, construction and operation of wind propulsion systems for commercial shipping

Of particular importance for the pilot plant is the Fraunhofer 'Sustainable Maritime Mobility' working group, which is establishing close cooperation between the university and IWES under joint management at both locations. "Our core interest here is the transformation of shipping into a more sustainable transport system using renewable energy sources," explained Strybny. "A major focus of our work will be the development, construction and operation of future-oriented wind propulsion systems, i.e. sailing technology for commercial shipping."

Firstly, this involves the direct use of wind energy, for example from superstructures installed directly on the ship, such





A sailing combination ferry for the Marshall Islands is currently being developed in the towing tank.

as Flettner rotors, wingsails or dyna-rigs. In simplified terms, wingsails are vertical aircraft wings, and dyna-rigs are raft-based, i.e. mostly rectangular or trapezoidal sail systems. "Unlike other systems, however, kites are unlikely to become established, as they are costly to maintain and don't guarantee a long service life," admitted Strybny. "What is viable for the future, on the other hand, are very powerful wind propulsion systems that can be highly automated and operated reliably with few crews and minimal risk of damage." The second possibility is the indirect use of wind energy in the form of artificial fuels, which can then be used on ships with classic combustion engines or fuel cells.

"Overall, the level of development of the use of wind propulsion in shipping is roughly comparable to that of wind energy in the 1980s," the professor reported. "Back then, for example, the rated power of the first onshore turbines was 55 kilowatts. Today, the largest wind turbine on the UK's east coast has a rated power of 14 megawatts, meaning 255 times the original figure."

## Learning from wind energy

This is why the working group 'Sustainable Maritime Mobility' also wants to focus on crossover and upscaling effects between sailing technology and classic wind energy systems. "Just as the learning effects in classic wind energy have led to upscaling, we also want to use this for propulsion technology. In particular, the mechanical and materials science advances in the wind industry can be transferred to marine," Strybny explained. "We see this as a major opportunity of the cooperation with Fraunhofer-IWES."

This type of propulsion involves columnar sails whose rotating cylinders provide propulsion. With a diameter of three metres, they have been in operation for four years on the 'Fehn Pollux' of Leer-based Fehn Ship Management, for example. With a new high-tech passenger ship for a northern German client that is being equipped with a sail system on deck, there is already another concrete application in the region.

"For tankers, 60-metre-high rotors with a diameter of ten metres are quite conceivable, of which four to six are then installed," Strybny explained. Before mass installation, however, a number of questions still need to be clarified, such as how many rotors should be installed on deck, how large they should be, and how this affects the aerodynamics.

## Small but precise: all experimental facilities in one large laboratory.

The newly built large laboratory is now available for this purpose. "This is unique for Germany," emphasised Strybny. "This is because here we have brought together powerful large-scale research equipment for all relevant maritime-technical processes in a single large test hall." The spectrum ranges from towing tank, wave machine and manoeuvring basin to wind tunnel and troughs for studies on sediment transport to a ship propulsion laboratory and a maritime acoustics laboratory. "In the planning phase, the emphasis was not on maximising size, but on completing the multitude of processes and the facilities' extraordinary precision," he explained. "This is possible because the modelling is hybrid, which means we work with mathematical models and back them up with laboratory tests."

Very important to Strybny, however, is cooperating with the Lower Saxony Wadden Sea National Park Authority. In doing so, the laboratory and the exhibition areas are to be developed as an extracurricular place of learning to interest schoolchildren in the future of the seas. There are so many ways how this can now begin in Leer. (cb)

## FACTS

### Maritime Technical Centre Leer

**Large laboratory:**  
Faculty of Maritime Studies and Maritime Sciences, Emden/Leer University of Applied Sciences.

**Construction period:**  
March 2019 to June 2021

**Construction costs:**  
approx. 6.4 billion euros

**Employees:** 40 (Maritime Studies), 12 of them in the Fraunhofer 'Sustainable Maritime Mobility' working group.

More information:  
[hs-emden-leer.de](https://hs-emden-leer.de)  
[maritimes-technikum.mixality.de](https://maritimes-technikum.mixality.de)

# Fostering in-person connections

## Breakbulk Europe in Rotterdam

After a two-year hiatus, Breakbulk Europe started with a bang once again in May – and this time in Rotterdam. More than 10,000 participants from over 120 countries attended the world's largest trade fair for project cargo and bulk cargo over the three-day event. bremenports and Seaports of Niedersachsen also took part.

