

EDITION
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2021

LOGISTICS PILOT



GERMAN PORTS

Magazine for Ports, Shipping and Logistics



Central Eastern Europe – in the fast lane

Don't be surprised, Mrs Müllerova!

Never underestimate the right approach in business

Page 16

Light and shade after Brexit

How DFDS and L.I.T. are dealing with the impact of the UK leaving the EU

Page 19

Freight on inland waterways

Trimodal Logistik operates in three fields but with a clear focus

Page 24

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Every year, the terminals in Bremerhaven handle more than 4.8 million standard containers. A five-kilometre long quay, 14 berths for mega-container vessels and efficient cargo handling companies make the seaport one of the world's leading hubs for intermodal transports.

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“A region with unique economic dynamics”

Bernard Bauer, Managing Director of the German-Czech Chamber of Industry and Commerce



Dear readers,

Geographically, but also economically, the Czech Republic, Slovakia and Hungary are something like the core countries of Central Eastern Europe (CEE). This exciting economic area with its combined population of almost 26 million has been characterised by a unique economic dynamism over the last three decades, driven and enormously strengthened by accession to the EU in 2004.

The trade volume between Germany and these three countries amounted to around 180 billion euros in 2019 and is thus only just behind the USA as Germany's leading trading partner.

The rather small Czech Republic is even among the top ten of Germany's most important trading partners worldwide. The most important factor here is, of course, the role played by the automotive industry.

The CEE region, with Hungary, Slovakia and the Czech Republic bordering Germany, is of enormous importance for its western partner as a competent production location with high quality standards, and increasingly as a development location with strength in innovation too. In our business survey, the availability of local suppliers has also ranked high among the Czech Republic's location criteria for years. The same applies to Poland and Slovakia. Nearshoring, which will play a key role in stabilising and 'greening' supply chains, will certainly provide further impetus in these countries.

We are talking about export nations here – the Czech Republic even has a positive trade balance with Germany – that deliver large amounts to the European domestic market, but are also increasingly setting their sights on global markets. To do so, they make use of an excellent infrastructure in Germany, even if there may still be challenges in the rail sector. However, the northern German seaports such as those in Lower Saxony and Bremen are also of enormous importance too. They are an important link in the supply chain and the gateway to the world for the three land-locked CEE countries.

Best wishes, Bernard Brauer

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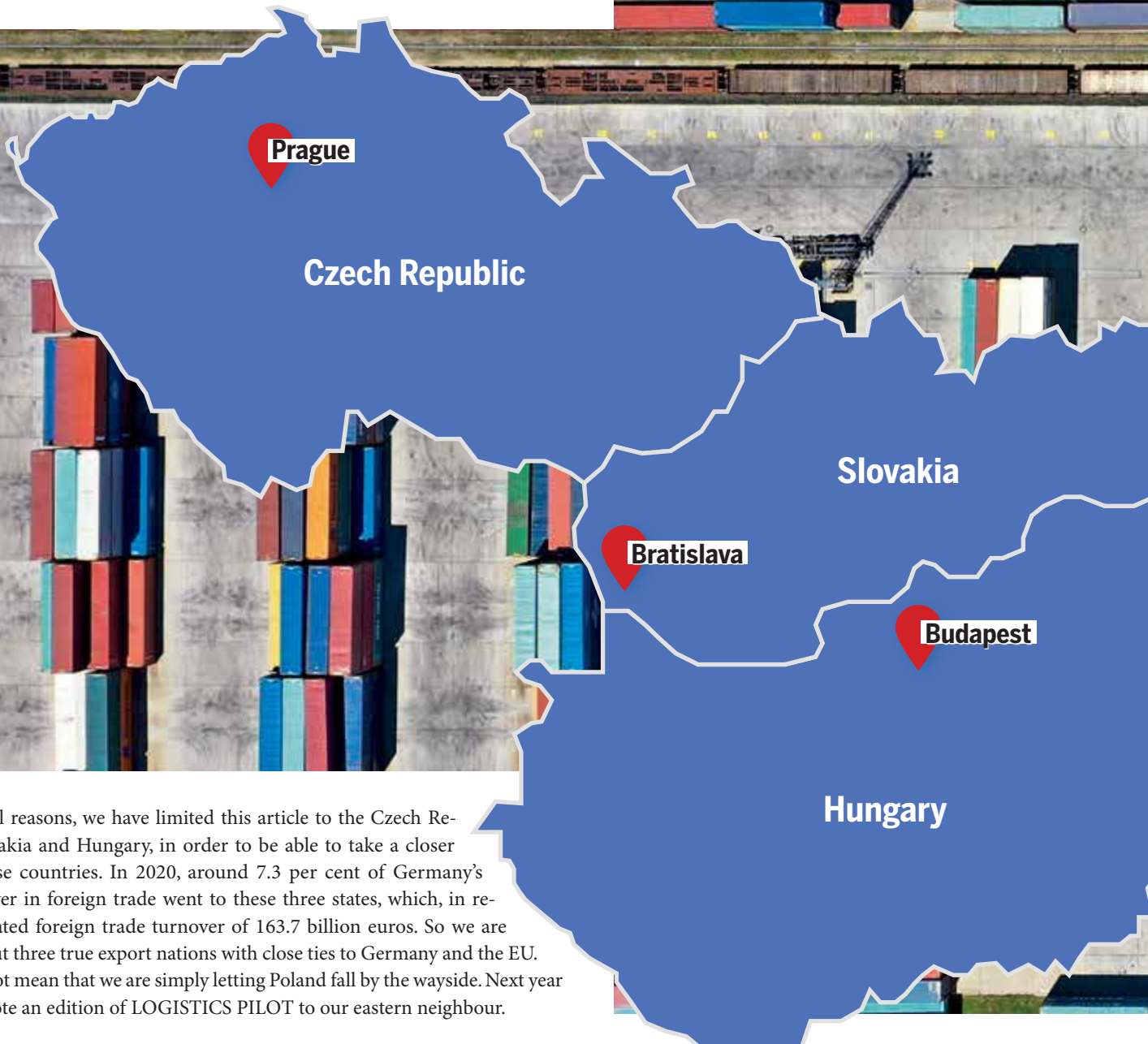
Focus on:
Central Eastern Europe

	4	Impression Facts & figures on Central Eastern Europe
News Reports from the industry	6	
	10	Main Topic In the fast lane thanks to the automotive industry
Behind the Scenes Don't be surprised, Mrs Müllerova!	16	
	19	Logistics Story Light and shade after Brexit
Digitisation Safe harbour	22	
	24	Portrait Trimodal competence in the wet triangle
Appointments Digital, hybrid and analogue events	26	
	28	People Reports from the industry
Preview & Imprint Focus on Singapore	30	

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V4 = concentrated export power

Communication experts advise never to use abbreviations without explaining them explicitly. A premium example of this is “V4”. Depending on the context, it may mean an engine with four cylinders, an Italian racing car or an area of the cerebral cortex. However, the term “V4” is also used for the Visegrád Group, in which four states comprising the Czech Republic, Slovakia, Hungary and Poland have joined together to deepen their economic integration within the European Union (EU) and to intensify their cooperation in a wide variety of areas.



For editorial reasons, we have limited this article to the Czech Republic, Slovakia and Hungary, in order to be able to take a closer look at these countries. In 2020, around 7.3 per cent of Germany’s total turnover in foreign trade went to these three states, which, in return, generated foreign trade turnover of 163.7 billion euros. So we are talking about three true export nations with close ties to Germany and the EU. This does not mean that we are simply letting Poland fall by the wayside. Next year we will devote an edition of LOGISTICS PILOT to our eastern neighbour.

Slovakia

Capital:	Bratislava	Area:	49,035 km ²
Population 2020:	5.5 m*	GDP per capita 2020:	USD 19,071*

Main imports 2020

as % of total imports

1. Automotive	17.0%
2. Electronics	13.0%
3. Machinery	10.9%

Main exports 2020

as % of total exports

1. Automotive	34.1%
2. Electronics	12.8%
3. Machinery	9.7%

Germany's exports to Slovakia 2020

as % of total exports

1. Automotive	21.9%
2. Machinery	14.1%
3. Electrical engineering	11.2%

Main suppliers 2020

1. Germany	18.4%
2. Czech Republic	9.9%
3. China	6.7%

Main buyers 2020

1. Germany	22.0%
2. Czech Republic	10.5%
3. Poland	7.9%

Germany's imports from Slovakia 2020

as % of total imports

1. Automotive	43.7%
2. Machinery	12.2%
3. Electrical engineering	7.6%

Czech Republic

Capital:	Prague	Area:	78,867 km ²
Population 2020:	10.7 m*	GDP per capita 2020:	USD 22,579*

Main imports 2020

as % of total imports

1. Electronics	20.2%
2. Chemical products	11.8%
3. Machinery	11.2%

Main exports 2020

as % of total exports

1. Automotive	19.0%
2. Electronics	18.0%
3. Machinery	12.0%

Germany's exports to Czech Republic 2020

as % of total exports

1. Machinery	15.5%
2. Chemical products	12.8%
3. Electronics	11.5%

Main suppliers 2020

1. Germany	23.2%
2. China	18.1%
3. Poland	7.9%

Main buyers 2020

1. Germany	32.7%
2. Slovakia	7.6%
3. Poland	6.2%

Germany's imports from Czech Republic 2020

as % of total imports

1. Automotive	22.9%
2. Machinery	12.8%
3. Electrical engineering	10.3%

Hungary

Capital:	Budapest
Population 2020:	9.7 m*
Area:	90,030 km ²
GDP per capita 2020:	USD 15,820*

