

EDITION  
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# LOGISTICS PILOT

 GERMAN PORTS

Magazine for Ports, Shipping and Logistics



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# CON TAIN ER



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# Singapore's lifeline – how the pandemic has changed their port

Dr Norbert Riedel, German ambassador in Singapore



Dear readers,

Seaports are without doubt the gateways to the world. Yet, the COVID-19 pandemic has given us a painful reminder of what it means when these gates are suddenly closed. It has also shown us why seaports are critical to our infrastructure. After all, if clearance at ports is held up, entire supply chains can come to a standstill. Images of cargo ships strung together like a floating beaded necklace, or of mountains of containers gradually piling up and frustrating lorry jams

at the entrance to the seaports illustrate just how significant the problem really is.

For the city-state of Singapore, the seaport is their lifeline. After Shanghai, it is the second largest port in the world, with connections to 600 other ports in over 120 countries. Strategically located on the world's busiest waterway, the port handles an average of 130,000 ships, 30 million containers and half of the world's annual crude oil supply each year.

Nothing should be able to slow it down, not even a global pandemic. It must be said, however, that the Singaporean approach to working under COVID-19 is hugely impressive. Last year – despite a two-month lockdown – the port experienced only minimal failures in its operations. This is thanks to the innovative methods adopted, which include 'bubble-wrap' crew changes, non-contact supply through the use of drones, or guided damage assessment and repairs, both performed remotely. In the crisis we're all enduring, the port is leading the way with its ultramodern technological advances, and other port locations across the globe could benefit from the techniques Singapore has developed for working under pandemic restrictions.

This is particularly true where German-Singaporean trade relations are concerned. These are developing encouragingly, not least thanks to the free trade agreement struck between the European Union and Singapore, which has been in effect since 2019. In order for bilateral trade relations to develop to their full potential in times of crisis, the resilience of transport and supply chains needs to be strengthened. This is where the seaports in Lower Saxony and Bremen can make a valuable contribution. Ports cannot be left behind!

Best wishes,  
Dr Norbert Riedel

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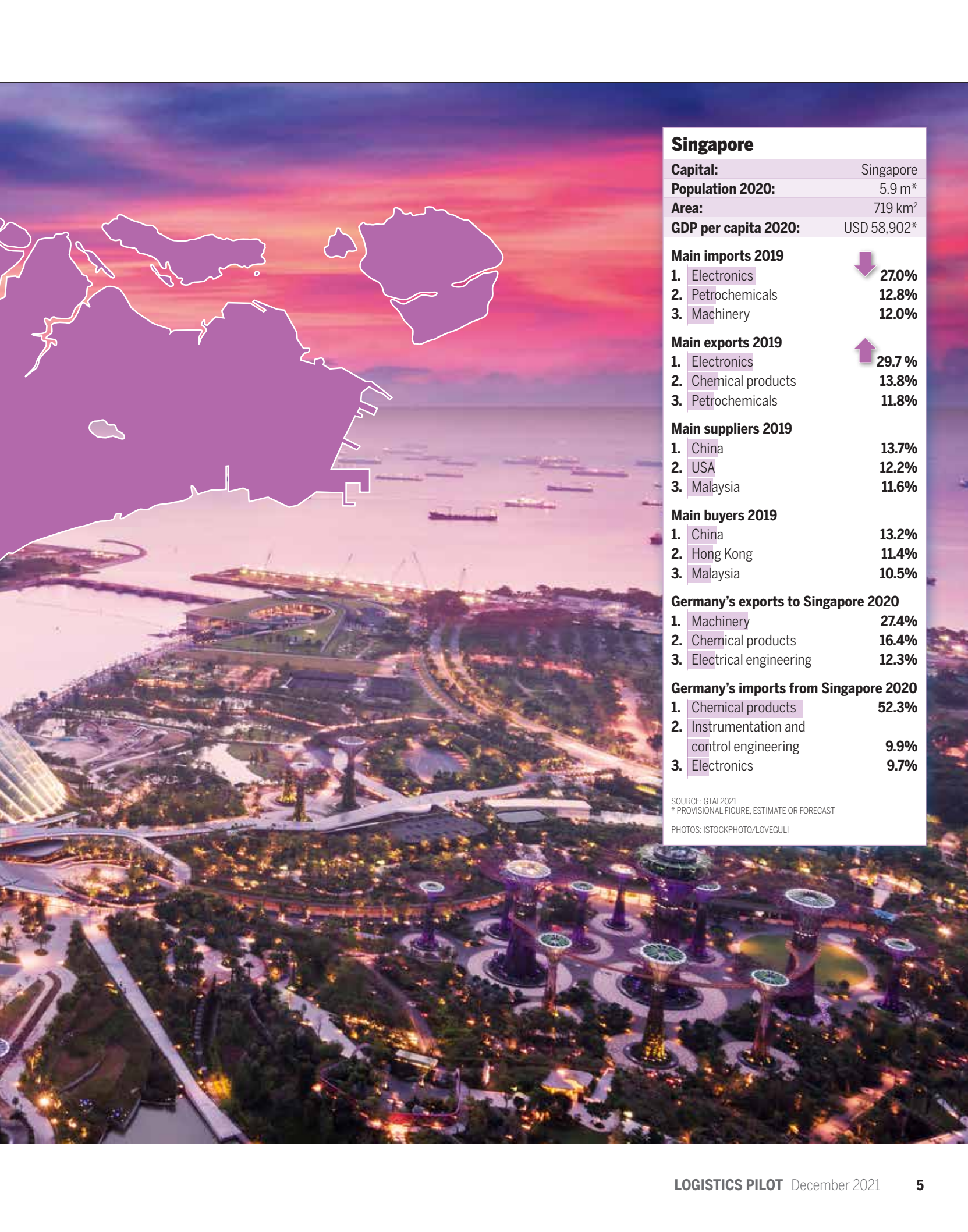
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# A multi-faceted metropolis spanning 700 km<sup>2</sup>

In terms of area, Singapore is the smallest state in Southeast Asia. With one main island, three larger and 58 small offshore islands, the city-state off the Malay Peninsula covers an area of just 719 km<sup>2</sup>. Nevertheless, as the only country in Asia with an AAA credit rating, it is regarded as a multi-faceted metropolis – a veritable melting pot of Asian cultures, a hugely significant hub for the global movement of goods, and an important financial centre. In light of this, Singapore is not only a popular retail paradise for many, it is also a symbol of progress, high quality of life and security. However, the country also has one of the strictest legal systems in the world.



## Singapore

<b>Capital:</b>	Singapore
<b>Population 2020:</b>	5.9 m*
<b>Area:</b>	719 km <sup>2</sup>
<b>GDP per capita 2020:</b>	USD 58,902*

**Main imports 2019**

1. Electronics	↓ 27.0%
2. Petrochemicals	12.8%
3. Machinery	12.0%

**Main exports 2019**

1. Electronics	↑ 29.7%
2. Chemical products	13.8%
3. Petrochemicals	11.8%

**Main suppliers 2019**

1. China	13.7%
2. USA	12.2%
3. Malaysia	11.6%

**Main buyers 2019**

1. China	13.2%
2. Hong Kong	11.4%
3. Malaysia	10.5%

**Germany's exports to Singapore 2020**

1. Machinery	27.4%
2. Chemical products	16.4%
3. Electrical engineering	12.3%

**Germany's imports from Singapore 2020**

1. Chemical products	52.3%
2. Instrumentation and control engineering	9.9%
3. Electronics	9.7%

SOURCE: GTAI 2021  
 \* PROVISIONAL FIGURE, ESTIMATE OR FORECAST

PHOTOS: ISTOCKPHOTO/LOVEGULI

## COMPACT

**LEER.** In October, Fehn Ship Management, a member of the EMS-Fehn-Group based in Leer, intensified its cooperation with the Latvian Maritime Administration and expanded its range of services. "We are proud to have been appointed as an official point of contact in Germany by the Latvian authorities," stated Matthias Hesse, Managing Director, Fehn Ship Management. We are now able to offer owners and management even better assistance in registering vessels under the respective EU country.

