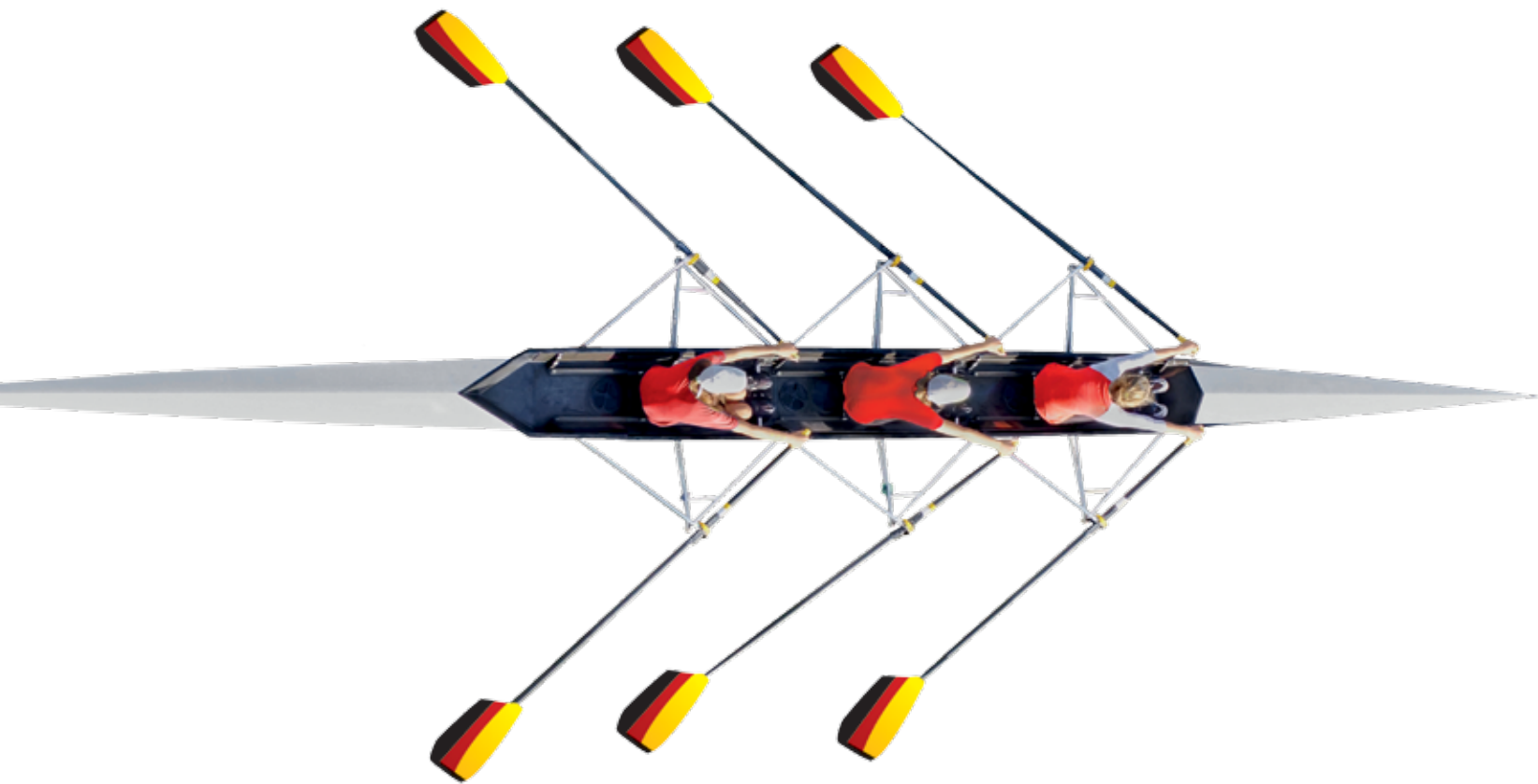


LOGISTICS PILOT

EDITION

APRIL 2023

 GERMAN PORTS



PORT COOPERATION: ALL ROWING IN THE SAME DIRECTION?

TOO LOCATION-FOCUSSED?

How far are Germany's ports in implementing a cooperation concept? Two viewpoints.