Main imports 2020

as % of total imports

1. Chemical products	14.0%
2. Electronics	13.9%
3. Machinery	12.7%

Main exports 2020

as % of total exports

1. Automotive	16.4%
2. Electronics	13.9%
3. Electrical engineering	13.5%

Main suppliers 2020

1. Germany	24.8%
2. China	7.7%
3. Austria	5.8%
4. Poland	5.8%

Main buyers 2020

1. Germany	28.0%
2. Slovakia	5.4%
3. Italy	5.2%
4. Romania	5.2%

Germany's exports to Hungary 2020

as % of total exports

1. Machinery	18.2%
2. Automotive	14.5%
3. Chemical products	12.6%

Germany's imports from Hungary 2020

as % of total imports

1. Automotive	23.7%
2. Machinery	17.7%
3. Electrical engineering	14.3%

SOURCE: GTAI 2021
* PROVISIONAL FIGURE, ESTIMATE OR FORECAST
PHOTOS: RAIL CARGO OPERATOR,
VECTORSTOCK/SIRAANAMWONG

COMPACT

BREMEN. Since July, the **Bremen Port and Logistics Association (BHV)** has integrated the new “Apprenticeships” section into its website. Here, prospective apprentices can gain an insight into diverse training opportunities offered by more than 200 BHV member companies. Professional drivers or IT specialists – the port and logistics sector offers a wide range of training opportunities and is urgently looking for new recruits. “The new section is specifically targeting young people who are looking for an apprenticeship,” stated Axel Müller, spokesman for the BHV working group on the shortage of skilled workers and recruitment of young people, which initiated the section on the website.

OSNABRÜCK. In July, **Hellmann Worldwide Logistics** acquired **Innight Express**, a provider of overnight express services based in Hungary and Romania. The full-service provider is thus tapping into an important part of the Central and Eastern European market as part of its expansion strategy in the overnight express services segment. The two partners Tamás Aradi and Zoltán Csombok will continue to act as managing directors, in order to ensure the continued seamless operations business.

Bremen ports with a strong first half-year

BREMEN/BREMERHAVEN. Total traffic via Bremen’s ports increased significantly in the first half of this year. **From January to the end of June, 35.2 million tonnes were handled.** This is a rise of **7.8 per cent compared to the same period last year.** “It is particularly pleasing that total traffic in some areas is already above the pre-corona figures,” said Dr Claudia Schilling, Bremen’s Senator for Science and Ports. This applies, for example, to the container sector, which saw growth of 11.1 per cent

above the pre-crisis level. A total of 2.59 million TEU was handled. Bremen’s ports were even more successful with vehicles in the first half of the year: 934,000 units handled represent an increase of 34.4 per cent compared to the previous year. However, it should be noted that the handling of vehicles slumped sharply in the first half of 2020 due to the pandemic. A total of 29.2 million tonnes crossed the docks in Bremerhaven in the first half of this year, compared to 6.035 million tonnes in Bremen.



Growth in general cargo and containers

OLDENBURG. Despite the coronavirus crisis, the nine **seaports in Lower Saxony have operated well in the first half of 2021.** This is shown by the figures published by the port marketing company Seaports of Niedersachsen at the beginning of September. At around 24 million tonnes, the port group handled one per cent more goods (174,609 tonnes) than for the same period in 2020. A positive development was recorded, in particular, for the handling of general cargo and containers. The following transshipment results were recorded for the

individual locations: Brake (2.51 million tonnes: this corresponds to a drop of 9 per cent compared to the first half of 2020), Cuxhaven (1.18 million tonnes, a rise of 23 per cent), Emden (1.94 million tonnes, a rise of 10 per cent), Leer (161,000 tonnes, a rise of 14 per cent), Nordenham (0.97 million tonnes, a drop of 6 per cent), Oldenburg seaward: (46,501, a rise of 26 per cent), Papenburg (337,998 tonnes, a drop of 19 per cent), Stade (3.06 million tonnes, a drop of 9 per cent) and Wilhelmshaven (14.17 million tonnes, a rise of 3 per cent).



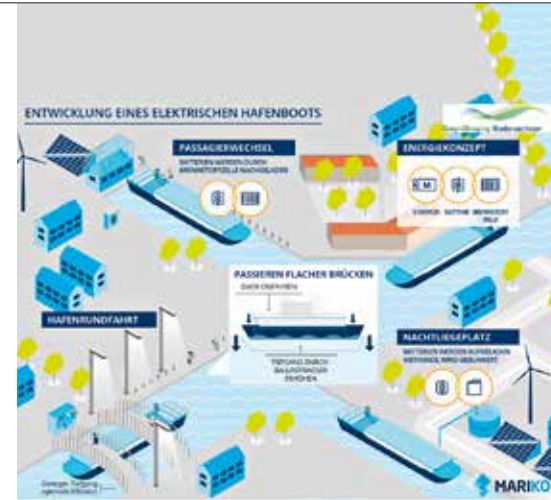
BÖB positions for the 20th legislative period

BERLIN. The concerns of the port and logistics industry must be taken into account in the coalition negotiations and future government policy. This has been requested by the Federal Association of Public Inland Ports (BÖB) in light of the forthcoming parliamentary elections in Germany. In a position paper, the BÖB calls for greater support to be given to ports to invest in the maintenance and expansion of port infrastructure regarding multimodal freight handling and rehabilitation of the banks. Better support is also required for the plan to develop ports into hubs for the energy transition.



EKB takes over EUROGATE-Trucking

HAMBURG. EKB Container Logistik, which specialises in container transport, **acquired the trucking activities of EUROGATE Intermodal on 1 August.** The company states that this mainly involves transshipments within the Port of Hamburg as well as regional traffic. EKB and EUROGATE Intermodal have been working together for a long time – both are, among other things, partners of Trimodal Logistik (see page 24). According to both companies, the agreement includes customer relations, but not the chassis fleet of EUROGATE Intermodal.



Inauguration of a methanol ship

EMDEN/LEER. Harbour tours in Emden are to be CO₂-neutral in future. For an innovative **new construction of the previous harbour boat "MB Ratsdelft",** AG Ems, the shipyard Diedrich from Oldersum and Mariko from Leer have joined forces for an innovative project. The new boat will run purely on electricity, be equipped with fuel cells and feature an innovative boat design with a minimum draught to allow the boat to pass under the local low bridges. The project was officially launched in Leer in July.



Over 160 apprentices start at Hellmann

OSNABRÜCK. In the same year as it celebrates its 150th jubilee, **Hellmann Worldwide Logistics welcomes more than 160 junior staff from 13 countries** in Germany alone. Following their start in 26 training companies at the beginning of August, a Germany-wide digital kick-off event was held in early October, joined by influencer Sidney Hoffmann. "I am delighted that, despite the corona pandemic, we are once again able to welcome so many new colleagues to our company this year," said Sven Eisfeld, Managing Director Germany, Hellmann Worldwide Logistics.



Renovation of Emden landmark

EMDEN. Since July, Emden has its **Westerems fairway buoy back – completely renovated by trainees from the Ems-Nordsee Waterways and Shipping Authority (WSA) and NPorts.** "The trainees have done an excellent job," praised Hermann Poppen, head of WSA. "With a lot of diligence and teamwork, they completed the clean-up project confidently on time." The eleven-tonne fairway buoy is a gift from the Nautical Association and has been on the Dr.-Erich-Brüggemann-Ufer since 1985.

COMPACT

**BREMEN/BREMERHAVEN/
HAMBURG/STADE.** The Federal Ministry of Transport and Digital Infrastructure (BMVI) has decided to establish a **hydrogen technology innovation and technology centre for aviation and shipping** in northern Germany. The ITZ Nord is intended to be a service centre within the network of the German Centre for Future Mobility at the Bremen/Bremerhaven, Hamburg and Stade sites.

HOLZWICKEDE. The Rhenus Group is set to expand its presence on the Polish market with the planned acquisition of the Polish freight forwarding and logistics company C. Hartwig. This was announced by the logistics service provider from Holzwickede. C. Hartwig is one of the leading companies in the Polish transport, forwarding and logistics market, focusing on sea and air freight as well as land transport. However, the takeover is still subject to approval by the supervisory board of the OTL Group and the approval of the cartel authorities. If approved, Rhenus expects the takeover to be completed in October.



Billerbeck extensively renaturalised

BREMEN. Over the past two years, **bremenports** has carried out an **extensive compensatory measure** on the middle and upper reaches of the Billerbeck, which included comprehensive renaturation. This comprised the aquatic system of the watercourse as well as measures in the adjacent zones. Robert Howe, Managing Director of bremenports, said: **“Our aim is for port development and nature conservation to go hand in hand.** In this way, we create planning security for port projects and ensure that an important natural area continues to develop in a variety of ways.”