**BREMEN.** In September the Berufsbildungsstelle Seeschiffahrt (BBS), which is responsible for the monitoring of the vocational training of ships' mechanics and for advice on training opportunities in the shipping sector, handed out the awards for 'Best Training Organisation,' 'Best Trainer' and, for the very first time, 'Best Teacher' during the course of the '15th Bremen Shipping Industry Congress'. The prize for the best training organisation went to Bundesanstalt für Landwirtschaft und Ernährung (Federal Office for Agriculture and Food), and its trainer, Steffen Nöckel was honoured for outstanding achievements. The award for teachers at vocational schools in the maritime sector went to Oliver Baum from the Schleswig-Holsteinischen Seemannsschule, a naval school in Travemünde.



## A clear signal: port alliance is worthwhile

**HAMBURG/BREMEN.** The topic of the North German Port Alliance (**norddeutsche Hafenallianz**), which is essentially represented by the ports of Hamburg and Bremen and the port service providers HHLA and BLG/EUROGATE, is also gaining ground at a political level. **In a joint statement issued by the four senators** – Claudia Schilling, in charge of Science and Ports in Bremen, Michael Westhagemann, responsible for Economic Affairs and Ports in Hamburg, as well as Andreas Dressel (Hamburg) and Dietmar Strehl (Bremen), the

senators responsible for finance – they are convinced **'that an alliance is worthwhile'**. It will lead to 'a strengthening of the maritime locations along the German Bight'. Furthermore, all four encouraged the two major port logistics companies on the River Weser and River Elbe to continue their efforts with the aim of arriving at a solution that meets the interests of all parties. At the same time, the senators pledged to provide 'close and constructive support' to the process.



## 'Amisia' dredges in a highly automated manner

**OLDENBURG.** In September, State Secretary Enak Ferlemann presented the grant for 'Amisia' to the chairman of the supervisory board of NPorts Bernd Althusmann. This **research project to develop a highly automated dredging vessel** aims to make sediment management in the Port of Emden more productive and environmentally friendly in the future. The 'Amisia' grant is for 3.23 million euros, of which 73 per cent is funded by the Federal Ministry of Transport and Digital Infrastructure (BMVI) via the IHATEC funding programme. The project is scheduled to run for three years and is being carried out by TÜV Rhineland Consulting.



## BLG LOGISTICS celebrates alongside Hyundai

**BREMEN/DODENDORF.** The **BLG Group has enlarged its automotive logistics site in Dodendorf in the Magdeburg Börde**. The domestic terminal, the area of which has now been increased by 95,000 square metres to make a total area of 230,000 square metres, is used exclusively by Hyundai Motor Deutschland for their expanding used car business, and can now cater for around 11,000 new and used vehicles. Andrea Eck (right), member of the BLG board and head of the Automobile division, and Wang Chul Shin, President, Hyundai Motor Deutschland, symbolically cut the red and white ribbon at the inauguration in September.



## UECC puts its money on Cuxhaven

**CUXHAVEN.** The Norwegian shipping company **UECC has included Cuxhaven in its Baltic Service since October.** Various imports from Russia and Finland are unloaded and transported onwards to the European hinterland. In addition, UECC operates regular crossings from Cuxhaven to the United Kingdom as well as to the other ports in the shipping company's network. The two LNG-operated **ro-ro vessels** 'Auto Energy' and 'Auto Eco' operate a weekly rotation and are handled by BREB and Cuxport, which are both members of The Port of Cuxhaven (HWG).



## Ports of Bremen on course for the future

**BREMEN.** bremenports is currently working on the further development of the Bremen port concept on behalf of Claudia Schilling, Senator for Science and Ports. The Bremen port industries and other interest groups are also involved in drafting the concept, which is due to be complete by summer of next year. **Three workshops involving the stakeholders have already taken place** – on 6th October as well as 4th and 25th November. "The continuation of the Bremen port concept is intended to make the ports of Bremen fit to take on the diverse challenges over the coming years. We wish to strengthen the competitive edge of the Bremen ports and lay the foundations for further growth. The process is now in full swing and aims to develop further the Bremen port concept," stated Senator Schilling.



## Start of construction works for 'super-scale' wharf

**BREMERHAVEN.** In November, the first strike marked the beginning of the construction of the new Columbus wharf in Bremerhaven. Most of the works are due to end within two years and the completion date is earmarked for autumn 2023, by which date a wharf measuring 620 metres will be built into the sediment of the Weser river, the gaps between filled with sand, secured and new passenger bridges installed. The final stage will be the completion of an 800-metre new building. bremenports talks of a wharf on a superlative scale, boasting 259 bearing piles, 258 filling piles and 245 batter piles.



## Laying the foundations for C3 in Bremen

**BREMEN.** In October, the foundations were laid for a new logistics centre within GVZ Bremen, Germany's largest freight traffic centre. According to BLG LOGISTICS, it will set standards as far as customer benefits, environment protection and meeting employee needs are concerned. As from autumn 2022, **BLG LOGISTICS** intends pooling the distribution of the parts required for production in the international assembly plant of a German vehicle manufacturer in C3. The abbreviation C3 stands for the first letters of the words Customer, Climate and Comfort, and refers to the building's three service features.

## COMPACT

**BREMEN.** This year **bremenports** presented the **'greenports awards' for the eighth time running. Two awards went to the Dutch shipping company Holwerda Shipmanagement in the categories 'Ship with the lowest emissions' and 'Fleet with the lowest emissions'.**

With an Environmental Ship Index (ESI) of 56.11 points, their ship 'MV Freya' was ahead of all other competitors in both categories. "The determining factor for 'MV Freya' was most especially the technical solutions for avoiding emitting nitric oxide into the atmosphere," said bremenports' Managing Director Robert Howe. At the same time, he commented that there is an increasing number of ships that have significantly higher environmental indices than prescribed by legislation. Nevertheless, climate change necessitates 'an even faster pace'.

**BREMERHAVEN.** Extensive roadworks started in October on the Senator-Borttscheller-Straße in the port area of Überseehafengebiet. The road surface is to be renewed between the entrance to Eurogate Container Terminal/ Container Freight Station and the Amerikaring junction, and traffic improvements are to be made, in order to facilitate accessibility to the car terminal. The renewal and expansion of the road surface will cover 10,000 square kilometres.



## Expansion of offshore hydrogen production

**HANOVER.** The Offshore Wind Energy Foundation published its first **Demand and Potential Analysis on Green Hydrogen Production from Offshore Wind Energy in Germany** in September. According to the study, more than 60 gigawatts of installable offshore power can be achieved on the basis of the new spatial plans, provided that all available options are utilised. The analysis, prepared by the consultancy Deutsche WindGuard, stated that more

than 1.2 million tonnes of green hydrogen could be generated per year. For **Olaf Lies (SPD, right), Lower Saxony Minister for the Environment and Energy**, the study shows that offshore wind energy is the key factor in achieving the climate goals. Lies continued: "Without offshore expansion, we will not be able to achieve either climate neutrality or the amount of electricity and hydrogen needed for it."



## Port and countryside development go hand in hand

**BREMEN.** In September, numerous visitors took up the **'Cycling Day in the Luneplate'** invitation from bremenports and used the opportunity to learn more about what is so special about this area, which was created as part of environmental compensation measures. The Bremen Senator for Science and Ports, Dr Claudia Schilling (left), took to the road by bike in order to experience the **largest nature reserve in the federal state of Bremen**. According to Schilling, "the Cycling Day is ideal to show how the structural port development can go hand in hand with countryside development".

## Increased expertise in refrigeration at Nordfrost

**SCHORTENS.** As from 1 November, **Nordfrost** has taken over the operation of **RS Reefer Service GmbH in Bremen** and has since continued to run the business of the specialist for Reefer container services under its own name. The full service offered by Reefer containers fits fully into our port strategy and extends our range of services, allowing us to undertake repairs to refrigeration units in addition to carrying out the PTI check. The recently acquired team represents a massive gain for us," summarised Nordfrost Managing Director Britta Bartels.