Page 12

THREE AND TWO EQUAL ONE

Five examples of European seaports that have merged – and their reasons for it.

Page 18

INVITATION TO CO-OPTIMISE

Hellmann adopted “agile working” almost three years ago. This mindset has changed things.

Page 22

Focus on:
Port cooperation

CONTENT

Edition
April 2023



14

Portrait

The Zufall Logistics Group consciously pursues a combination of global and regional presence.

18

Logistics Story

Many European seaports have already merged – for different reasons.

22

Digitalisation

“Agile working” has paid off. Hellmann Worldwide Logistics pursues this approach.



06

Main topic

Port cooperation: is everyone really rowing in the same direction? What seems so obvious in theory, is not so straightforward in practice.



03 Editorial

04 Big Picture

12 Point of View
“Germany is often too location-focussed”

16 Facts & Figures
Did you know?

24 Community
News from the industry

26 Start-up
Planblue: blueprint for green solutions

30 Events & Imprint

LOGISTICS PILOT digital!
Visit us online at www.logistics-pilot.com

COVER: SHUTTERSTOCK/MIYTR/DESIGN; CONTENT: ISTOCKPHOTO/HERO IMAGES, ZUFALL LOGISTICS GROUP/CHRISTIAN WOLLER, VECTORSTOCK/SIRANAMONG, HELLMANN WORLDWIDE LOGISTICS PHOTO PAGE 3: ZDS



Daniel Hosseus, Senior Managing Director, Association of German Seaport Operators (ZDS)

A NATIONAL STRATEGY FOR NATIONAL TASKS

Dear readers,

Germany and its seaports are facing major challenges. Our ports have recently demonstrated what they are capable of, not least with the LNG terminals that appeared at record speed, an example that illustrates two points that are key to the National Ports Strategy.

Firstly, the seaports are relevant nationally, as they are essential pillars of local industry and support Germany as an exporting nation. Plus, Germany needs to import energy: currently coal and LNG and in the future green fuels such as hydrogen, ammonia or ethanol. The planned expansion of wind power would also be impossible without seaports, which are crucial for securing prosperity, economic strength and jobs throughout Germany. The Netherlands and Belgium, as well as Poland and Denmark, have shown us what a strategic policy for the ports – important for Europe as a whole – can look like.

Compared to the first two above, however, and this is the second point, Germany’s advantage is the diversity of port locations. Instead of a single beacon, we have a multitude of locations along the North Sea and Baltic Sea coasts, all of which offer very different services. This makes German logistics strong and immune to crises. By the same token, a National Ports Strategy does not mean that all ports must be capable of everything – it means that we would develop a common vision that meets the very different requirements on the North Sea, the Baltic Sea and the interior.

It is important that the German government sets itself ambitious goals here and that we implement them quickly. Our seaports are faced with new tasks and a growing volume of goods. The ports must and will complement each other – it is high time we take a strategic approach to these tasks.

Best wishes, Daniel Hosseus

STRONGER TOGETHER

Orcas, also known as killer whales, hunt in a pack. They split into a formation using underwater sounds and circle their prey in a targeted manner. In their sophisticated hunting tactics, individual animals often bring their unique strengths into the common strategy. For example, the ability to approach prey discreetly, exceptional endurance or the simple use of brute force. Consequently, they can hunt down rays, sea lions and dolphins, and even sharks and whales in unison.

In a way, the maritime economy is starting to mirror mother nature's model: a community strategy that creates synergies and combines forces. For example, some countries in Europe are already relying on port cooperations in their "hunt" for higher transshipment figures and new customers (see page 20). The cooperation between players takes

place at different levels: in some cases, the scope includes marketing partnerships or joint purchasing of materials and equipment, in others – for example, hinterland transportation – value-added services or IT infrastructure projects are coordinated with one another.

In Germany, too, joint solutions are being developed in order to regain the market shares lost in competition with the western ports over the past few years, and to secure employment. But for many experts, there is still room for improvement. Incidentally, according to research conducted by the taz daily newspaper, the idea of a North German port cooperation was initiated by the then Lower Saxony President Sigmar Gabriel and the former Federal Environment Minister Jürgen Trittin, from Bremen. [\(bre\)](#) 

PORT COOPERATION: ALL ROWING IN THE SAME DIRECTION?