“Eight-way training” starts at epas

EMDEN. Since August, Ems Ports Agency and Stevedoring (epas) has employed eight new apprentices to train as forwarding and logistics services agents and warehouse logistics professionals. For **Peter Hermann (from left), Jannes Harms, Mike Köhm, David Bachmann, Elias Gerken, Rouven Sassmanhausen, Lukas Mack and Tolga de Vries,** this marks the beginning of an exciting time. “In addition to passing on knowledge, we also focus on the individual support of the trainees,” emphasised Mirja Schmidt, Training Officer at epas.

Campaign for flood victims

BREMEN. Following the floods in North Rhine-Westphalia and Rhineland-Palatinate, which destroyed the livelihoods of many people and the infrastructure there, **the Bremen port industry launched a spontaneous relief operation at the end of July on the initiative of logistics service provider Tiemann.** With two vehicles and personnel support from bremenports, the seven-man team helped for a day in the flooded area with shovels, protective suits and cleaning rags as well as pumps, chainsaws and power generators.



Building approval for Columbus Quay

BREMERHAVEN. Construction of the **Columbus Quay can begin in October.** A year after bremenports submitted a planning application, the authority responsible at the Senator for Climate Protection, Environment, Mobility, Urban Development and Housing approved the plans in August. The Columbus Quay extends over a length of 1,000 metres in Bremerhaven – from the southern tip of Columbus Island to the so-called Kaje 66 in the north. It is primarily used for handling and equipping cruise ships.





Financial support for green innovations by SMEs

NORTHERN GERMANY. The Maritime Cluster Norddeutschland (MCN) is a partner in an international cluster consortium that has been awarded **five million euros from the EU's Horizon 2020 research and innovation programme to implement the EU project "GreenOffshoreTech"**. The project was selected as the second best proposal out of 132 tender applications. "The focus is on our small and medium-sized member companies, which contribute to the realisation of the Green Deal in the maritime sector with their innovative solutions," stated Jessica Wegener, Managing Director of MCN.



epas expands its logistics network

EMDEN. In July, Ems Ports Agency and Stevedoring (epas) carried out the **first shipments of wind turbines by sea for a manufacturer** from southern Emsland. The components, which were delivered by barge to Nordkai and temporarily stored at epas, consisted of the nacelle, hub and drivetrain, each weighing up to over 100 tonnes. "We are looking forward to fruitful cooperation and to further developing our portfolio," summed up Florian Harms, Executive Vice President at epas, after the successful premiere.



Good grades and a lot of potential

BREMEN. Together with the **Institute of Shipping Economics and Logistics (ISL)**, bremenports has conducted a **Europe-wide online survey** to find out how **satisfied inland waterway skippers** are, and how they can make their stay at the ports of Bremen even more pleasant. The ports of Bremen performed very well in the survey, which showed that their major strengths include nautical conditions, short waiting times, the availability of berths, efficient billing processes and communication.



Pandemic as innovation driver

EMDEN. On the basis of its experience from the corona pandemic, **Emder Schiffsausrüstungs AG recently supplemented its ship stores management with a vitality concept that takes a holistic view of seafarers' health and fitness.** "We supply more than 4,000 seafarers every day as part of our food management – that is both responsibility and obligation," said Simon Menz, board member of Emder Schiffsausrüstungs AG. Besides supplying food, the concept includes advice on kitchen equipment, arranging cooking courses and a fitness app.



BLG "H₂-ready" in Leipzig

LEIPZIG/BREMEN. At the BMW Group plant in Leipzig, **BLG LOGISTICS took 37 industrial trucks with fuel cells into operation in July.** They are now being refuelled at the fourth hydrogen filling station on the plant premises, which was commissioned during the Central Germany Hydrogen Summit in May. The Bremen-based logistics company, which is responsible for production supply in Leipzig, says it is "making an important contribution to the BMW vision of a 'green plant' with complete decarbonisation of production a reality."

In the fast lane thanks to the automotive industry

fast

Slovakia, the Czech Republic and Hungary have many things in common. They are not only export nations but are also important locations for the automotive and supplier industries too. By contrast, however, inland waterway transport in these countries tends to take second stage.

A look at the key figures on pages 4 and 5 shows: for Slovakia, the Czech Republic and Hungary, Germany is the most important trading partner, both as a supplier and as a buyer country. Conversely, according to information from the Federal Statistical Office in May of this year, these countries rank 10th (Czech Republic), 13th (Hungary) and 22nd (Slovakia). And the figures from the first months of this year suggest a further rise. While 7.3 per cent of Germany's total foreign trade turnover was accounted for by these three states in 2020, it was already 7.6 per cent between January and May 2021.

PHOTOS: ISTOCKPHOTO/BR3KKANC5, GTM, RAIL CARGO OPERATOR

lane

“These countries are genuine export nations that generated a combined foreign trade turnover of around 672 billion euros last year, of which trade with Germany accounted alone for around 164 billion euros. Their importance is also reflected in the fact that the Czech Republic and Hungary rank above Russia and Japan, for example, as Germany’s key trading partners, with Slovakia ranking above India, Mexico and Canada, among others,” said Regina Wippler, economic expert at Germany Trade & Invest (GTAI) for the Czech Republic and Slovakia, outlining the starting position. And her colleague Fabian Möpert, GTAI economic expert for Hungary, added: “Another thing these countries have in common is

that they have long since ceased to be merely the West’s extended workbench and are now heavily industrialised nations. Here, the automotive industry, in particular, should be mentioned, many important international players and their supplier companies have settled in the region.” This is reflected in the list of the most important exports and imports (see pages 4 and 5). “From companies in metal processing and mechanical engineering to electrical and electronics industries to plastics and rubber producers, there are numerous sectors represented here that have more or less large overlaps with automobile manufacturing, but are also successful in other market segments and are increasingly succeeding

in attracting research-focussed and innovation-intensive value-added steps,” said Wippler. In this sector mix, the relatively small Slovakia with its population of around 5.5 million has already been seen as the world champion in car production per capita for years.

Möpert has a clear answer to the question of why these nations are particularly attractive for foreign investors: “As members of the EU, all three countries offer fundamentally stable and competitive framework conditions for industrial sites. This is also regularly reflected in the business surveys conducted by relevant foreign chambers of commerce.” Furthermore, their geographical location is advantageous, also making them a logistics hub for transport to the east and south, the constantly improving infrastructure, to which the extensive EU subsidies also contribute, and the good qualifications of the local workforce. “In addition, Hungary is one of the most successful countries in the region in terms of foreign direct investment inflows,” Möpert reported. However, the GTAI expert has identified the weak points of the three countries as their high dependence on exports, the worsening availability of skilled labour and regional differences in economic development in the individual countries. Regarding his area of expertise, Hungary, he continued: “The confrontation course adopted by the Hungarian government towards the European Union could also have a negative impact in the future, for example if subsidies were no longer given. ■■■



The BILK intermodal terminal in Budapest is the transshipment terminal for cargo to and from Hungary and Romania.

“These countries are genuine export nations.”

Regina Wippler, economic expert at Germany Trade & Invest (GTAI), responsible for the Czech Republic and Slovakia



“The further expansion of infrastructure will provide important economic stimuli.”

Fabian Möpert, economic expert at Germany Trade & Invest (GTAI), responsible for Hungary



“The region is on the move”

A closer look at the percentage of individual modes of transport in freight transport in the Czech Republic, Slovakia and Hungary shows a similar picture in all three countries: around two-thirds of freight transport is carried by trucks, while rail accounts for around 20 per cent in each country. “Inland waterway transport has not, so far, played a key role. In Hungary it is well below five per cent, in Slovakia 0.6 per cent and in the Czech Republic 0.3 per cent. This mode of transport is currently used mainly to transport bulk goods, agricultural products, mining goods and oversized manufacturing parts,” said Wippler. Nevertheless, the ports in the capital cities of Prague, Bratislava and Budapest, in particular, are important interfaces when it comes to hinterland transportation. Besides these locations, the ports of Győr-Gönyű and Baja (in Hungary), Mělník (in the Czech Republic), and Komárno (Slovakia) have also established them-

selves as further water transportation hubs in recent years. In order to further increase the efficiency of these transport hubs, a large number of projects have already been initiated or at least considered. These include, for example, the recently presented master plan for developing the port in Komárno with corresponding infrastructure and suprastructure, modernising the port in Bratislava, including the construction of an LNG terminal, and reviving the Czech plan for a canal connection between the Danube, Oder and Elbe to create another navigable link from the Black Sea to the North Sea and Baltic Sea. However, there is a lot of controversy about this project. Furthermore, near the Hungarian city of Záhony, which plays a central role in international rail freight transport, construction of a terminal for intermodal freight transport began in January of this year. Completion is due in the first quarter of 2022. “These examples show that the region is on the move and that further expansion of the infrastructure will provide important economic stimuli,” stated Möpert, with an optimistic view of the future.

This view is shared by Peter Hrbik, bremenports representative in the Czech Republic, who added another aspect: “The region with its important industries and its high performance transport and logistics sector has emerged stronger from the coronavirus pandemic. The companies there expect a positive economic development in the coming months. This is also evident from the projects mentioned earlier above.” Hrbik also sees a positive development with regard to digitisation in these three countries. “Due to the pandemic, many people have learned to appreciate the advantages of new technologies and have become much more open-minded towards them.”

“The pandemic has made many people appreciate the advantages of new technologies.”