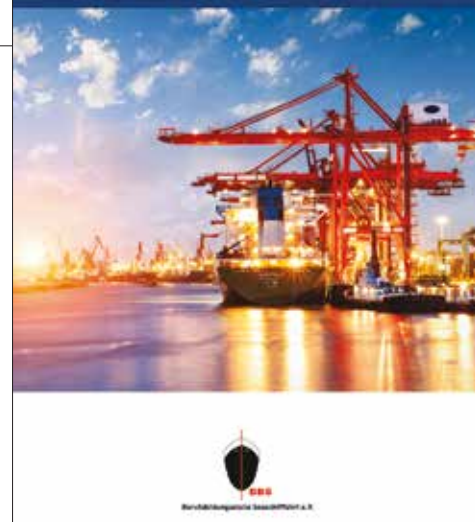
## Hellmann looks back on 150 years

**OSNABRÜCK.** This year Hellmann Worldwide Logistics is celebrating its 150th anniversary. The family firm, which was founded by Carl Heinrich Hellmann in Osnabrück in 1871 with only a single horse and cart, has developed over four generations to become one of the largest international logistics companies. **Today, Hellmann has 263 branches and is represented in 59 countries.** With roughly 11,000 employees worldwide, the Hellmann family has built up a global network of companies with almost 500 offices in 173 countries.



## Anker Schifffahrt has two reasons to celebrate

**EMDEN.** With around 40 customers and partners, the Anker Schifffahrts-Gesellschaft celebrated the official opening of its extended loading station for lorries and the completion of the new lorry terminal in Emden in October. According to Autoport, the expansion means more than 2,000 car transporters can be handled on the new grounds every month. Jörg Conrad, owner and CEO of the Leschaco Group as well as managing director of Anker Schifffahrts-Gesellschaft, emphasised the significance of Emden as a port location and its positive economic prospects.



## BBS advocates 'Meer machen'

**BREMEN.** In its Annual Report 2020 published in October, the Maritime Training Centre (BBS) focuses on the adverse effects of COVID-19 and calls for more work to be done for maritime training in Germany. Although the trend in the number of new entrants for the apprenticeship to become a ship mechanic was positive, there was a decline in the figures recorded for officers' assistants due to the pandemic. The new BBS website [www.machmeer.de](http://www.machmeer.de), which roughly translates as 'make waves', will hopefully, among other things, draw more attention to the maritime sector as a career.



## BHV presents latest trends in project logistics

**BREMEN.** In September, the Bremische Hafen- und Logistikvertretung (BHV) sent out invitations to attend the 'Fachforum Projektlogistik,' a virtual event organised by BHV. It was the eighth time that this forum took place with representatives from the industry who spoke about the current situation in the market. Results from the latest 'BHV Project Logistics Monitor' were presented, and more than 60 companies took part. The survey revealed, among other things, that increasing volumes are expected in 2022 and that the project logistics location of Bremen/Bremerhaven has excelled thanks to the quality and extensive range of its logistics services.



## Social engagement accompanies the company's anniversary

**BREMEN.** True to the motto '200 years, 200 hours,' J. MÜLLER gave his apprentices time off to undertake numerous charitable tasks in Brake and Bremen as part of the bicentenary celebrations. The first task took place in September in the Apfelkulturparadies in Bremen during the 'Day of Caring,' which involved weeding, getting the tree house ready for the winter months and clearing the tree trail. Other tasks included the apprentices painting walls of a homeless shelter, building climbing frames in playgrounds or going on a day out with residents from a nursing home.



# The hype around the hub

Singapore – living up to its title as the Lion's City. The metropolis is also one of four major economies comprising the 'Tiger States' in Asia, marked by exponential economic growth in the second half of the twentieth century. It therefore comes as no surprise that the city-state is considered an apex player today – especially when it comes to finance and global trade of goods.

**B**oasting a network of 26 bilateral and regional free trade agreements, Singapore has a sure foothold within the global economy. Furthermore, the country is one of the most valuable trading partners in Asia for German companies. "Singapore is Germany's largest export destination in Southeast Asia. Bilateral trade of goods amounted to around 11 billion euros in 2020," notes Laurence Bay, Ambassador of the Republic of Singapore in Berlin. According to the German Federal Foreign Office, exports from Singapore amounted to around 4.7 billion euros and German exports to Singapore came to around 6.1 billion euros in 2020. In line with these figures, Laurence Bay points

to the favourable conditions within the city-state and to the more than 2,000 German companies operating there. In addition to the significance of being the third-largest petrochemical refiner in the world, he sees the port of Singapore as a key guarantor of the Southeast Asian country's economic success: "With its connections to 600 ports in over 120 countries, it is not only the second busiest port in the world (after Shanghai, editor's note) but also a key node in the global supply chain and a crucial part of our international connectivity. With limited land and no natural resources, our global maritime hub status is a sheer necessity for economic survival," explains the ambassador. ■■■



## Singapore's 'next-generation port'

The upcoming Tuas Mega Port in Singapore has been divided into four construction phases and will be the largest container terminal in the world with a total capacity of up to 65 million TEU upon completion post 2040. In addition to the physical port, Tuas Mega Port will also be a digital and automated port. Among other things, there are more than 1,000 battery-operated self-driving vehicles and a fleet of almost 1,000 autonomous cranes. During the ongoing megaproject, the plan is to successively reduce port operation in the city zone, to be ceased completely at a later date.

"The Singaporean government is investing in the future in order to meet the growing demand for container handling facilities and to satisfy the needs of mega-alliances in the process of consolidating the industry," says Er Tham Wai Wah, Chief Engineer and Senior Director Engineering & Project Management at the Maritime and Port Authority of Singapore (MPA). "Our plan, which was first announced in 2012, is to relocate and strengthen the operation of the container port to Tuas in western Singapore. The vision is to build an intelligent port for the coming generation that will increase productivity, optimise space utilisation, improve safety and heighten sustainability." According to MPA, the first Tuas Mega Port dock will be operational by the end of 2021, thus completing the first phase of the project. (bre)



"Singapore is Germany's largest export destination in Southeast Asia."

Laurence Bay, Ambassador of the Republic of Singapore in Berlin

■ ■ ■ To preserve its maritime dominance, Singapore plans ahead of demand. This includes the development of the Tuas Mega Port, which has been under construction since 2015. "When completed in the 2040s, it will consolidate all container port operations at a single location and be capable of handling up to 65 million TEUs per year – almost double our current capacity. Consolidating all container-handling facilities at Tuas will significantly reduce inter-terminal haulage operations and greenhouse gas emissions," Laurence Bay asserts. He believes that the EU-Singapore Free Trade Agreement (EUSFTA), which entered into force in November 2019, will also provide a further boost. It is the first agreement of its kind with a member of the Association of Southeast Asian Nations (ASEAN) and regulates, among other things, issues such as the abolition of import duties and taxes, or simplified market access for service transactions.



“Reducing pandemic-related waiting times in ports.”

Sebastian von Hayn, Head of Network & Market Europe/Asia at Maersk



## Strategically located

But how are the services offered by the island state received by trading partners outside Singapore, especially those in the maritime sector? And what are the challenges that must be negotiated? The LOGISTICS PILOT has its finger on the pulse of the market with regard to these questions. The insights are consistently positive and are corroborated by the comments recently gathered by Laurence Bay at a meeting with top executives from several large and medium-sized shipping companies in Hamburg: “Almost without exception, they point to Singapore’s global maritime and air connectivity, world-class infrastructure, political stability and business friendliness as among the chief reasons why they regard Singapore to be the premier hub in one of the world’s most dynamic regions,” says the ambassador.

For example, the world’s largest shipping company, A.P. Moller-Maersk, currently calls at the ports of Tanjung Pelepas and Singapore with over 40 liner services (by the company’s account). It makes particular use of Singapore’s strategically favourable location at the crossroads of important trade routes – both for regional and global business. “Market demand from Asia to Europe in particular is high and will continue to increase in view of Christmas and Chinese New Year. The biggest challenge at the moment is to reduce the long waiting times in the congested ports caused by the

pandemic,” explains Sebastian von Hayn, Head of Network & Market Europe/Asia at Maersk. Against this background, he sees Maersk’s end-to-end container logistics service network as a major advantage when it comes to shipping cargo globally via alternative routes and ports to ensure that the goods reach their destination with less delay than is often the case at present. On the special features of Singapore, von Hayn says: “The infrastructure and operations at the port there are world-leading. In addition, productivity is high because there is regular investment in renewing the landside and waterside infrastructure. This, in turn, reduces idle time and increases efficiency”.