The experts at the joint stands of bremenports (left) and Seaports of Niedersachsen (right) were in great demand in Rotterdam.



**T**he Bremen-based operators presented at a newly designed 150-square-metre trade fair stand, along with 15 co-exhibitors, demonstrating the wide range of logistics solutions at the Bremen and Bremerhaven ports. The Lower-Saxony-based operators were represented at their joint stand by speakers from 16 companies across their nine locations, who presented both in person and via a digital information pillar with their virtual business card.

The teams from Bremen and Lower Saxony had only positive things to say after their three days in Rotterdam. “The trade show was a complete success,” summarised both Ronald Schwarze, Head of Marketing at bremenports, and André Heim, CEO of Seaports of Niedersachsen. Their co-exhibitors were equally enthusiastic. Jörg Kaplan,

Vice President Breakbulk at J. MÜLLER Weser: “After such a long time living with the pandemic and its restrictions, it was so liberating to be able to connect with customers and business partners again in a natural way. The presentation at the Seaports of Niedersachsen joint stand was not only very important for the market visibility of J. Müller and the Seaport of Brake, but also for rapport-building with the other Lower Saxony ports.” Timo Siebahn, Managing Director at epas (ems ports agency & stevedoring), had a similar view: “We felt a great sense of optimism this year because we were able to meet customers and partners again after so long. The ports of Lower Saxony were just as diverse as the visitors and exhibitors in attendance.” Oliver Fuhljahn was especially commending: “On behalf of the Hafenwirtschafts-



gemeinschaft Cuxhaven and der Cuxport GmbH, I would like to give special thanks to the Seaports team. The organisation in the run-up to the event, the excellent hotel arrangements, and both the logistics and implementation have consistently turned the event into a positive and productive trade fair experience,” said the Head of Business Development Automobile Logistics at Cuxport.

Edzard Bölts, Managing Director of Sloman Neptun Shipping, gave similar praise to bremenports: “The stand organisation was great. As exhibitors, we had almost nothing to take care of.” Moreover, Bölts pointed out how important in-person networking

of CHS Container Group, emphasised the importance of trade fairs when it comes to both strengthening existing business relationships and establishing new ones. At the same time, he noted: “For the ports of Bremen and their resident companies, Breakbulk Europe has been a crucial event for years, as we are a central port for the handling of precisely the goods concerned and many companies here specialise in this field.” As such, it is already a given that Ronald Schwarze and André Heim will be firmly behind the next Breakbulk Europe – returning to Rotterdam from 6–8 June 2023. The exhibition space for these dates has already been booked, the two confirmed. (bre)



was after two years of pandemic-related restrictions: “It was an experience to finally have real P2P conversations again, to discuss and initiate business. For us and the Bremen site, Breakbulk Europe is the most important trade fair amongst the many trade fairs related to breakbulk cargo, project cargo, heavy-load cargo and oversized cargo.” Carsten Hellmers, CEO of Alexander Global Logistics, also highlighted the exceptional function of the event: “Thanks to various exchanges, we were not only able to share know-how on logistics concepts with long-standing partners and suppliers, but we also received important tips for new customer business. Face-to-face meetings are more effective than video conferences,” said Hellmers. Last but not least, Christian Leopold, Managing Director

Many companies from the project cargo and bulk cargo sectors have already marked the next Breakbulk Europe event in their calendar.



# SAVE THE DATE

Due to the pandemic, scheduled dates and events are liable to change, sometimes at short notice. The dates for some of the maritime commercial and logistics events listed here have already changed several times recently. The information published on this page is subject to change. Please consult our website [www.logistics-pilot.com/event-kalender/](http://www.logistics-pilot.com/event-kalender/) shortly before an event is due to take place to ensure there have been no changes. Thank you!