Peter Hrbik, bremenports representative for the Czech Republic



Experts report from the field

Since the beginning of the 1990s, the intermodal transport operator EUROGATE Intermodal (EGIM) has been connecting the German seaports of Bremerhaven and Hamburg directly by rail with Hungary and the Budapest terminal BILK. At the same time, I.C.E. Transport Hungary has been acting as an agent for EGIM in Hungary since 1996, coordinating the pre-carriage and on-carriage by truck there, among other things. “We transport everything between Hungary and Germany that fits into a sea container by rail, especially automotive parts, frozen poultry and chemical products,” stated Lars Hedderich, Managing Director of EGIM. He emphasised: “First and foremost, we handle maritime container transport between Hungary and the German seaports, especially for overseas traffic from the Far East, to the USA and to Central and South America.” He estimates that 40,000 TEU is transported each year on this rail route – of which around 60 per cent can be attributed to the port in Bremerhaven and around 40 per cent to the port of Hamburg. “If necessary, we can also organise cargo from the deep-water port of Wilhelmshaven into our network,” added Niels Riedel, Sales Director at EGIM. He already has a plan for a fully integrated connection of Wilhelmshaven to the EGIM network – namely after the electrification of the Oldenburg-Wilhelmshaven and Sande-JadeWeserPort routes from 2023.

Between Bremerhaven and Budapest and between Hamburg and Budapest, the EGIM trains up to 680 metres in length are usually on the road for less than 30 hours – with up to six departures per week. They offer a maximum of 96 container spaces in each direction on this route, and a train’s engine can pull a total weight of 1,000 to 1,200 tonnes of cargo. For transport to/from Budapest, the responsible railway undertaking is boxXpress.de (in which EGIM has a stake). For the Austria-Hungary route, boxXpress.de uses EGIM’s Hungarian subsidiary Floyd. In this way, the entire route remains firmly in the hands of the Hamburg-based intermodal transport operator. “The economy in Hungary has enjoyed a stable development over the past 15 years but, unfortunately, to the detriment of the German northern ports,” said Hedderich. “This is because the options on the southern route are economically more attractive. For example, Bremerhaven is about three times as far from Budapest as the port of Koper. Of course, that also has an impact on logistics costs.” At the same time, Riedel points to the problem of the imbalance in traffic: “We simply have more exports than imports via the German ports when it comes to traffic towards Eastern Europe. This is a reason why we are constantly developing our network concept.” ■■■

“The economy in Hungary has continued to develop in a stable manner over the past 15 years.”

Lars Hedderich, Managing Director at EGIM



The map shows EGIM's rail routes for container block trains in Europe.

“We simply have more exports than imports via the German ports.”

Niels Riedel, Sales Director at EGIM





Furthermore, onward transport by rail has proven its worth, especially for imports from the USA that are delivered via Bremerhaven. When it comes to transporting containers to and from the CEE region, SACO Shipping is also regularly faced with the question of when to use the ports in northern Europe and when to use the options in southern Europe. Steinhoff has a plausible rule of thumb for this case: “Koper and the other southern ports do not really offer an alternative when it comes to transporting cargo westwards, for example to the USA or South America.” For cargo bound for the Far East, however, the situation would be different.

“Southern ports are no alternative on the western route”

As a neutral NVOCC (non-vessel operating common carrier) service provider, SACO Shipping has also been represented by its own branches in Prague, Bratislava and Budapest for around ten years. “These are the most important hubs in the region. From here, we can reach any location in the respective country by truck within a day,” said Matthias Steinhoff, Business Development SACO Shipping. In the process, SACO Shipping offers its customers in the Czech Republic, Slovakia and Hungary the same container transport import and export services that the company also handles via its head office in Hamburg and the branch office in Bremen – regardless of whether LCL or FCL cargo is involved. Besides truck and train, SACO Shipping also has the option of providing air transport via its subsidiary SACO Groupair. “To date, air freight only constitutes a small part of our portfolio – the largest volumes by far are transported by road,” explained Steinhoff.

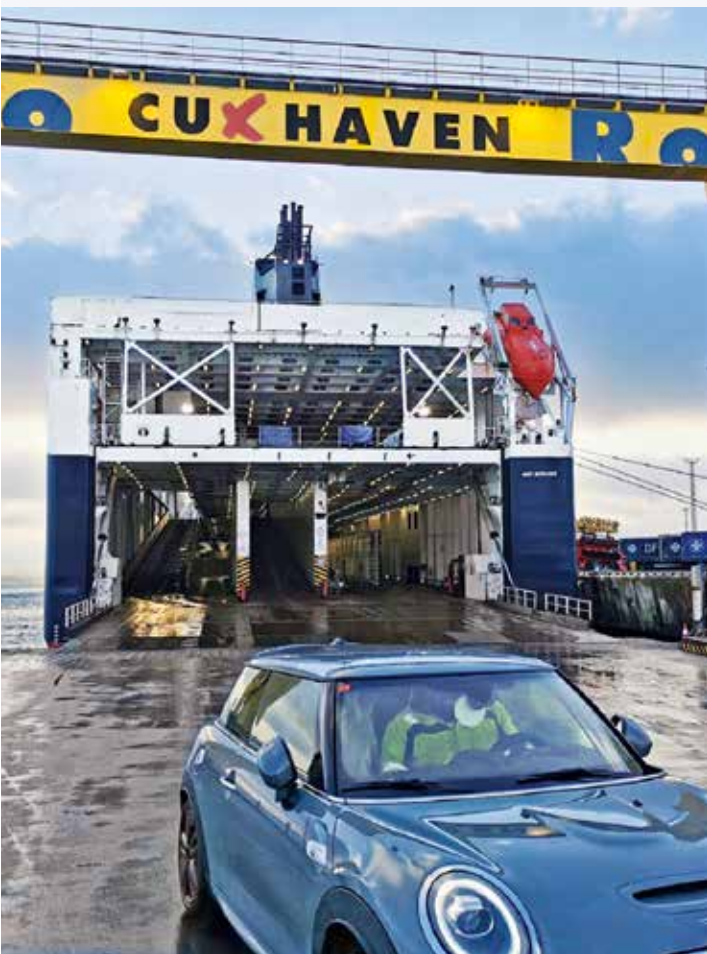
Cuxhaven is an important automotive hub

Cuxhaven is also intensively involved in trading with the Czech Republic, Slovakia and Hungary. Oliver Fuhljahn, Head of Automobile Logistics at Cuxport, has identified a strong shift in production from Great Britain to Central Eastern Europe in recent months as a result of Brexit. “Almost all OEMs in the automotive industry already have production facilities there or are planning to build some. Cuxhaven acts as an important hub, especially for transport to Scandinavia or Great Britain,” stated Fuhljahn. Volkswagen, for example, transports from the Czech Republic to Sweden via Cuxhaven. Cars come from Mladá Boleslav by rail and then go on from the German site to Great Britain by ship. Daimler also chooses the route from Kecskemét in Hungary via Cuxhaven to Sweden. And the expert brings up other examples of the flow of goods via the city at the mouth of the River Elbe: “Glovis Europe transports two-thirds of Kia cars from Žilina in Slovakia by rail and one-third by truck to Cuxhaven. From there, they travel by ship to the UK on a daily basis. Similarly, Tata’s JLR vehicles are transhipped by truck from Slovakia to Cuxhaven for onward transport to the Baltic States.” From the current perspective, however, Fuhljahn does not assume that the path taken due to Brexit is only a short-term solution: “The expansion of car production plants in Central Eastern Europe will certainly be driven forward in the longer term, and the capacities of logistics service providers will also be geared towards this,” he said convinced. As evidence of this, he cites, for example, the recent developments of the Tata Group with the Jaguar and Land Rover brands in Nitra (Slovakia) or of BMW in Debrecen (Hungary).



“Prague, Bratislava and Budapest are the most important hubs in the region.”

Matthias Steinhoff, Business Development
Saco Shipping



“The expansion of car production facilities in Central Eastern Europe will be pursued in the long term.”

Oliver Fuhljan, Head of Automobile Logistics Cuxport



As part of his outlook, Fuhljan also points out that the aspect of sustainability is becoming increasingly important when transporting to/from these three countries. This is also reflected in Cuxport’s increasing focus on logistics concepts with paired traffic flows. “Trains bringing exports to Cuxhaven are now increasingly reloaded with imported vehicles destined for in the European market and sent on their way. And also for truck deliveries, the reloading capacity is increasingly being used by some freight forwarders together with Cuxport,” Frühjahn reported. (bre)

“Important module in the digitisation of inland waterway transport”

“RIS COMEX” stands for River Information System Corridor Management Execution and is a Trans-European Network (TEN) project for the digitisation of waterways in Europe. Besides Germany, the Czech Republic, Slovakia and Hungary are among the 13 countries participating in this project. As part of the RIS COMEX project, the waterway administration offices of Member States wish to harmonise, implement and permanently operate their information services for inland waterway transport at a regional, national and international level. Navigation, traffic management and logistics planning of transport carriers are to be sustainably improved in three stages of corridor management by means of the seamless exchange of data. Specifically, the aim is to improve the transport planning capability on inland waterways, reduce waiting times, increase the efficiency of transport on inland waterways and optimise the utilisation of the infrastructure.