## Largest bunker port in the world

The third-largest shipping company in the world, CMA CGM, shares a similar perspective. It currently operates five liner services from Germany, two of which travel via the JadeWeserPort in Wilhelmshaven, to Singapore. In parallel, the CMA CGM-PSA Lion Terminal in the port there has an annual operating capacity of 3.1 million TEU, according to the company, and handles an average of 28 CMA CGM Group ship calls per week. Stéphane Courquin, Chief Executive Officer of CMA CGM Asia-Pacific explains: “Singapore offers a sophisticated infrastructure and a favourable business environment for carriers”. Likewise, Singapore’s continued pursuit of technological advancement and decarbonisation is, for him, in line with CMA CGM’s commitment to advancing digital and sustainable shipping. In this context, Courquin also refers to Singapore’s role as the world’s largest bunker port and to an event held there in March this year on board the ‘CMA CGM Scandola,’ the first ship-to-ship LNG supply in Asia. His colleague, Peter Wolf, Managing Director of CMA CGM Germany, uses the topic post-haste to build a bridge to Lower Saxony: “Wilhelmshaven, as the only deep-sea port in Germany, offers the CMA CGM Group an additional opportunity to serve its biggest and most advanced LNG class.”



“Singapore offers a highly developed infrastructure.”

Stéphane Courquin, Chief Executive Officer of CMA CGM Asia-Pacific



Peter Wolf, Managing Director, CMA CGM Germany



“An excellent logistics partner.”

Martin Breuer, Head of Logistics Procurement at Symrise

## High throughput speed and efficient customs clearance

For Symrise, the logistics connection to Singapore has become fully honed this year. Since 2003, the supplier of flavours and fragrances, as well as base and active ingredients for cosmetics, has been transporting its products from Bremerhaven to the city-state. “In the meantime, with the support of the logistics service provider Leschaco, we are shipping two to three TEU per calendar week along this route. The containers are intended for our subsidiary in Singapore and contain up to 80 individual items, ranging from raw materials, to premixtures and finished products,” says Martin Breuer, Head of Logistics Procurement at Symrise. The company, headquartered in Holzminden, Germany, produced nearly 22,000 tonnes of material for local and regional customers at its two locations in Singapore last year – these are used in products such as shower gel, toothpaste or ice cream.

“Singapore is an excellent logistics partner for Symrise. What stands out to us about the port with regard to how our goods flows are handled is the high throughput speed, professional and efficient customs clearance and short processing times,” says Breuer. Before things ran as smoothly as they do now, Symrise had to make a number of adjustments, especially when it came to gradually reducing its number of sea freight cargo shipments (LCL) and replacing as many as possible with FCL loads. “In the beginning, any Asia-bound delivery loads that did not make up a complete container load were consigned as LCL shipments. Besides the high-cost expenses per shipment, this also resulted in time-consuming processing every time an import was made in the destination country,” explains Breuer. Following extensive checks made of the charge flows, Symrise now only sends a limited amount via LCL loads – for example, in instances when the materials being sent cannot be loaded into a container in close proximity with other loaded substances. “By doing so, we have been able to achieve considerable savings in freight costs, significantly reduce the rate of damage during transit and ensure a more predictable, well-timed supply for our subsidiary in Singapore,” explains Breuer. The optimised supply chain now also serves as a model for supplying the Symrise plants based in China, the US, South Africa and Brazil.



## Economic benefits from EUSFTA

Singapore also plays an important role for Nippon Express, a global logistics company, as part of its global logistics network. That is why the Japanese company, which offers warehousing and customs clearance and more alongside its onshore, offshore and aviation transportation services, has had its own subsidiary in Singapore since 1973. This location, which has served as the regional headquarters since 2012, also established the Global Sales Strategy Division/Global Key Account Sales (GKAS) in 2018. “These steps have enabled us to further strengthen both our global orientation beyond Japan and our presence in the vital intra-Asia market,” explains Bipin Chinnappa, APAC Business Development Director at Nippon Express Global Logistics and Deputy Speaker of the (BLV) Federal Logistics Association. For him, Singapore is one of the most important distributing centres for global trade: “Singapore acts as a gateway to Asia. Whilst the country mainly exports electronics, chemical products and machines, domestic consumption is catered for almost exclusively by imports, especially electronics, pharmaceuticals and food. Ships, aircrafts and trucks are the main freight methods deployed for this, whereas rail transport hardly plays a role here”.

In his view, there are a number of factors that make the island city-state particularly noteworthy for securing foreign investors. Besides low corporate taxes and a secure environment, these include the low crime rate and high quality of life. He sees the EU-Singapore Free Trade Agreement (EUSFTA), mentioned earlier in this issue, as an additional, persuasive argument for German companies to trade with Singapore. “This has already abolished customs duties on 84 per cent of all products imported into the EU from Singapore. The same should happen within the next three to five years for the remaining 16 per cent,” said Chinnappa. However, due to Singapore’s specific

“The city was particularly hit by the pandemic.”

Bipin Chinnappa, APAC Business Development Director at Nippon Express Global Logistics and Deputy Speaker of the (BLV) Federal Logistics Association’s ‘Chapter Singapore’



role in global trade, there is also a particular potential for risk, namely if international supply chains come to a halt for unforeseeable reasons: “As a metropolitan melting pot, the city has been particularly hit by the coronavirus pandemic. Many sectors, including the construction sector, wholesale and retail trade, as well as the hotel and hospitality industry recorded large double-digit slumps in sales,” explains Chinnappa. According to Germany Trade and Invest (GTAI), gross domestic product (GDP) in Singapore fell by 5.4 per cent in real terms in 2020.

## Rising from the ashes of the pandemic

Despite these temporary setbacks, the ambassador of the Republic of Singapore in Berlin is cautiously optimistic about the future of his country. “Before the COVID-19 pandemic, we had embarked on ambitious plans to be the world’s first ‘smart nation’, build a new mega-port and advance the development of autonomous vehicles. The pandemic has delayed some of our plans, but it has not changed the direction in which we are heading. We strive to emerge stronger in the post-pandemic new normal. That’s why I am relatively confident that we will see development in these areas as well as other frontiers,” says Laurence Bay. (bre)



# “A little flattery goes a long way”

When taking a business trip to Singapore, you can expect an exciting melting pot of nationalities to accompany the international, state-of-the-art business sphere. This diversity is particularly challenging to navigate when finding a formula for success in dealings with business partners. One endeavour is paramount, however: mastering the fine balancing act between confidence and etiquette.

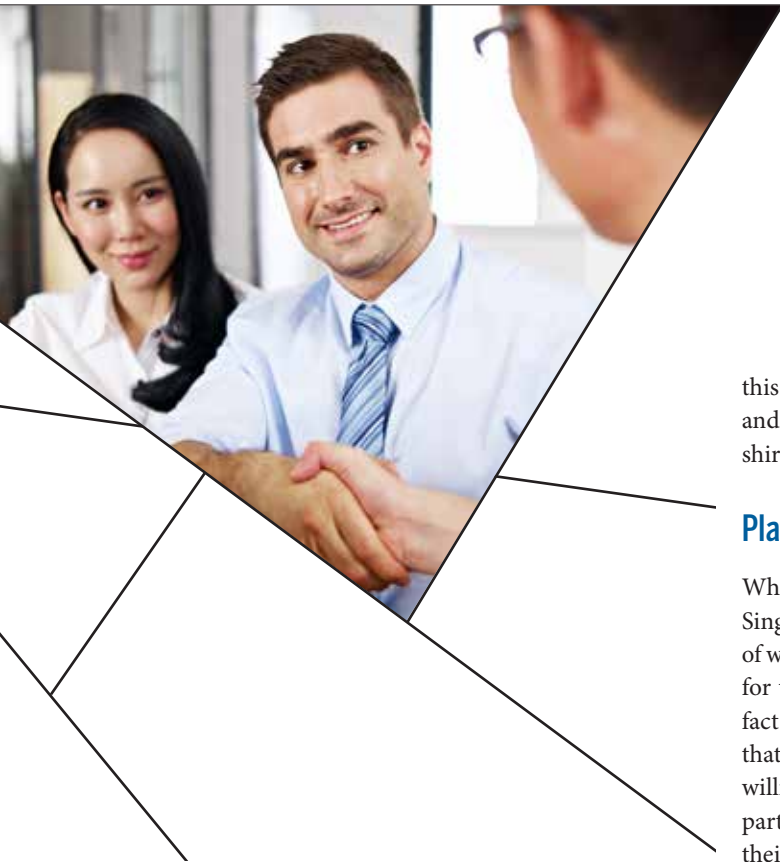
In Singapore, a state heavily influenced by its high population of Chinese expats, European guests must be prepared to encounter contacts who negotiate in a way that may seem a little opaque and vague, and who, for their part, find the ‘time is money’ approach rude. “For the locals, it is way more important to always put mutual understanding and unity with their partners first during business meetings. This also includes avoiding critical remarks as much as possible and omitting the word ‘no’ from their vocabulary as much as possible,” says the native Sino-Malaysian Molly Ng. As an intercultural relations coach and consultant, she has many years of expertise in German-Asian cooperation and has already supported numerous international companies with training courses focusing on intercultural knowledge exchange. In light of her wealth of experience, she advises:

“Never lose your composure, no matter how difficult the situation may seem. Always conduct yourself with confidence because anything else will be interpreted as uncertainty and lack of competence on your part.” The most important thing is to maintain the balance between a confident and consistent approach, and a polite, reserved demeanour. “This is the only way to save face and respect others, in order to put the business relationship on a solid footing,” explains Ng.