## 2022

### AUGUST

**16. 8. 2022**

#### Hafen trifft Festland

[www.seaports.de](http://www.seaports.de), [www.jadeweserport.de](http://www.jadeweserport.de)  
Dortmund, Germany

**31.8.2022**

#### Hafen trifft Festland

[www.jadeweserport.de](http://www.jadeweserport.de)  
Duisburg, Germany

### SEPTEMBER

**7. – 8. 9. 2022**

#### Short Sea Shipping Days

[www.shortseashipping.de](http://www.shortseashipping.de)  
Lübeck, Germany

**15. 9. 2022**

#### Logistics Talk

[www.bremenports.de/en/events](http://www.bremenports.de/en/events)  
Vienna, Austria

**27. – 29. 9. 2022**

#### Breakbulk Americas

[www.americas.breakbulk.com](http://www.americas.breakbulk.com)  
Houston, USA

**27. – 30. 9. 2022**

#### WindEnergy Hamburg

[www.windenergyhamburg.com](http://www.windenergyhamburg.com)  
Hamburg, Germany

### OCTOBER

**29. – 2. 10. 2022**

#### German Shipping Day

[www.deutscherschiffahrtstag.de](http://www.deutscherschiffahrtstag.de)  
Bremen/Bremerhaven, Germany

**11. 10. 2022**

#### BHV-Hafencub

[www.bhv-bremen.de](http://www.bhv-bremen.de)  
Bremen, Germany

**19. – 20. 10. 2022**

#### Hydrogen Technology Expo

[www.hydrogen.worldexpo.com](http://www.hydrogen.worldexpo.com)  
Bremen, Germany

### NOVEMBER

**3. 11. 2022**

#### Logistics Talk

[www.bremenports.de/en/events](http://www.bremenports.de/en/events)  
Stuttgart, Germany

**8. 11. 2022**

#### BHV-Hafencub

[www.bhv-bremen.de](http://www.bhv-bremen.de)  
Bremen, Germany

**5. – 10. 11. 2022**

#### CIIE China International Import Expo 2022

[www.ciie.org](http://www.ciie.org)  
Shanghai, China

**8. – 10. 11. 2022**

#### transport logistics Americas

[www.tl.americas.org](http://www.tl.americas.org)  
Miami, USA



## GERMAN PORTS



# German North Sea ports close ranks

First joint reception in Berlin

Closer cooperation between the German North Sea ports is possible. This was reflected by the joint evening event held by the Northern German seaports in Berlin in June. More than 100 participants followed the panel discussion headed by DVV Publishing Director Oliver Detje. Under the heading “German North Sea Ports – Heading into the Future Together”, representatives from business and heads of ministries responsible for the ports discussed the future strategies of these sites. The competitiveness of these ports was at the forefront of discussions, especially in comparison to the ports in Belgium, the Netherlands and France, all of which receive substantial state aid. Another major topic was upgrading the infrastructure. Dr Claudia Schilling, Bremen’s Senator for Science and Ports, emphasised: “Redevelopment of a national port strategy is absolutely crucial in the current climate. The supply of energy as well as the independence of Germany in terms of power can only be guaranteed if the German government and federal states work together closely.” And Michael Westhagemann, Hamburg’s Senator for Economic Affairs and Innovation, stressed: “We need to be quicker off the mark. The framework conditions need to be right. Only then, will we be able to develop the future of the



ports together.” As regards the timely planning and realisation of the LNG terminal in Wilhelmshaven, Dr Berend Lindner, State Secretary of Lower Saxony’s Ministry for Economic Affairs, Labour, Transport and Digitalisation: “An efficient transport network and a well-developed infrastructure are vital for North German ports. It is imperative that we further accelerate infrastructure projects compared to the western ports, in order to strengthen the competitiveness of our seaports.” In future, and that was clearly evident in Berlin, all the attendees want to provide additional impetus for close port cooperation with further joint event formats. (bre)