No discussion about Germany's maritime sector would be complete today without the terms "national port strategy" and "port cooperation" cropping up at some stage. However, those responsible for ports in each German state and the stakeholders have very different views on how things are developing. They do agree, though, that Berlin has a decisive influence on both the direction we will need to row in the future and how quickly. Moreover, each location wants to emphasise its individual qualities as a universal port.



PHOTO: ISTOCKPHOTO/HERO IMAGE, JADEWESERPORT WILHELMSHAVEN/IZ, XSH/NO PHOTOGRAPHY

“I’m passionate about promoting genuine cooperation between ports in northern Germany,” stated Olaf Lies, Minister for Economic Affairs, Transport, Construction and Digitalisation of Lower Saxony. Indeed, in order to ensure medium- and long-term survival on the global market, he believes it necessary for all those involved to pool their existing infrastructures, resources and ideas and to use them efficiently. Lies remains self-critical, however, when looking back, especially concerning the ports of Antwerp and Rotterdam. “We may have invested too much energy in navel-gazing in the past,” he admitted. “We need to concentrate on how we, as a port in northern Germany, can compete with the rest of Europe and jointly strengthen our positions. The time has come to get over our old parochial thinking once and for all and strive for more intensive cooperation. We’re all in the same boat, after all.”

He cites the deep-water container port JadeWeserPort, a joint project between the German states of Lower Saxony and Bremen, as an example of how port cooperation can work in Germany. He also refers to the port development catalogue, which since 2012 has become established as a coordination platform for northern German port policy, and to the ports’ shared international trade fair activities, which take place via the “German Ports” communication and marketing platform. At the same time, he clarified: “more intensive north German port cooperation doesn’t imply the state should be responsible for cargo management and can’t be the sole answer.”

In his view, the seaports of Lower Saxony can bring a range of skills and strengths to the cooperation process. “Each port has different focal points,” the minister emphasised. In Wilhelmshaven, for example, the focus is on container shipping and energy, while in Stade much revolves around LNG and chemical products. Alongside this, Cuxhaven is at the forefront of offshore wind energy, while Brake focuses on agricultural products and Emden on vehicles, cellulose and wood products. “All in all, Lower Saxony’s seaports already constitute a major German universal port,” Lies concluded.

“After all, we’re
in the same
boat.”

Olaf Lies, Minister for Economic Affairs, Transport, Construction and Digitalisation of Lower Saxony



“The importance of the ports for the economic future of the country has never been greater.”

Dr. Claudia Schilling, Bremen’s Senator for Science and Ports

Bremen’s long wish list

For Dr. Claudia Schilling, Bremen’s Senator for Science and Ports, the desired port cooperation is an important adjustment that should be made without delay. “In order to remain competitive internationally,” she said, “the ports must cooperate more closely and offer innovative and sustainable solutions.” She also does not believe politicians are solely responsible. “Politicians must set the framework for stronger cooperation between the ports and anchor the importance of this issue in the minds of everyone involved,” she added. “At the same time, stronger cooperation demands the support of each and every individual player in this field, which of course includes the port industry and others, such as the chambers of industry and commerce.” Schilling believes that the Ports of Bremen, Germany’s smallest state, which already boasts a broad range of cargo from containers and cars to bulk goods and project cargo and is currently working intensively to make its ports fit for the future, can become one of Europe’s most significant universal ports. →

Germany’s only deep-water container port, the JadeWeserPort, is cited by many as a prime example of successful cooperation, owing to the financial participation of the states of Bremen and Lower Saxony.



Containers dominate the scenery in the Port of Hamburg. In 2022, 8.3 million TEU passed through its quays.



→ “We’re renewing 2.6 kilometres of the container quay so the large container ships can continue to be handled competitively,” she explained. This is a significant component of Bremish Ports’ policy. “The importance of the ports for the economic future of the country has never been greater,” she added with a view to both the current global situation and the Maritime Conference taking place in Bremen in mid-September. “I hope the German government will take more account of this development in future and support the ports fairly, based on their importance. So far, support for all German ports has been 38 million euros per year. I’d like to see another zero added to this sum.”