## Mandarin business cards are not essential

In order to ‘click’ with their counterpart, Europeans should also be patient and allow sufficient time for chit-chat in order to establish a proper relationship of trust. “When getting to know one another, it doesn’t hurt to compliment the delicious





food and development in Singapore or to express admiration in another way. There's always a little flattery involved in relationship-building," Ng says with a wink. It is less tactful, however, to try to convince the people of Singapore of the supposed advantages of democracy or to embark on any other fundamentally political or religious discussions. On the other hand, it could be helpful to make an initial approach through a mutual contact, who, in an ideal scenario, could promote both parties and make them aware of possible no-goes.

In addition, good English language skills and the ability to interpret non-verbal signals from counterparts, such as silences and smiles, are essential for successful communication. To ensure this, it is of course helpful to familiarise yourself with the attitudes, values and mentality of the Singaporeans before your trip. Ng also recommends using business cards with titles in English. She is less convinced on the recommendation of some business guides to print the back of business cards with gold, Mandarin text. "In my opinion, this is over the top," says Ng. However, she recommends that you hand over and accept business cards with both hands and always hold the card in a readable direction for the recipient. She also points out that the business handshake greeting is far less firm in Singapore than in Germany. "Europeans should not criticise this, but rather see it as an expression of restraint and respect," Ng stresses. In return, the guest can show their appreciation by turning up to scheduled meetings on time and dressed appropriately. "Both smart and casual business attire are welcome. For women,

this means that skirts or dresses should fall below the knee, and for men, they should save their jeans, shorts and polo shirts for their free time," explains Ng.

### Platforming women

When it comes to gender equality, Europeans visiting Singapore will soon notice the encouragingly high number of women in management positions. "There are many reasons for this," says Ng. "This development is due, in part, to the fact that large family units are very much valued here and that grandma and grandpa are therefore usually more than willing to look after the little ones. As such, parents – and particularly mothers – are able to place greater focus on their work than is the case in Germany." Likewise, the range of private and state-owned crèches available in Singapore is very large, and childcare is often offered between the hours of 6 a.m. and 7 p.m. "That would also be a great thing to think about for Germany, wouldn't it?" she suggests, before briefly going on to talk about hierarchies. "They play an important role in Singapore. Therefore, it is important to always keep in mind that you should be negotiating with people with as close a status to you as possible. It is important to greet higher-ranking individuals first and also allow them to sit first at the table." That being said, for those breaking a sweat at the thought of so many different challenges: Singapore is still the most Europeanised destination in all of Asia. (bre) ■

"Hierarchies play an important role in Singapore."

Molly Ng, intercultural coach and consultant





## “Quarantine is taken seriously here – it’s not just a friendly recommendation!”

For Falk Schulte, Singapore is a veritable hub featuring a unique blend of players involved in the shipping industry. From the Southeast Asian city-state, the Harren & Partner expert reports on everyday working life since the beginning of the COVID-19 pandemic, future discussions on the topic of decarbonisation and his professional destiny.



Falk Schulte, Representative Asia/Pacific and Senior Technical Superintendent at Harren & Partner

Falk Schulte has been working for Harren & Partner (H&P) as their Asia/Pacific Representative and Senior Technical Superintendent in Singapore since June 2017. From his office there, he controls not only the technical management of the shipping company’s own vessels, but also that of external shipping companies that have entrusted the use of their ships to H&P. For example, Schulte is currently responsible for a number of bulk carriers belonging to Oldendorff Carriers. This means that, with the exception of the crew, he takes care of almost everything required to keep the ocean giants running – from class certificates and spare parts supply to regular services, for example for safety equipment. He is also on hand to assist with all manner of technical problems on board the ships, either providing help and advice himself, or ensuring that the most suitable manufacturers or specialist companies are brought in to rectify the matter swiftly, allowing the ships to be operational again in a timely fashion.

For a good 20 months, however, the 40-year-old’s daily work routine has been considerably different. “In the years before the COVID-19 crisis, the ratio of office-based to on-board tasks was around 70:30. Since the pandemic has taken over our lives, this ratio has shifted significantly to the detriment of on-board activities,” Schulte explains. Moreover, since the coronavirus outbreak, working at the office has become the exception rather than the rule, as he now works mainly from home. The rules in Singapore currently state that all tasks that can be performed from home must be performed at home, if doing so is at all possible. Alongside this, Schulte’s travel activities, for example to inspections in Malaysia, Thailand or China, have come to a complete standstill. “Travel within Asia is still highly restrictive, especially as the return trip to Singapore almost always has a 10 to 14-day quarantine attached to it. What’s more, Singaporean quarantine isn’t just a friendly recommendation from the local health authorities; you’re obliged to stay isolated inside your hotel room, you’re



With special ships such as the 'Svenja', Harren & Partner operates worldwide. As Technical Superintendent, Falk Schulte (centre left), based in Singapore since 2017, keeps the ocean liners running.

not allowed to leave, and the only food provided is left outside your door three times a day for you to collect," Schulte continues. Indeed, Schulte believes he must have spent more than seven weeks in hotel quarantine in Singapore during the past 12 months, following business trips. "This kind of quarantine isn't really a holiday, but it's not like prison either – amenities such as room service function as normal, even in the quarantine hotels." Overall, though, Schulte tells us that he has felt much safer in Singapore since the outbreak of the pandemic than he has during his short returns to Germany. The Southeast Asian city-state adopted a great deal of preventative measures early on and has implemented them in a well-organised and consistent manner, which kept the number of cases very low for long stretches of the pandemic.

### “Exactly the right move”

From a professional perspective, too, he tells us that relocating to Singapore was “exactly the right move” for him, having already worked as a technical inspector for H&P in Bremen from 2008 to 2017. He confirms that his new home has the status of a genuine ‘shipping hub’ – nowhere else in the world is there a comparable density of shipowners, financial institutions, charterers, brokers, agents, shipyards and repair facilities. “The main advantages of my presence in Singapore,” he explains, “are that I can respond more quickly to problems that occur on ships in the Eastern Hemisphere and visit them without having to travel for very long.” For example, it only takes about six hours to fly from Singapore to northern China or Western Australia, which means at least a day’s worth of time saved compared to travelling from Germany. “Plus you can access the networks I mentioned and the

Asian corporate culture more quickly than you can from Europe – at least that’s how it was before COVID-19,” he adds.

### Reducing speed and turning the light off isn't enough

Looking ahead, Schulte agrees that decarbonisation is inevitable. “I’m certain that this will probably influence the technical development of shipping in the next 10 to 20 years to a similar extent as the conversion from sailing ships to steam and, later, to motorised ships did back in the day,” he says. “Accordingly,” he clarifies, “the IMO’s goal of reducing total greenhouse gas emissions from shipping by 50% by 2050 will not be achieved by making ships sail a little slower and teaching crews to turn off the lights when they leave the room. Instead, it will require fundamental technological advances, of which the use of LNG is likely to be quite a small step.” According to Schulte’s estimations, whether it will ultimately be hydrogen or ammonia competing for top spot as the main fuel, or whether there will be a variety of parallel solutions, each intended for specific applications, is still up for debate. “Life as an engineer is never dull!” he quips.