Experts in Berlin (left-right): Lutz Könnert (Association of German Seaport Operators), Kay Lohse (German Sea Shippers Committee in the Federal Association of German Industry), Dr Alexander Geisler (Hamburg and Bremen Shipbrokers Association), Dr Claudia Schilling (Senator for Science and Ports of the Free and Hanseatic City of Bremen), Oliver Detje (DVV Media Group), Dr Berend Lindner (State Secretary of Lower Saxony’s for Economic Affairs, Labour, Transport and Digitalisation) and Michael Westhagemann (Senator for Economic Affairs and Innovation of the Free and Hanseatic City of Hamburg).

## Two events in Bavaria

‘Hafen trifft Festland’ in Munich and Nuremberg

In early May, “Hafen trifft Festland” made two stops in Bavaria – one at the Motorworld in Munich and one at the DB Museum in Nuremberg. JadeWeserPort-Marketing and its partners were able to welcome more than 100 guests on its mini Bavaria roadshow. In Munich, Frank Erschkat (TFG Transfracht) welcomed the guests before André Heim (Seaports of Niedersachsen) outlined the latest developments taking place at the Seaports of Lower Saxony and Ingo Meidinger (Container Terminal Wilhelmshaven) and Oliver Bergk (EUROGATE) talked about the prospects for companies from the Munich industrial area using Germany’s unique deep-water port in Wilhelmshaven. Finally, Christian Süß (TFG Transfracht) reported on direct routes to Wilhelmshaven with AlbatrosExpress. Following this wealth of information, the successful event was rounded off with a visit to Motorworld in Munich and an evening get-together. A similar programme was in store for guests to the Nuremberg event hosted by Michael Moehlmann (Container Terminal Wilhelmshaven),

Oliver Fuhljohn (Cuxhaven Port Association) and Marcus Braue (DFDS Germany). Here, the contents were naturally geared to the economic area of Central Franconia. The tour around the DB museum gave the guests a thrilling insight into the world of railways before participants continued to talk shop over snacks (bre).



Organisers and guests delved into the history of German railways in the DB museum in Nuremberg.

## COMPACT

**BRUSSELS.**

In May, **Sotiris Raptis** was appointed secretary general

of the European Community Shipowners' Associations (ECSA). The 41-year-old Greek came to ECSA as Director of Maritime Safety & Environment in 2020 and has been Acting Secretary General since October 2021 alongside Finance Director Katalin Dobranszky-Bartus. Raptis succeeds Martin Dorsman from the Netherlands. He sees his main activities as dealing with the climate crisis, the switchover to more sustainable fuels and maintaining competitiveness in the industry.

**BREMEN.**

Communicative rotation at the **BLG LOGISTICS Group**. According

to BLG, Stefanie Effner, Head of Corporate Communications & Marketing, left the group by 'mutual agreement' in June. She was succeeded by **Julia Wagner**, who has worked for BLG for almost ten years. Besides her expertise in corporate communications, she is exceedingly well connected, both internally and externally. Effner has headed internal and external communication as well as marketing of BLG since she was appointed in spring 2020.

## BHV: All presidium members unanimously re-elected

**BREMEN.** After a two-year break due to the pandemic, members once again attended the annual general meeting of members of the Bremischen Hafen- und Logistikvertretung (BHV) in June. The "Umgedrehte Kommode" in Bremen was the venue for roughly 90 guests. The BHV members voted unanimously for the previous members of the presidium – **Christoph Bruns**, **Patric Drewes** and **Werner Pöser** (left to right) to continue on the executive committee of BHV for a further term. Stefan Schultze, on behalf of the Association for Stevedoring Companies in Bremen and Bremerhaven, and Joachim Zeppenfeld, on behalf of the Bremen Chamber of Industry and Commerce, were elected onto the extended executive committee. Members confirmed Christian Lankenau as the representative of Bremerhaven's port industry.