Thomas Wagner, National Coordinator Germany for RIS COMEX



“Thanks to the international exchange of data and the single point of access, the RIS COMEX project is an important module in the digitisation of inland navigation. Thomas Wagner, National Coordinator Germany for RIS COMEX and Head of the Inland Transport Technology Department at the Directorate General for Waterways and Shipping (GDWS), explains. In addition to the original German plan to introduce RIS COMEX on the Rhine, Moselle, Danube and Elbe corridors, various services will also be offered on most Class IV and higher waterways. “The project will connect the corridors. This still requires additional data collection and quality assurance,” Wagner said.

The joint portal is due to be available online by late 2021. At present, however, the legal regulations for the provision and exchange of data are still being drawn up, as are the agreements for the joint operation of the network and the financing. (bre)

Don't be surprised, Mrs Müllerova!



When doing business in the Czech Republic, Slovakia and Hungary, a lot of small talk and the exchange of pleasantries are the order of the day. Only afterwards should business matters be discussed. In the Czech Republic, it can happen that Mrs Müller quickly becomes Mrs Müllerova.

Strange but true: many business negotiations with partners in these countries often end before they have really begun. “Namely, when we Germans have once again walked through the door and wanted to score points directly with facts,” stated Fritz Frey, trainer at the Centre for Intercultural Management & Diversity (ZIM) at Bremen University of Applied Sciences, where he has already prepared countless managers for a stay abroad in the so-called CEE countries. Instead, he advises: “Don’t get too specific too quickly.” The first meeting is first and foremost an informational meeting in which the focus on people clearly takes precedence over the focus on facts. Here the interlocutors from Central Eastern Europe carefully assess what kind of person the guest from Germany is. During the course of this meeting, they aim to find out whether they are on the same wavelength or not. “Even if all the

factual conditions are in favour of a business relationship afterwards, it can happen that the hosts renounce the same because the chemistry has not developed as they would have wished,” Frey pointed out.

“Always wear fresh socks”

If you want to avoid precisely this, you should be prepared to build relationships by revealing information about yourself and, at the same time, taking interest in your counterpart. “Culture and sport are the most suitable small talk topics. Political topics are themes best left alone. Nevertheless, points can be scored by talking about hobbies and your own family,” said Frey. It is also not a bad idea to acquire some knowledge of the respective business partner’s country or to enquire about the correct pronunciation of the name. In general, it is important to keep in mind the following: in the countries concerned, great importance is attached to the use of titles; Frey even speaks of an “almost inflationary use” in this respect. The traditional suit and dress also have a firm place in business life there. The ZIM expert also advises: “Always wear fresh socks”.



“Always wear fresh socks.”

Fritz Frey, Trainer
Centre for Intercultural Management & Diversity (ZIM)
at the University of Bremen



In the Czech Republic, Slovakia and Hungary, it can happen that a business partner invites you to a private dinner. There, slippers are ready and waiting for the guest, as it is appropriate in this region to take off one's own shoes before entering the apartment. Clean socks without holes could therefore possibly be conducive to later business success.

Indeed, it is not only on such occasions that mixing business with pleasure is quite typical for these countries. In the event of an invitation to someone's home, Frey recommends bringing gifts with a connection to one's own city or region, plus flowers and chocolates for the hostess or host's wife. “If you're from Bremen, you'd be well advised to bring a gift featuring the Town Musicians of Bremen; if you're from Lower Saxony, you're sure to find a great gift with a horse theme. And if you come from a wine-growing region, you should have a good drop of wine in your luggage,” commented Frey. As far as addressing the person is concerned, this is usually with the surname or the corresponding title. But it is also not unusual to address people by their first names – especially among younger business partners. This can be understood as an expression of sympathy. “In the Czech Republic, women can expect to have an “-ova” often added to their surname. So Müller and Meier quickly become Müllerova and Meierova. But these are precisely the moments that provide the best starting points for small talk,” added Frey.

Different communication styles

If you wish to avoid problems on the relationship level in the course of a conversation, you should avoid openly expressing differences of opinion and starting debates. This applies to all three countries, but especially to Hungary: “There, criticism of the matter is often also taken as criticism of the person, which does not go down well,” said the expert. In his opin-

ion, this sometimes shows the temperament of the former Hungarian equestrian people of the Magyars, who could well be called the “Italians of the East”. However, in order not to be misunderstood, Frey explicitly points out that such statements are personal experiences and not generalisations or stereotypes. “We know that not all Germans are punctual either,” he said with a twinkle in his eye. To him, the fact that Czechs and Slovaks are more likely than Hungarians to adopt a conflict-avoidance strategy has historical reasons. “These nations have kept out of almost all armed conflicts over the past 600 years,” explained Frey. This kind of diplomacy is also reflected in their wording at meetings. For example, the words “*uvidíme*”, which means “we'll see”, or “*možná*”, which corresponds to our “maybe”, are heard much more often than here.

Deadlines are only “indicative”

The seemingly unreliable time management in these countries has also been a major headache for many business travellers. That's why Frey explained: “Project deadlines and milestones are understood there as rough guidelines. Failure to meet these benchmarks is not a reason for people to rush or even panic.” This attitude sometimes comes at the expense of planning security, but it also has historical reasons. “Since the regimes in these countries changed frequently over the past century, people there could neither rely on the state nor on stable framework conditions, but only on themselves. This attitude gave rise to great flexibility and adaptability, which is also demonstrated in the way they work today. If you internalise this, you can act in a much more relaxed way,” continued Frey. Accordingly, a good portion of understanding is a helpful travel companion on a business trip to Central Eastern Europe, in addition to a sure instinct for small talk and fresh socks. (bre)



“A good rail link is particularly important”

Interview with Dr Söhnke Maatsch, Research Associate at the Institute for Shipping Economics and Logistics (ISL) and Head of the Maritime Intelligence competence area on the subject of hinterland traffic.



Dr Maatsch, you played a key role in supervising the study “Updating the analysis and forecast of maritime and hinterland traffic at Bremen’s ports”. What are the most important findings from it?

DR MAATSCH: In container traffic, we have seen that although the handling figures of the past few years have declined overall, hinterland traffic has grown continuously – with the exception of 2019 and 2020. The creeping shifts in market share up to 2018 mainly affected transshipment traffic. In automobile transshipment, imports increased significantly again, while exports tended to decline. This trend is likely to continue in the coming years.

What do these results mean for the competitive situation of Bremen’s ports?

DR MAATSCH: Besides seaward accessibility, the competitiveness of Bremen’s ports depends more on hinterland rail connections than in almost any other port. This applies both to container handling, where Bremerhaven is one of the leading ports in the North Range with rail accounting for 46 per cent, as well as automobile transshipment and other handling segments.

What role do the ports in the Czech Republic, Slovakia and Hungary play in this context?

DR MAATSCH: Our figures for container hinterland traffic show that these markets are predominantly supplied by rail. Accordingly, good rail links to these regions are particularly important. The Czech Republic is by far the most important market for Bremerhaven – with a volume of almost 200,000 TEU. Hungary and Slovakia are now largely supplied via the southern ports.

Does this mean that the southern ports have visibly triumphed over the northern ports in recent years?

DR MAATSCH: The competitive advantages of the southern ports are very limited regionally, as our observations on the shifts in market shares show. This is particularly the case in the Austrian market. There are strong regional differences here with a high market share for the German ports, for example in the Salzburg region, and a strong position for the southern ports in southern Austria.

How do you assess the current role of the port of Koper in Slovenia? Some experts rumour that it would be a threat to Bremen’s ports. Do you share this view?

DR MAATSCH: Here, too, you have to consider which of Bremerhaven’s hinterland regions could specifically come under competitive pressure. The geographical location of Koper is certainly advantageous for southern Bavaria. It is about 300 kilometres as the crow flies from Munich to Koper, and roughly 600 to Bremerhaven. From Prague, on the other hand, it is about 500 kilometres to both ports, so Koper has no geographical advantage. With the expansion of the European core networks, the quality of Koper’s rail links to the markets north of the Alps will improve. It can therefore be expected that Koper will gain a greater market share, especially in Asian traffic. However, even though Bavaria and Central Eastern Europe are very important markets for Bremen’s ports, together they only account for about one quarter of the total hinterland traffic and eleven per cent of total container throughput of Bremen’s ports. If Koper gains market share here, the loss of market share for the Bremen ports will be in single digits – spread over several years. In this respect, the danger is limited. (bre)

Light and shade after

BRITAIN EXIT

The fears were huge. But how has Brexit actually affected trade and logistics so far? And how have companies positioned themselves for it?

What is going to happen, when, and how? For a long time, these were probably the three questions that preoccupied logistics professionals in particular. Companies, including the shipping company DFDS and the logistics company L.I.T. from Brake, had to prepare themselves for a situation that was hardly foreseeable until Brexit had actually come into force.

In the meantime, the British exit from the European Union is history. After more than half a year, one thing is certain in any case: in the trade of goods between the EU and Great Britain, nothing is the same as it was before. One example is the urgent appeal by British lorry drivers. In June, the Road Haulage Association (RHA) warned in a public letter to Prime Minister Boris Johnson: "Critical supply chains are breaking down due to a significant shortage of truck drivers." ■■■

FACTS

DFDS

Founded: 1866

DFDS freight shipping headquarters in Germany:
Cuxhaven and Kiel

Business segment:
international shipping company

Fleet: 55 vessels

Transport volume p. a. :
200,000 cars, 50,000 trailers and containers, 7,000 tank containers, 250,000 tonnes of general cargo, attended transports and project load

Staff:
approx. 8,000

Turnover 2020:
14 bn Danish kroner

■ ■ ■ According to the RHA, there was a shortage of around 100,000 drivers in July. Even though there were too few truck drivers in the UK before Brexit, the situation has worsened significantly since the country left the EU.