It became apparent early on that this career was his calling. “When I was a kid,” he reminisces, “I actually wanted to be a ship’s captain, but my interest in technology took over during my school days. After leaving secondary school and serving in the German navy, I went on to study marine engineering.” Following a few years spent on board the container ships of a well-known Hamburg shipping company as a marine engineer, he went ashore in 2008 and became an inspector for H&P in Bremen, before moving to Singapore in 2017. (bre)

## FACTS

### Harren & Partner

**Main areas of business:** Heavy cargo transportation and engineering solutions, industrial logistics projects, vessel ownership and ship management services, offshore and salvage services, renewable energy logistics

**Established:** 1989

**Headquarters:** Bremen

**Employees:** 3,170 (approx. 2,900 sailors, approx. 270 employees on land)

**Fleet:** 84 units – consisting of heavy-lift carriers, bulkers, tankers, dock ships, container feeders, tugs, barges and offshore installation vessels

More information:  
[www.harren-partner.de](http://www.harren-partner.de)



# The man in charge

Upon leaving his role as a captain at Hapag-Lloyd in May of this year, Stephan Berger has swapped steering container ships with directing the fortunes of the ports in Bremen and Bremerhaven as the new head of the Bremen Port Authority, succeeding the retired Andreas Mai.

**T**he job description sounds quite bureaucratic when you look more closely ... “The port captain is responsible for ship control within the port area, port security and the approval of service providers to provide security-related services.” In Stephan Berger’s case, however, the concept of too much jargon is no cause for concern. After all, since stepping into the role as new port captain and head of the Hansestadt Bremisches Hafenamts (HBH), Berger’s work has so far been dominated by nautical tasks, and he is well aware of that. “I’m still working my way further into administrative duties,” the 40-year-old tells us with a smile.

Of course, this is an understatement – after the first few months, the former Hapag-Lloyd captain has not only familiarised himself with the administrative aspects of the role at a rapid pace, he can also faultlessly present the many areas of responsibility and competencies of his job and describe them in a structured and comprehensible manner. It must be said, though, that calling it ‘the top job’ is not altogether accurate. Strictly speaking, he has four jobs to

contend with – those of nautical officer and head of the port authority, as well as those of port captain for both Bremerhaven and Bremen. This all sounds more complicated than it is, and it is not always possible to separate these roles quite so precisely. “Simply put,” he explains, “I coordinate and organise the operation of Bremen’s ports.” Essentially, there are three sub-areas he is responsible for – those of port operations, port security and his administrative tasks.

## Port operations

One of his main responsibilities is to maintain the port’s operations. “I’m responsible for ensuring that shipping traffic in the port is safe and easy,” explains the captain. This work includes drawing up the traffic flow plan for the locks, and planning and monitoring them. The HBH works closely with bremenports in doing so, he expands: “We’ve already taken a big step forward here with the implementation of digital lock control, which supports the lock keepers in their work,” Berger reports proudly. ■■■

# of the port





Variety guaranteed – whether it is in the industrial port, the timber port, the Neustadt port or in Bremerhaven, Bremen's ports always offer

■ ■ ■ Another focus of his work is the monitoring of ship movements, such as the allocation of berths, where particular attention must be paid to draughts. “With the ‘digital Weser’ project, we’re looking to implement the just-in-time arrivals concept, JIT for short, in both Bremen and Bremerhaven in the future, in a similar fashion to the Hamburg Vessel Coordination Center,” says Berger. The terminal availability determines the optimum operating speed for the ship up to the pilot boarding point. In addition, Berger is also currently involved in designing a new port development concept for Bremen’s ports, which will lay the foundations for future port expansion.

The new port captain has already implemented his first IT project – optimising the provision of Automatic Identification System (AIS) data from ships. This information is used in the radio exchange of navigation and other data relevant to the safety and guidance of shipping traffic. “Previously, we received this ship data in raw form, meaning we ultimately couldn’t use it,” explains Berger. “Now, the data is updated around the clock and displayed on nautical charts, which gives us a quick overview of shipping traffic in and around Bremen’s ports.”

Last but not least, port operations include tugboats and pilots too. In both Bremerhaven and Bremen, the HBH is also responsible as a neutral authority for the licensing of maritime assistance companies, as they are correctly referred to under economic administrative law. As a state authority, it is also the supervisory body for port pilots. In contrast, the Weser pilots are only responsible in the port of Bremen, on the Weser and Jade rivers and in the territorial waters, and are under the authority of the German federal government. “When new port pilots are appointed, i.e. approved, I am one of the examiners,” he confirms.

With the launch of the ‘Hafenamt I’, chartered by bremenports, port captain Berger works in the Bremen port area.



### Port security

As in all seaports across the globe, the International Ship and Port Facility Security Code (ISPS Code) has been in force in Bremen and Bremerhaven since the 9/11 terrorist attacks in New York in 2001, and HBH is responsible for complying with it. “We are responsible for auditing the port companies and compiling the security policy for the entire port. We are, in turn, then audited by the coastguard,” explains the port captain.

PHOTO CREDIT: CLAUDIA BEHREND



port captain Berger a different challenge.

In addition, the HBH must be able to provide information about all hazardous materials in the port, where they are and in what quantities, at all times. “For this purpose, we receive the container numbers and the hazard classification from the terminal operators via the ‘BrePos’ port information system,” Berger explains. “We then carry out random checks to ensure that the containers are securely packed and correctly labelled.” Moreover, he adds, if customs officers notice anything in the course of their duties, the port authority is notified immediately.

Other important areas of responsibility for Berger are health and safety in the workplace and environmental issues. “We are also responsible for the terminals, including the sheds, for example in Holzhafen, Industriehafen and Neustädter Hafen, and we also check that access to the ship is safe,” he explains. “If we suspect something is not quite right, we take fuel samples and check their compliance with the sulphur limit. We have a testing device for this purpose in Bremerhaven.” The Berufsgenossenschaft Verkehr (BG-Verkehr) and the water police also bring their samples for checking with the HBH’s testing device.

### Administrative duties

Berger’s third area of responsibility is administration. In addition to digitalisation, he will also be focusing on environmental and climate protection in the coming years. “We expect the container terminal in Bremerhaven to be completely climate-neutral by 2030, which is, of course, really exciting right now,” he continues.

With this in mind, for example, supplying ships with shore power as part of the Greenports initiative is high on Berger’s agenda. “There are already six shore power plants for inland vessels,” he states, “and there should be more soon.” At which locations will this be and for which types of ships? This is something Berger is currently coordinating with bremenports Managing Director Robert Howe. “The first facilities will be built at the container terminal. Then, once the Columbus quay, is built, we can look at cruises,” says the port captain. The HBH itself wants to become greener, too. Indeed, the first step in these plans is to convert the launches chartered by bremenports to the alternative synthetic diesel fuel GTL (gas-to-liquids fuel) and the cars to electric drive. Newbuilds will also be fitted with alternative propulsion systems, such as fuel cells.

Looking back over the last six months, Berger’s initial task was to get to know the various players. This was, at times, not that easy thanks to the close coordination that exists between the local and state governments in a city-state like Bremen: “At first, I couldn’t always place where I stood with the port authority and wasn’t always sure who I had to talk to in order to achieve what I wanted,” Berger explains. What he did not expect, though, was his political proximity to the Senator for Science and Ports. “I’m a member of the port authority now, for example, which means the senator and I draw up port policies together. Being able to help shape the legal framework for a politically neutral authority is actually a lot of fun”. (cb)

### FACTS

#### Hansestadt Bremisches Hafenamt (HBH)

**Tasks:** Managing  
body of the port

**Head of Department  
and Port Captain:**  
Stephan Berger

**Locations:** Bremen  
and Bremerhaven

**Employees:** 80

More information:  
[www.hbh.bremen.de](http://www.hbh.bremen.de)

# Logistics turned upside down



Cell-based conveyor technology enables packages to be sorted more efficiently and containers to be unloaded more quickly.

Cellumation's goal is ambitious ... at some point in the future, every package delivered across the globe will have come into contact with one of the high-tech company's cells by means of smart conveyor technology, an innovation for which the Bremen-based start-up has already won a series of awards and attracted significant investors.

Football's potential is not limited to the confines of the playing area. Indeed, for Hendrik Thamer and Claudio Uriarte, it was watching a set of robots play the beautiful game that sparked their enduring inspiration. "As we were watching them play," Thamer tells us, "we started to ask ourselves what would happen if you just flipped the robots over, you know, turned them upside down." "Why can't we just take the robots," he continues, "turn them upside down and use their wheels to move packages and products around?"