## ZVDS: Knudsen succeeds Koopmann

**HAMBURG.** At its AGM in May, **Jens B. Knudsen** was elected unanimously as the new chairman by the Association of German Seaport Operators (ZVDS). He succeeds Christian Koopmann (Peter W. Lampke), who no longer ran for this office during the regular elections. Knudsen is the managing director of shipping and logistics service provider Sartori & Berger based in Kiel. ZVDS is a national organisation and represents the interests of shipbrokers.



## Hellmann appoints Nolf as CCO Americas

**OSNABRÜCK.** Hellmann Worldwide Logistics recruited **Julia Nolf** as Chief Commercial Officer (CCO) for the Americas region. In this position she is in charge of the sales, business development, marketing and account management division in North and Latin America. As a regional management team member, she reports directly to the Regional CEO Peter Huewel. Nolf can look back on a 15-year career in business development, sales, marketing and HR.

## Rodi promoted at K+N

**SCHINDELLEGI.** The Board of Directors of Kühne + Nagel International has appointed **Dr Hansjörg Rodi** to the management board as from 1 August. Rodi will assume responsibility for Road Logistics. He will succeed Stefan Paul, who will, on the same date, become the new CEO of Kühne + Nagel Group and replace Detlef Trefzger. Rodi has worked in executive positions for Kühne + Nagel since 2016 – most recently as the head of the European region.







## Gruschka is new chairman of MCN

**LÜBECK.** The Maritime Cluster Northern Germany (MCN) has had a new chairman since June. **Prof. Bastian Gruschka** (2nd from right) from the Bremen City University of Applied Sciences succeeded Knut Gerdes. Martin Pieper (Martin Pieper Management Consultants) was re-elected as deputy chairman by the members. New committee members include Holger Ritter (Drynet) and Torben Taeger (Alfa Laval Mid Europe). Sebastian Echternach and the newly elected Frank Kerstedt (both from Steuerberatung Mazars) will serve as auditors.



## All change at DGZRS

**WILHELMSHAVEN.** The team of volunteers of the German Maritime Search and Rescue Service (DGZRS) in Wilhelmshaven has had a new foreman since May. **Stephan von Wecheln** (r) has taken over the honorary post from **Erwin Clausen**. Von Wecheln is a trained chemical technician, has been involved in disaster relief and has been a volunteer sea rescuer since 2013. The 46-year-old considered himself well prepared for his task before taking office: "Erwin and I have worked together very closely in the past," said von Wecheln.



## Guttrof reinforces Zech Logistics

**BREMEN.** Since June, **Michael Guttrof** has become the second managing director at Zech Logistics. Previously, he was the managing director of Bremen-based overseas forwarding company Kopf & Lübben. Guttrof, along with Jürgen Oyen, both head the logistics service provider with offices in Bremen and Delmenhorst. With over 30 years of experience in freight-forwarding and logistics business, Guttrof brings with him the necessary tools to optimise the company's network and services, according to a spokesman for the Zech Group.

**Niedersachsen  
Ports**

## Our Ports. Your App.

With our free NPorts-App you are allways up to date and know, what happens in our ports.

JETZT BEI  
**Google Play**

Laden im  
**App Store**

EDITION  
OCTOBER  
2022

## Focus on: Poland

Poland has developed inconspicuously to become Germany's fifth most important trading partner. The turnover in trade between these neighbours reached a historic level last year at 147 billion euros. We are going to take a closer look at this upswing.