A survey of northern German companies by the Chamber of Industry and Commerce (IHK Nord) also raises fears of worse things to come: despite the post-Brexit rules of the Trade and Cooperation Agreement (TCA), trade between the UK and northern Germany has been significantly weakened by the customs declarations and controls now required, it says. According to the report, 37 per cent of respondents have reduced or temporarily suspended business with the UK since 1 January this year to await economic developments. An improvement is not in sight. 46 per cent do not expect any recovery to take place within the next twelve months.

Prepare well and seize opportunities

DFDS and L.I.T. can also confirm the challenging situation on the British side, but optimism prevails in both companies. “We have used Brexit as an opportunity by continuing to offer our customers the same service and, for example, taking on all the necessary customs activities,” reported Klaas Lange, Business Development Director at L.I.T. Speditionsgesellschaft. “In Cuxhaven, we have the advantage of being small, fast and agile, so we are well positioned,” also emphasised Ortoolf Barth, Route Director at DFDS. For the ferry company, the route to/from the United Kingdom accounts for more than 50 per cent of its business with continental Europe. Accordingly, it was clear that the best possible preparation was essential. “The fact that Brexit was postponed three times meant that we were really well prepared in the end,” Barth continued. Consequently, two employees were exclusively occupied with Brexit customs preparations. “Our webinars on this topic were particularly well received by customers.” Another advantage proved to be that only a small amount of cargo was booked for the initial departures

after Brexit. “We were therefore able to test the systems on a low load at the beginning,” the route director recalled. At the start, problems were sometimes encountered with the required customs documents because, for example, the wrong port of export was entered. “Fortunately, everyone involved, including the customs authorities, cooperated very well.

In the meantime, the ships from Immingham to Cuxhaven are well utilised. Several elements have contributed to this: on the one hand, the timetable has been optimised from five to six departures per week and, on the other hand, the adjustment of departure times. “We now always run in the evenings from Monday to Saturday, which makes it very easy for our customers to plan,” explained Barth. It was important – despite all the efforts required – to change the IT. “Our online booking system ‘Myfreight’ now queries all customs-relevant data, which significantly simplifies both the export and import processes.” According to Barth, in the event of delays due to customs clearance, the expansion of the space available at Berth IV in Cuxhaven has also had a positive effect, allowing for a certain degree of flexibility. And – last but not least – it is an advantage that DFDS primarily ships unaccompanied trailers. “We are therefore not feeling the driver shortage on the British side quite as much.”

Positive signals from Great Britain

Barth believes that some fears are exaggerated, for instance with regard to the European automotive industry, whose supply chains have included companies from the United Kingdom for decades: “As far as Brexit is concerned, there is light and shade. For example, while Honda is ceasing production, other carmakers have announced plans to expand production of electric vehicles in the UK. Nissan Motor is planning to build an electric vehicle battery plant on the island, and Stellantis, the result of a merger between the Fiat Chrysler and Peugeot groups, plans to invest in a plant specialising in electric vehicles.



Ortoolf Barth,
Route Director DFDS



Klaas Lange,
Business Development Director,
L.I.T. Speditionsgesellschaft



PHOTOS: CUXHAVEN.L.I.T., JENS SØDERDAHL, WIEBKE BUCHHOLZ, ISTOCKPHOTO/STILFFX



Following Brexit, processes among all those involved, including the customs authorities, first had to settle down again.

This is good news for the British economy and DFDS, as well as for the freight forwarder L.I.T. – with around 15,000 shipments to the United Kingdom per year for almost all well-known car manufacturers. Therefore, the logistics service provider also prepared for Brexit early on – “from the second quarter of 2020 specifically, and prepared for the worst case scenario,” Lange recalled. As for DFDS, the postponements also helped L.I.T. to cope well with the changeover.

“Our project team responsible for Brexit has implemented a Brexit Tower, which we use to handle all customs formalities for our customers with specially trained staff,” the business development director stated. Previously, individual processes had to be defined primarily, for example, by when specific

customs documents had to be available, and these had to be coordinated with the respective customers. Although this was not technically difficult, it was very time-consuming. “In the end, the decisive factor was that, in addition to transport, we also take care of the complete customs formalities,” explained Lange. “Customers have accepted this very well and we have not suffered any loss of volume.”

Travel restrictions as an obstacle

In the meantime, the biggest challenge is no longer customs clearance, but the restricted freedom of travel. “The residence permit now required is problematic. England is dependent on skilled workers from Eastern Europe, and many no longer want to go there,” stated Lange. “The labour market has lost its attractiveness due to the administrative burden, and the availability of skilled workers will be the limiting factor in the medium term.”

L.I.T. is therefore trying to reduce its dependence on external partners by strengthening the transport chain physically and administratively with its own assets. “Not everyone, especially small transport companies, can or wants to do this, especially as the economic recovery means that the demand for cargo space in the intra-European transport market is very high. For us, the UK continues to be a very interesting market that we intend to develop specifically and in the long term.” To achieve this, the haulage company is relying on support from Germany. “The administrative effort is significantly higher, and especially in January and February it was difficult because, in some cases, even large forwarders were not prepared. After a short start-up phase, however, everything has settled down well.” (cb)



In the long term, the availability of truck drivers in the UK will be one of the biggest challenges.

FACTS

L.I.T. Speditionsgesellschaft

Founded: 1988

Headquarters: Brake

Business segment: Air and sea freight, warehouse logistics, fleet management, staff logistics and IT services

Fleet: 1,100 trucks, 2,000 swap bodies, 700 trailers

Locations: 66 in 14 countries

Staff: over 3,000

Turnover 2020: 438 million euros

More information:
www.dfds.com
www.lit.de



Safe harbour

In view of increasing digitisation, protection against cybercrime is becoming more and more important in ports. As part of the joint project “SecProPort”, a comprehensive IT security architecture is currently being developed for this purpose.

The following horror scenario must be prevented: the port infrastructure breaks down for a longer period of time due to sabotage by hackers. This leads to supply bottlenecks in industry and among the population. The fact that this danger is real is shown by the increasing attacks on all industries with ever greater economic impact. The German economy alone suffers total annual damage of 223 billion euros due to theft, espionage and sabotage of data. This was the result of a representative study by Bitkom, Germany’s digital association, published at the beginning of August. Operators of critical infrastructures see themselves particularly threatened: 52 per cent expect a strong increase in attacks on their company.

Sea and inland ports are also particularly vulnerable because they are increasingly networked and work more with electronically available information. This is because all actors involved in port transport, such as terminal operators, shipowners and freight forwarders, as well as the operators of port IT, railways, port authorities and customs, are networked in a complex port communication network (HKV) and exchange information with each other. Accordingly, it is becoming increasingly important to protect all participants with their respective applications as well as the entire network against cyberattacks, as they communicate directly with each other via the “Port Community System.”

Protect all in the port communication network

If, for example, an attacker were to succeed in becoming a participant in the network – either by attacking the IT system of one of the members or as an internal perpetrator – they could then try to import manipulated messages into the overall system. These would look correct at first glance and would therefore be processed further. “So even if the individual systems of the port members are secured according to state-of-the-art technology, this does not automatically mean that the entire port communication network is secure in its interaction – and this against the background that IT attacks will become more and more sophisticated in the future,” emphasised Karin Steffen-Witt, site manager for the IT service provider dbh Logistics and project manager in Lübeck.

The aim of the “SecProPort” joint project, which was funded by the BMVI in November 2018 as part of the “Innovative Port Technologies” (IHATEC) programme for a period of three years, is to create a security architecture for the various workflows, so that the overall system remains functional at all times, even in the event of an attack. “To do this, we first spent roughly a year analysing the complex communication structures in detail.” This included the processes, the identification of hazards, the IT landscape, the need for protection and the risks, as well as a legal opinion with the requirements of the HKV. “The result was huge wallpaper-like diagrams,” added Steffen-Witt. The project manager sees personal data and information on dangerous goods and customs clearance as potentially at risk, for example. “There are always three aspects involved – confidentiality, availability and authenticity.” After all, it

“We initially spent about a year analysing the complex communication structures in detail.”

Karin Steffen-Witt, Project Leader and Site Manager Lübeck, dbh Logistics



is equally risky if the person in question does not receive a message or if information reaches further recipients beyond one address data. The eight project partners – dbh Logistics, BLG LOGISTICS Group, Datenschutz Cert, German Research Centre for Artificial Intelligence, Duisburger Hafen, Hapag-Lloyd, ISL Institute of Shipping Economics and Logistics and the University of Bremen, as well as the associated partners bremenports, EUROGATE, Niedersachsen Ports and JadeWeserPort – are interested in how security can be increased in the existing IT structures.

Entire system must resist attacks

The project is subdivided into work packages, four of which are currently being worked on. For example, a demonstrator is being used to simulate interventions in the communication that has been running up to now during normal operation. “This data is then processed without intervening in individual software systems,” explained Steffen-Witt. “The requirements for the applications of the individual port stakeholders are then derived from the improved security architecture, and migration plans are developed,” said the project manager.