This idea was first born back in 2012, when Thamer, who holds a doctorate in computer science and business administration, and his colleague, Uriarte, a mechanical and patent engineer, were working at the Bremen Institute for Production and Logistics (BIBA) research institute at the University of Bremen. "Originally, we wanted to improve the manner in which shipping containers are unloaded, thereby revolutionising the technology involved in cargo handling," Thamer explains. "As a start-up, however, you have to have a clear focus – for us, that was intralogistics," he continues, adding that there is a lot of demand in this area right now, especially given that e-commerce is booming.

This inspired the pair to begin developing their 'Celluveyor' – a portmanteau of Cellular Conveyor – or cell-based conveyor technology. The premise is based on a system of individual hexagonal modules or cells, each equipped with three wheels, controlled and moved by smart software that rotate in all directions. The rotating wheels then make it appear as if the packages are hovering above the conveyor system. Building on this idea, they founded Cellumation, their robotics start-up, in 2017 as an offshoot of the BIBA research institute.



## Modular conveyor system

Their latest product is called 'Celluveyor Bulksort' and is used by CEP (courier, express and parcel) service providers in their sorting facilities. Parcels and packages arrive in a somewhat haphazard manner at the distribution centres and initially have to be separated from one another and sorted before they can be processed further. "Until now, this has often been done manually, which is time-consuming, physically demanding and leaves you susceptible to making mistakes," says Thamer.

The 'Celluvator Bulksort' system now allows packages to be separated automatically and sorted into different baskets or outlets. "Our system can sort parcels based on their size, postcode and barcode, as well as labels and tags, with the aid of its identification system," Thamer explains. A 'vision system' that has several 3D cameras installed above it identifies the objects to be transported based on their barcodes. Data concerning their position within the system is then transmitted continuously, which allows any deviations from their expected position to be corrected immediately.

Using the system to unload containers is also part of the business model. "If the boxes contain general cargo that is not transported on pallets, unloading can be very time-consuming," reports the founder. What's more, the system developed in Bremen can also be used when very different products are stowed in a container in order to make efficient use of the freight space, especially when freight rates are extremely high, equipment is lacking and there is insufficient capacity on board. "We can use the automated system to sort and separate very different goods from one container simultaneously," says Thamer.

## Variable layouts

"Software control makes complex conveyor movements possible on a much smaller scale," explains the founder. One example, he continues, is the Celluveyor-Depal application for separating layers of packages, which can save 95% of floor space compared to conventional systems. The modular design also allows for variable layouts, based on customer requirements and product size, and cells can also be reused and merged into new systems. Since the software can identify the individual products, no long resetting times are required when goods change, Thamer explains. Those who opt to use the system do not have long to wait, in any case – from the moment of delivery, everything can be installed and fully up and running within just a few days. "The cells themselves don't require any maintenance, and the belts can even be replaced quite easily by non-professionals in less than five minutes," says Thamer, explaining how the founders have also taken maintenance times into account.

All this has apparently also won over their new investors,

Göttingen-based investment company Arkadien Finanz and its CEO Julia Schomburg, with whom the start-up was able to successfully conclude a second round of seven-digit financing in October. "In the future, our technology will also enable inner-city microhubs belonging to various last-mile service providers to function. Indeed, this is what we and our investor's co-shareholder, Boldly, are looking to be the first to launch in Göttingen," Thamer tells us.

With their product, however, the Bremen-based company has not only turned a team of footballing robots on its head, won start-up awards and successfully completed its second round of financing. Since last August, one of the company's 2.7 m<sup>2</sup> sorters, with a capacity of 3,500 parcels per hour, has been in operation at logistics service provider DHL in Greven. Indeed, it is safe to conclude that one zany idea has ultimately grown into a successful company that presently employs 60 people and is making plans to leap across the pond to the United States. They play football there, too, you know! Well ... kind of ... (cb)

## FACTS

### Cellumation

**Area of business:**  
Material flow  
optimisation in  
intralogistics

**Established:** 2017

**Headquarters:**  
Bremen

**Employees:** 60

More information:  
[www.cellumation.com](http://www.cellumation.com)

It was football that kicked everything off. The experts from Cellumation quite literally turned football-playing robots on their heads, which was the inspiration for their innovative idea.



# 2022

## January

**17. 1. 2022** ■ **Project Logistics Expert Forum**  
www.bhv-bremen.de  
Bremen, Germany

## February

**1 – 2. 2. 2022** ■ **Breakbulk Middle East**  
www.middleeast.breakbulk.com  
Dubai, United Arab Emirates

**8. 2. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany

**9. – 11. 2. 2022** ■ **FRUIT LOGISTICA**  
www.fruitlogistica.com  
Berlin, Germany

**10. 2. 2022** ■ **Hafen trifft Festland**  
(Port Meets Mainland)  
www.seaports.de, www.jadeweserport.de  
Dresden, Germany

**tba** ■ **Annual Press Conference of the Seaports of Lower Saxony**  
www.seaports.de  
Oldenburg, Germany

## March

**8. 3. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany

**10. 3. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events/  
Bielefeld, Germany

**15. – 17. 3. 2022** ■ **Intermodal South America**  
www.intermodal.com.br/pt/home  
São Paulo, Brazil

**30. 3. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events/  
Prague, Czech Republic

**31. 3. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events/  
Budapest, Hungary

## April

**12. 4. 2022** ■ **BHV-Hafenclub**  
www.bhv-bremen.de  
Bremen, Germany

**28. 4. 2022** ■ **Logistics Talk**  
www.bremenports.de/en/events/  
Neuss, Germany

**29. 4. 2022** ■ **30th Lower Saxony Port Day**  
www.seaports.de  
Emden, Germany



**GERMAN PORTS**

# 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. Further last-minute changes are likely after our editorial deadline. Please check regularly for updates.

**Trade fairs** ■  
**Customer events** ■

# Passionate about the hinterland

'Logistics Talk' in Stuttgart

The coronavirus pandemic, the battle against the climate crisis and the investment offensive adopted by the Ports of Bremen: these three topics dominated the 'Logistics Talk' event in Stuttgart in September. The Ports of Bremen, together with the event organiser bremenports, attended this event in person, visiting the hinterland for the first time after an absence of almost two years. Sven Riekers, Managing Director BLG Cargo, reported that the ports are currently experiencing a massive increase in the volume of cargo. The foreseeable changes due to climate change would also result in a significant impact on the global economy, which cannot even be estimated at the moment. Spokesman for bremenports Holger Bruns added that the Ports of Bremen intend to become climate-neutral by 2030. Dr Claudia Schilling, Bremen's senator for ports, welcomed around 60 guests from the Stuttgart area in an introductory video message with the words: "We are united by the passion for a strong economy. The Ports of Bremen are ideal partners for your innovative companies."



Experts in conversation: (left to right) Holger Bruns (bremenports), Sven Riekers (BLG Cargo), Heidi Mindermann (Group7) and Michael Schweizer (Transmaritim international) debate different aspects under the direction of moderator Axel Pusitzky (Radio Bremen).

# Abroad again ...

'Logistics Talk' in Graz and Vienna



The numerous guests, who attended the events in Graz and Vienna, also showed that the logistics experts there were pleased to meet each other in person again.

A few weeks after the event in Stuttgart, 'Logistics Talk' took place abroad, namely in Graz and Vienna, in mid-October – the first time since the forced break due to the coronavirus pandemic. After all, Austria is, alongside the Czech Republic, the strongest trading partner for the Ports of Bremen in Europe. That was the reason why the on-site events organised by bremenports brought together representatives from the Ports of Bremen industry and their Austrian customers. Mikkel E. Andersen (EUROGATE) and Robert Howe (bremenports) reported on the situation at the Ports of Bremen, while Markus Rameseder (Logwin Logistics) and Robert Groiss (Metrans Danubia) represented the Austrian side and contributed exciting facts to the discussions hosted by Bremen journalist Hilke Theessen. For the first time in the history of 'Logistics Talk', the on-site events were also broadcast live on the internet.