## Point of view

**Dr Sönke Maatsch, Head of Maritime Markets, Institute of Shipping Economics and Logistics (ISL),**  
on the topic of Poland

“

The self-image of Polish ports has changed permanently since the development of the deepwater container terminal in Gdansk, even though the terminal was not a success from the start. After the terminal opened in 2007, only feeder ships were initially handled here. In spite of worldwide demand for container shipping, goods handled were originally less than 200,000 TEU. The breakthrough came with the global financial crisis that led to an overcapacity of shipping space in the industry. It was worthwhile for liner shipping companies to call at more ports than before, in order to save on feeder costs. The calls in Gdansk were initially intended to supply the Polish market. As time passed, the terminal developed into a transshipment hub – with feeder services to Finland and Russia. Transshipment has now soared to more than 2 million TEU. This used to be handled in the North Range ports and, primarily, in German ports. Consequently, they have suffered loss of market share. A reversal of this trend is not anticipated, even with rising charter rates. Deepwater terminals are also planned for the other two Polish container ports of Gdynia and Szczecin. The new terminal in Szczecin, in particular, could reshuffle the cards in the hinterland, as – in contrast to Gdansk and Gdynia – it offers a clear distance advantage to Prague and the nearby surroundings compared to Hamburg or Bremerhaven. Consequently, they could establish themselves on the Czech market, which is also important for the German ports. Whilst German ports are concerned about this development, it is positive for shippers in Central Eastern Europe, as they can choose from various alternatives with different benefits. The German ports will also offer shorter transport times in the future.

”



PHOTOS: VECTORSTOCK/SIRANAMWONG, PRIVATE

**LOGISTICS PILOT**  
ISSN 2195-8548

**Publisher:**

bremenports GmbH & Co. KG  
Hafenstraße 49, 28217 Bremen  
www.bremenports.de  
Ronald Schwarze  
Phone: +49 421 30901-610  
Fax: +49 421 30901-624  
Email: marketing@bremenports.de

**Project lead and advertisement:**

Ronald Schwarze  
Phone: +49 421 30901-612  
Email: marketing@bremenports.de

The advertising price list from  
10/11/2021 is valid.  
www.bremenports.de/logistics-pilot

**Publishing house:**

DVV Media Group GmbH  
Heidenkampsweg 73–79, 20097 Hamburg  
www.dvmedia.com

**Project management:**

Thorsten Breuer, responsible;  
Sven Mentel, Anna Schöнал

**Editor:**

Thorsten Breuer (bre), responsible;  
Claudia Behrend (cb)  
Email: redaktion.logisticspilot@dvmedia.com

**Layout:**

Monique Dobrzalak  
freelanceexpress.de/freelancer/modo-design-3212

**Print:**

müllerdtitzen, Bremerhaven  
www.muellerdtitzen.de

Printed on 100% recycled FSC paper

**LOGISTICS PILOT** is published six times a year in a print run of 5,000 copies (German). All volumes are also available as a PDF file in German and in English at

www.bremenports.de/logistics-pilot.

To view them, please scan

the QR code.

You can also find us at

www.logistics-pilot.com.

A free app with all

volumes is available

in the App Store and

in Google Play.



The publication, its articles and its illustrations are protected by copyright. Any copying or distribution must be approved by the publishing house or publisher. This shall also apply to electronic use or transfer into databases, online media (Internet), intranet or other electronic storage media. The publisher and publishing house decline any liability for photos, manuscripts and other data media submitted without request.

**This magazine is a joint project of:**

- bremenports GmbH & Co. KG
- Bremische Hafen- und Logistikvertretung e. V.
- JadeWeserPort-Marketing GmbH & Co. KG
- Seaports of Niedersachsen GmbH





# NACHHALTIGKEIT? LOGISTISCH GEHT DAS!

Wir sind der erste deutsche Logistikdienstleister,  
dessen Klimaschutzziele durch die SBTi anerkannt sind!

[www.blg-logistics.com](http://www.blg-logistics.com)

PORT  
DEVELOPMENT  
CONCEPT→2035

The economic performance of the Federal Land of Bremen depends essentially on the ports. They are Bremen's economic backbone. The political objective of Bremen's government is to consolidate and expand that key role. The HEK 2035 (Port Development Concept) has been prepared in consultation with everyone involved in the port business. It will reveal opportunities and describe how the Federal Land of Bremen plans to achieve these objectives.



Order your hard copy of the Port Development Concept here. Available in late summer.

[marketing@bremenports.de](mailto:marketing@bremenports.de)

HEK  
HEK  
HOORAY●

#ausgeHEKt