“Ultimately, the intention is to implement security architecture at individual application partners to prove its practical relevance.” The goal is to incorporate the project results into an industry-specific standard for information security in German ports. Steffen-Witt describes this innovative joint project as follows: “Normally, every IT department works by itself. However, not every company protects itself in the same way. Here, all participants are now working together to achieve better resilience against cyberattacks for all partners in the communications network.” The solution developed can be transferred to other communication networks, for example in other ports. However, cooperation in pandemic times would need to be re-established. “We had actually planned a big meeting with workshops in Duisburg,” the project manager recalled. “Instead, we completely changed our way of working, formed smaller groups and met virtually.” In the meantime, this method works very well. Another challenge – even in “normal” times – is experts and scientists exchanging information: “They are definitely different worlds and vocabularies that meet up here. Since everyone wants to have a good working relationship, that has also worked out well in the meantime.” (cb)

FACTS

IHATEC Project “SecProPort”

Project partners: dbh Logistics, BLG LOGISTICS GROUP, Datenschutz Cert, German Research Centre for Artificial Intelligence, Port of Duisburg, Hapag-Lloyd, ISL Institute for Maritime Shipping Economics and Logistics, University of Bremen

Associated partners: bremenports, EUROGATE, Lower Saxony ports, JadeWeserPort Wilhelmshaven

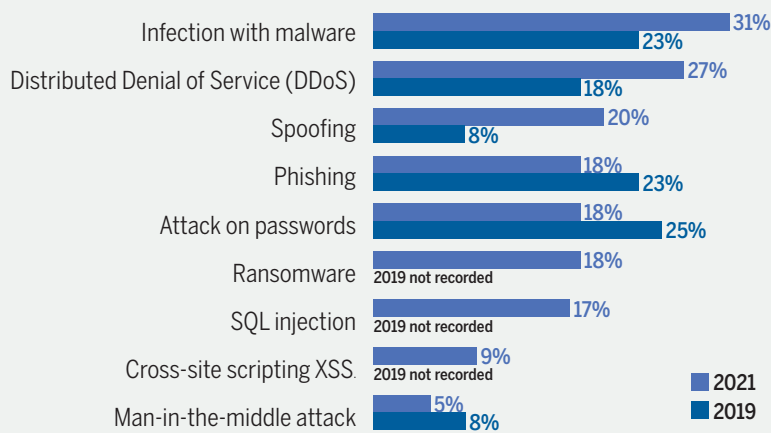
Pilot study: IT risk management in port telematics

Duration: 2018 until 2021

Total funding: 3.5 million euros

Cyberattacks affect nearly nine out of ten companies

Which of the following types of cyberattacks have damaged your company within the past twelve months?



Cyberattacks caused damage to **86%** of businesses – up from 70% in 2019.

Source: Bitkom Research 2021 / Basis: all companies surveyed (2021: n = 1,067; 2019: n = 1,070); multiple responses in per cent, 2017 and 2019: within the last two years

More information:
www.secproport.de
www.dbh.de

Trimodal competence in the ‘wet triangle’



The name says it all: Trimodal Logistik handles the transport of goods between Bremen, Bremerhaven and Hamburg using road, rail and waterway modes of transport – with a clear focus on inland navigation.

The starting signal was given in 2000 when the Bremen-based ACOS Group and EUOGATE Intermodal founded Trimodal Logistik, a company to pool their transport services in the so-called wet triangle. The project has been a success. Until today, the trimodal concept has not only held its own in the market, it has even grown continuously.

“Twenty-one years ago, we started out on the Weser with a handful of employees, seven ships and a capacity of 132 TEU. Today, twelve ships ensure that we can handle more than eight times that amount,” summed up Tim Böttcher, managing director of the two companies that now belong to the Rhenus Group, Trimodal Logistik and Norddeutsche Wasserweg Logistik (NWL). The Bremen-based company offers a wide range of services. These range from the complete pre-carriage and on-carriage of seaports, handling of project cargo on inland waterway vessels, direct truck transport and rail transport to the European hinterland. Clients are usually shipowners, forwarders and transport companies,

many of them aim to optimise their logistics processes. Trimodal Logistik’s main artery is a weekday inland waterway shuttle between Bremerhaven and Bremen with a capacity of 384 TEU. This loads and unloads the cargo in Bremen on Mondays, Wednesdays and Fridays, before the same procedure takes place in Bremerhaven on Tuesdays, Thursdays and Sundays. “However, we also dock at all other ports in Bremerhaven, such as Nordhafen or Fischereihafen, if required. A stop on the Weser, for example in Brake or Nordenham, is also possible,” said Böttcher. If customers also request road and rail transport or more distant destinations by water, Trimodal Logistik can also easily handle this from a single source via its shareholders and sister companies. For example, with EKB Container Logistik, which has taken over a 23.8 per cent stake in Trimodal Logistik as a third shareholder since April of this year. The same applies to NWL and Eurogate Intermodal, which hold 50.2 per cent and 26 per cent of the company shares respectively.

Large umbrella company – broad portfolio

“The fact that we are all part of the umbrella company, Rhenus PartnerShip, is a real stroke of luck for Trimodal and NWL. This means that we, as smaller companies, can draw on the structures and know-how of the globally active Rhenus,” explained Böttcher. In his opinion, Eurogate Intermodal and EKB also fit perfectly into this conglomerate. “The inland shipping sector is not served by Eurogate Intermodal itself, so we com-



“We need to ensure that the dusty image of inland navigation disappears from people’s minds.”

Tim Böttcher, Managing Director Trimodal Logistik and Norddeutsche Wasserweg Logistik (NWL)

plement their range of services perfectly. It is a similar situation with EKB. It is no secret that the truck is our biggest competitor. Together, however, we are able to optimise our transport service and offer more CO₂-friendly solutions,” said Böttcher. The inclusion of inland navigation not only relieves the roads but also enables EKB to tackle new tasks with truck capacities that have been freed up. Thanks to the interaction with the shareholders and other partners, Trimodal Logistik is also in a position to offer customs and veterinary clearance, provision of depots, examination of exemptions and interim storage in the hinterland.

Growth-Digitisation-Image Change

For the next few years, Böttcher has set his sights first and foremost on “growth” as his goal: “We are striving to expand the timetable to give customers the option of daily loading from Bremerhaven and Bremen. To achieve this, we plan to dovetail the fleet of NWL, Trimodal Logistik and the Weser-Mittelland-Containershuttle (WMCS) more intensively.” Other items on his future agenda include increased digitisation of his company and a change in the image of inland navigation. As far as the current state of digitisation is concerned, Trimodal Logistik has long since been feeding its operational data such as loading/discharge lists and stowage plans directly into the system of the terminals in Bremen and Bremerhaven. In addition, the “MOIN” funding project was recently completed with the Institute of Shipping Economics and Logistics (ISL).

There, the focus is on further digitisation of inland waterway transport and the expansion of the communication interfaces between the customer and the service provider, the service provider and the container terminals, as well as the design of a tracking and tracing system.

Böttcher formulates another matter close to his heart as follows: “We have to make sure that the dusty image of inland navigation disappears from people’s minds. After all, in terms of speed and reliability, we don’t have to hide behind other modes of transport.” Among other things, he sees better adaptation of the processes at the terminals as an important milestone in making this mode of transport even more attractive. He also deems a prescribed modal split, such as that practised in the Benelux countries, to be helpful. “But this must also be wanted and supported by politics,” Böttcher pointed out. Then, with a view to the current climate debate, he follows up with a fiery plea for “his” mode of transport: “Inland navigation is one of the most climate-friendly modes of transport. I see great growth potential here, as roads are increasingly congested and rail routes are limited.” (bre) ■

FACTS

Trimodal Logistik

Founded:
2020 in Bremen

Main business field:
Container transport with inland vessels between Bremen and Bremerhaven

Fleet:
12 inland vessels with a capacity between 54 and 384 TEU

More information:
www.binnenschiff.eu

2021

October



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 ■

- 6.10.2021** ■ **Bremen port concept (1/3)**
www.bremenports.de/veranstaltungen
Auswandererhaus Bremerhaven, Germany
- 10.–13.10.2021** ■ **Expo Real**
www.exporeal.net
Munich, Germany
- 12.10.2021** ■ **BHV Harbour Club**
www.bhv-bremen.de/#veranstaltungen
digital
- 14.10.2021** ■ **Logistics Talk**
www.bremenports.de/veranstaltungen
Graz and Vienna, Austria
- 20.–21.10.2021** ■ **Hydrogen Technology Conference & Expo**
www.hydrogen-worldexpo.com
Bremen, Germany
- 20.–22.10.2021** ■ **German Logistics Congress**
www.bvl.de/dlk
digital and Berlin, Germany

November

- 4.11.2021** ■ **Bremen port concept (2/3)**
www.bremenports.de/veranstaltungen
Universum Bremen, Germany
- 5.–10.11.2021** ■ **China International Import Expo (CIIE)**
www.ciie.org/zbh/en
Shanghai, China
- 9.11.2021** ■ **BHV Harbour Club**
www.bhv-bremen.de/#veranstaltungen
digital
- 11.11.2021** ■ **Logistics Talk**
www.bremenports.de/veranstaltungen
Haiger, Germany
- 24.11.2021** ■ **Logistics Talk**
www.bremenports.de/veranstaltungen
Leipzig, Germany
- 25.11.2021** ■ **Bremen port concept (3/3)**
www.bremenports.de/veranstaltungen
Fischbahnhof Bremerhaven, Germany