## COMPACT



**OSNABRÜCK.** In September, **Jutta Oeltjendiers**, Training Officer for Integration

and Language at Hellmann Worldwide Logistics, was appointed as the Regional Ambassador for Lower Saxony in the nationwide NETWORK companies integrate refugees. As the main contact, it is her job to encourage the networking of regional companies in order to promote the exchange of experiences and knowledge transfer. At the same time, Ms Oeltjendiers is able to use her know-how to mediate between industry and politics for the federal state of Lower Saxony. The network has set itself the goal of actively supporting employers in training and employing refugees.



**BREMEN.** In October, **Nicolas Biard** was appointed managing director of Röhlig France. The sales expert succeeds Erick Achaintre, who had held this position since 2007. Biard began his career at Röhlig Australia in 2006, where he worked for seven years, part of which was as sales manager in Melbourne. In 2013 he returned to France and was later appointed National Sales Manager for France.

## Michael Skiba: a positive appraisal before beginning his retirement

**BREMEN.** After 20 years as Head of Marketing at bremenports, **Michael Skiba** will be retiring from the port management company on 31 December 2021. Under his direction, 50 issues of LOGISTICS PILOT have been realised since October 2013. "LOGISTICS PILOT was originally intended to replace the magazine 'Weserlotse,' which we published.

The aim was to strengthen the position of the northern German seaports, which were in competition with the western German ports, under a spirit of cooperation and by creating a holistic brand image under the label 'German Ports'. We were able to gain a strong partner with the Lower Saxony seaports, but were ultimately unable to inspire all the northern German seaports," stated Skiba. Consequently, he was very pleasantly surprised to learn about the joint statement issued by the Hamburg and Bremen senators (see page 6) in September, which he interprets as being a clear signal for a northern Germany port alliance.

His most positive memory will be the fact that "bremenports has successfully positioned itself as an operational marketer of the location and systematically combines infrastructure management and marketing." Furthermore, the marketing team developed and undertook a whole series of on-site marketing activities, including appearances at various trade fairs with joint stands, both in Germany and abroad, regular customer events ('Logistics Talk') and an extensive internet presence. Michael Skiba is also very pleased that he has managed to build up a network of representative offices in just a few years, which covers most of the Ports of Bremen's hinterland destinations and thus ensures that the Bremen ports are present within the local and regional networks.

Review: After graduating with a degree in public administration in 1980, Michael Skiba spent 22 years working in various departments of the Bremen Port (back then: Senator for Ports, Shipping and Traffic); he moved to bremenports on 1 January 2002 after the set-up of the port management company.



## Böttner receives Briese award

**LEER.** The 'Briese Prize for Marine Research' is an annual award that honours outstanding researchers. In 2021 it was awarded to **Dr Christoph Böttner**, who addressed in his thesis the question of how fluids and gases spread in marine sediment. According to the shipping company, which awards the prize annually, Mr Böttner combined methods from geophysics, geology and geochemistry in a new way in order to analyse the underlying geological processes more precisely. The prize is endowed with 5,000 euros.

## Continuity is the key for the Bremen shipowners' association

**BREMEN.** Elections to the board were held during the regular general meeting of the Bremen shipowners' association in September, with both Michael Vinnen (Reederei F. A. Vinnen) and Peter Grönwoldt (Reedereigruppe Harren & Partner) being re-elected to the board as chairman and deputy chairman respectively. **Ralf Reinhardt** (Reederei Horst Zeppenfeld) is a new member on the committee, which is rounded off by Dirk O. Rogge (D. Oltmann Reederei) and Joachim Zeppenfeld (Bremer Bereederungs-gesellschaft).





## Hedderich leaves EUROGATE Intermodal

**BREMEN.** Lars Hedderich, long-term managing director of EUROGATE Intermodal (EGIM), will be leaving the company at the end of the year. This step came as part of the company's change process 'Future EUROGATE,' with which the company hopes to reduce personnel and material costs permanently by 84 million euros, explained the combined transport operator. Christopher Beplat will take over as the sole managing director. Hedderich worked for the EUROGATE Group for 32 years and is considered to be one of the pioneers of intermodal transport.



## New CAO at J.MÜLLER

**BRAKE.** As from 1 October, **Manuela Drews** is the new CAO of J. MÜLLER Weser GmbH & Co. KG. In the newly created position of Chief Administration Officer (CAO), she is responsible for central services which include Finance, Accounting and Human Resources. Furthermore, this role means that she organises projects relating to the corporate strategy 'Growth and Efficiency' and is also responsible for their implementation. Drews previously worked for EUROGATE.

## Möller takes over management of C. Steinweg Hamburg

**HAMBURG.** The multipurpose terminal C. Steinweg in the Port of Hamburg has been under new management since December. **Arne Möller** has taken over from Rainer Fabian, who held this post since 2010. Mr Möller worked for the Steinweg Group for over 20 years, including in São Paulo and at the headquarters in Rotterdam. He is trained in freight forwarding and business management and has been with C. Steinweg Hamburg for 15 years where he was most recently an authorised officer of the company in charge of the warehouse and freight-forwarding.



## APM Terminals: decarbonisation is a matter for the boss

**THE HAGUE.** The international container terminal company APM Terminals has created a new position at its headquarters to promote carbon neutral operations. **Sahar Rashidbeigi**, who graduated from the Harvard Business School and is an experienced management consultant, will assume the role of 'Head of Decarbonisation' from November. She has frontline experience in energy transition, cross-sector decarbonisation and circular economy. Her most recent assignment was as senior strategy advisor with Invest-NL.



## New trio for the Forwarding Solutions Division

**BREMEN.** Combi Lift, the heavy lift transportation and cargo project subsidiary of the Harren & Partner Group opened a new department for heavy lift transport solutions in October. Under the name Forwarding Solutions Division, it focuses on custom solutions for heavy and oversized cargo items that take place outside of larger project contracts. (from left to right) **Matthias Gross** heads up the team, which includes **Florian Koppelman** and **Mike Schmidt**. All three come from Hansa Meyer.





EDITION  
FEBRUARY  
2022

## Focus on United Arab Emirates and Dubai

For our next edition, the journey from Singapore will head westward for roughly 6,000 kilometres as the crow flies to arrive in the United Arab Emirates – a federation of seven emirates – which belong to the global economies most abundant in oil.

### Point of View

**Oliver Oehms, CEO at German Emirati Joint Council for Industry and Commerce (AHK)**

Focus on the United Arab Emirates (UAE)



Thanks to its geographical location, the UAE has enjoyed a long history as a transshipment point for goods from all over the world. Trading activities in this region can be traced back up to 4,000 years but the turning point came in 1979 when the Jebel Ali Port was opened in Dubai. The UAE then transformed into a global player in the logistics sector. With an annual handling capacity of 22.4 million TEU, it is now one of the six largest ports in the world. Against this background, DP World – the largest port terminal operator of the Emirates and operator of the Jebel Ali Port – recently announced that it will invest 4.5 billion US dollars in expanding its ports and terminals. The Khalifa Port in Abu Dhabi is also being continually developed. The new South Quay went into service in early 2021, and the terminals located there have been equipped with the more powerful cranes. Additional deep-sea access for larger vessels and new areas in the immediate vicinity of the port are also planned. Today, the UAE is not only a hub in the maritime sector, it is also a hub for airfreight logistics. In 2019, prior to the outbreak of the COVID-19



pandemic, Dubai International Airport and Al Maktoum International Airport had flights to more than 260 destinations around the world, handling over 90 million passengers and 2.5 million tonnes of cargo.

The World Logistics Passport (WLP) initiative, launched in 2019 as part of Dubai's Silk Road strategy, will also play a role in stabilising and expanding supply chains for air and sea freight in the country. The WLP is aiming to connect Dubai with manufacturing clusters in Asia, Africa, South and Central America. The goal is clear – to make the Emirates one of the world's leading logistics centres – with a wide range of opportunities for German providers of logistic services.



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Bremen Bremerhaven



**+ Fit for the future**  
First pile is installed for  
the new Columbus Quay

bremenports has rolled out the largest quay construction project since Container Terminal 4 was built one and a half decades ago. The first pile for construction of the new Columbus Quay in Bremerhaven was driven into place at the beginning of November. By autumn 2023, the piles for the 620-metre long quay are to be driven into the mud in the River Weser, the spaces filled with sand and compacted and new passenger boarding bridges installed. The last section of the new quay, which will have a total length of 800 metres, will then be completed.