December

- 14.12.2021** ■ **BHV Slaughter festival**
www.bhv-bremen.de
Bremen, Germany

January

- 17.01.2022** ■ **Forum Project Logistics**
www.bhv-bremen.de
Bremen, Germany

2022

Corona-compliant crossover event

“Harbour Club Special”
on 20 July at the “Golden City”

As a rule, the BHV Harbour Club takes place on the second Tuesday of each month. Here, members discuss maritime topics, especially in Bremen and Bremerhaven, together with representatives from politics and business. On 20 July, however, a special event took place in every respect with the “Hafenclub Spezial”, organised by bremenports together with the Bremische Hafen- und Logistikvertretung (BHV) and the Initiative Stadtbremische Häfen (ISH), and attended by 65 selected guests at the “Golden City” in Bremen. “Golden City” is home to a crossover project where music, theatre and performance merge and which has taken the name of a legendary club that provided wild parties in Bremen’s working-class district of Walle from 1947 to 1975 and was known among seafarers all over the world. “Of course, there was no wild party this time. Rather, we celebrated the start of the summer holidays in corona style – with



Nomema Struss (left) and Frauke Wilhelm were on hand with music and political cabaret during the “Hafenclub Spezial”

theatrical and political tips relating to our maritime field of activity and lots of music,” said Michael Skiba, Head of Marketing at bremenports. “It was a nice, relaxed and easy-going evening, which, at the same time, revealed what had gone amiss during the pandemic – personal contacts.” (bre)

PHOTOS: JAN MEIER, BREMENPORTS



3rd Luneplate Cycling Day

The Luneplate is open all year round for cyclists and walkers. Visitors can explore the 1,400-hectare habitat and retreat for rare animals and plants, observe water buffalo and oystercatchers and take a close look at a flood barrier. On 12 September, bremenports once again presented the ecological compensation site for major port projects in Bremerhaven to all interested parties to celebrate the 3rd Bicycle Day. Various activities for the whole family took place at several stations in the largest nature reserve in the state of Bremen. In the form of short presentations, biologists, landscape architects, farmers and bremenports experts provided information about the compensation measures implemented, development goals, protection regulations and, above all, the animal and plant species that are often on the Red List. Senator for Science and Ports, Dr Claudia Schilling, also took advantage of the “Bicycle Day on the Luneplate” to take advantage of the informational programme along with bremenports Managing Director Robert Howe.

COMPACT



COLOGNE. Uta Maria Pfeiffer has been Head of Mobility and Logistics at the

Federation of German Industries (BDI) since May. Previously, she had served as Head of Environment and Climate Protection at the Federation of German Air Transport Industries (BDL) for ten years. Pfeiffer also spent much of her career tackling environmental policy issues. For example, during her time spent at the Association of German Transport Companies (VDV), she was Head of Sustainability. Pfeiffer comes from Sögel in the Emsland region of Lower Saxony.



OLDENBURG/BRAKE/ CUXHAVEN/EMDEN/NORDEN.

16 apprentices started their training at five NPorts sites in August. A total of six apprenticeship professions are on offer. Examples include office management assistant and in the industrial areas such as electronics for operating technology and construction mechanics specialising in steel or metal construction. The training rate is currently 8.87 per cent, which is well above the state and national average.

Personnel changes at BHV

BREMEN. The executive board of the Bremen Port and Logistics Association (BHV) has been restructured after Robert Howe resigned as a board member at the end of last year and Andreas Niemyer left the executive board in June. Werner Pöser was elected as a new member of the executive committee and will also remain secretary. BHV members also elected **Jens Juknischke (left)** and **Patrick Rehberg** as new executive board members. Christoph Bruns (spokesman of the executive committee), Dr Patric Drewes (eng.) and Werner Pöser are now members of the BHV executive committee. The treasurer is Christoph Holtkemper. Board members are Ralf Miehe, Jens Juknischke and Patrick Rehberg.



Jan Müller elected IHK President

OLDENBURG. At its constituent meeting in July, the newly elected plenary assembly of the Oldenburg Chamber of Industry and Commerce (IHK) unanimously elected **Jan Müller**, CEO of the port and logistics service provider J. Müller Aktiengesellschaft in Brake, as its new president. Müller succeeds the Friesoyth entrepreneur Gert Stuke, who had held the office of president for ten and a half years and has now been appointed honorary president.



Markus Wegman appointed COO

BREMEN. Röhlig USA has appointed **Markus Wegmann** as the company's new COO. The 47-year-old will report to CEO Rafael Ueltschi. Wegmann initially worked in Switzerland before spending the past ten years in the USA as an operator, operations manager, branch manager, country head of operations and regional vice president. At Röhlig, he is now responsible for all products (sea, air, land, project, brokerage and contract logistics) as well as operational efficiency and processes.

K + N: new chief of land transport

HAMBURG. Kühne + Nagel has clarified the succession for Nicholas Minde as head of land transport in Germany. **Simon Bitter**, who has been with K + N for around 15 years – interrupted only by a few months' stint at Wallenborn in 2015 – has taken over this role. Most recently, the 41-year-old was responsible for K + N's pharmaceutical network by road from Luxembourg. His predecessor, Minde, moved to digital freight forwarder Sennder, where he is the managing director for the DACH region.



Lange heads L.I.T. Czech

BRAKE. The Czech subsidiary of the Brake-based logistics company L.I.T. has been managed by **Klaas Lange (left)** since July. The 34-year-old has now officially replaced **Simeon Breuer**, who had already handed over the operational tasks to his successor last year. Lange, who completed his training at L.I.T., and his team of five at the Mělník and Kutná Hora locations are primarily responsible for the expansion of national and international land transport.



Röhlig expands management

BREMEN. With effect from 1 July 2021, the **management team** of Röhlig Germany has expanded to include **Ross Marlton (2nd from right)**, who now heads the Contract Logistics division as National Contract Logistics Manager Germany. Marlton joined Röhlig in Germany in 2019 and was previously General Manager Contract Logistics at Röhlig-Grindrod in South Africa. Born in South Africa, he was instrumental in developing and managing one of Röhlig's largest sites in Johannesburg.



New on board VDR

HAMBURG. With **Christian Naegli (left)** and **Sebastian Ebbing**, the German Shipowners' Association (VDR) has gained two new team members to represent the interests of German shipowners. Naegli previously worked for the shipping company Hapag-Lloyd and now succeeds the late Wolfgang Hintzsche as a consultant for ship safety, nautical science, technology and environmental protection. Ebbing, who previously worked for the Claus-Peter Offen shipping company, is in charge of climate protection, fuels, innovation and promotion.



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Focus:
Singapore

EDITION
DECEMBER
2021

Focus on
Singapore

Follow us in the next issue to the island and city state of Singapore. The smallest state in East Asia in terms of area can show off big time as an important financial and transport hub. Reason enough for LOGISTICS PILOT to take a look at the showcase metropolis.

Point of View

H. E. Laurence Bay, Ambassador of the Republic of Singapore to the Federal Republic of Germany on the subject of Singapore

Trade is Singapore's lifeline. Without the free flow of exports and imports throughout the pandemic, we would not have access to supplies and resources critical to our nation's survival. Few realise that our trade-to-GDP ratio is one of the highest in the world, at more than three times our GDP. As a major exporting nation, Germany's ratio is also quite high at close to 90%. Our two countries are therefore strong advocates of free trade and a multilateral trading system based on internationally accepted rules and standards. This is why, in November 2019, we welcomed the entry-into-force of the EU-Singapore Free Trade Agreement (FTA), the first between the EU and an ASEAN member state. German companies, especially the more than 2,000 with operations in Singapore, will benefit in multiple ways, including taking advantage of our network of 26 bilateral and regional FTAs. Singapore is Germany's largest export destination in Southeast Asia, with bilateral trade in goods totalling around 11 billion euros in 2020. Singapore's global connectivity, world-class infrastructure, and business friendliness are among the reasons why it is the premier hub at the heart of one of the world's most dynamic regions. Hundreds of large container vessels from Europe transit Singapore enroute to China, South Korea, Japan, etc. DB Schenker and DHL and many other companies operate their regional logistic hubs out of Singapore. Going forward, the landmark ASEAN-EU Comprehensive Air Transport Agreement concluded on 2 June 2021 will bolster connectivity between Europe and Southeast Asia. Singapore is poised to emerge stronger from the pandemic, and will continue to offer more competitive value to foreign businesses and investors.



PHOTOS: EMBASSY OF THE REPUBLIC OF SINGAPORE, ISTOCKPHOTO/OLEG CHEPURIN

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+ We are sailing –
Columbus Quay
undergoes modernisation

bremenports is preparing two projects to ensure that the success story of cruise shipping in Bremerhaven can continue. The quay where the cruise liners tie up will be completely rebuilt over the next few years. The new structure will be installed in the River Weser 20 metres in front of the 100-year-old pier. The old central building, which is no longer usable, will also be replaced by a new multipurpose terminal.

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