“We see a fantastic opportunity to reposition national port policy for a successful future.”

Dr Melanie Leonhard, Hamburg’s Senator for Economic Affairs and Innovation



Hamburg sees “efficiency gains” as its mainspring

A few kilometres to the north-east, Dr Melanie Leonhard, Hamburg’s Senator for Economic Affairs and Innovation, is positive about the joint development steps taken. “Hamburg emphatically welcomes the process of drawing up a National Ports Strategy and is actively involved in its development,” she stated. “We see a fantastic opportunity to reposition national port policy for a successful future.” In this context, she has observed active cooperation on numerous levels and particularly cites joint digitisation projects as examples of this. “In most cases, there’s already cooperation in areas where there are immediate efficiency gains to be made,” Leonhard continued. “Yet, it will also be important for the coming years to describe in concrete terms the role of the ports for foreign trade, and for Germany as a whole, in a national port strategy. This will give a clearer nationwide approach that can lead to additional cooperation.” With this in mind, she also emphasises the advantages that her location can contribute. “Hamburg is the most important German seaport,” she added. “As a universal port with outstanding hinterland connections, it simultaneously combines logistical advantages with being an industrial and manufacturing location.”

PHOTO: HIMMICHAELE LINDNER, DANIEL REINHARDT, BHV, TIMO JANN

“Competition in a very small area makes little sense”

It is in the nature of things that people who are firmly anchored in day-to-day business often have a somewhat different perspective on an issue. For Christoph Holtkemper, board member of Bremischen Hafen- und Logistikvertretung (BHV), cooperation is only one possible answer to better survive in competition. He indicates that, although the ports on the Elbe and Weser have always been characterised by a strong competitive spirit, shipping agents from Asia, for example, often regard the German coast as a cohesive economic region. “Consequently, competition in a very small area, especially in container handling, makes little sense,” he said. Moreover, the idea of cooperation has already been practised for years by medium-sized companies in Bremen and Bremerhaven and has been established successfully in other ports too. “I speak here for the BHV member companies, in particular, that not only provide their logistics services right on



“The JadeWeserPort has a central role.”

Christoph Holtkemper, BHV board member

our doorstep, but that have also successfully gained a foothold in other ports, thanks to their expertise,” added Holtkemper. He also sees JadeWeserPort as another example of successful cooperation. “This is the only German port capable of handling fully unloaded large container ships, which is not possible at the terminals on the Elbe and Weser. It therefore has a central role within the framework of cooperation between ports in northern Germany,” he emphasised. →

IN THE SPIRIT OF A NORTHERN GERMAN PORT STRATEGY

In December 2022, the state and senate chancelleries, the ministers for Economic Affairs and the Environment from Hamburg, Schleswig-Holstein and Lower Saxony, and the German government agreed on a joint approach to sediment management. It was determined that, alongside the existing transfer sites, an increased amount of sediment should initially be transferred to the North Sea (Tonne E3). This measure will be implemented until such times as Schleswig-Holstein can issue a follow-up permit beginning in mid-2023, a solution that is initially intended to replace shipment in the Outer Elbe area. “It’s important that we have made Lower Saxony’s position clear,” said Lower Saxony’s Minister of Economic Affairs

Olaf Lies in December 2022. “We don’t want to and must not make Hamburg’s sediment problems ours. However, the Port of Hamburg is extremely important for Lower Saxony in terms of the northern German port strategy, which is why our central concern is to follow a sustainable and mutually beneficial path.” In conversation with LOGISTICS PILOT recently, Lies further confirmed that the agreement on sediment management in the tidal Elbe was an important step. “It underlines the fact that the states affected – Hamburg, Schleswig-Holstein and Lower Saxony – wish to work out a viable, long-term silt solution in the Elbe, alongside the German government. We’ve already held a workshop on this subject.” (bre) □



Dredging work on the Elbe continues to keep the Port of Hamburg easily accessible.

“There is certainly still room for improvement.”

Eduard Dubbers-Albrecht, President of the Bremen Chamber of Commerce



→ “Our government must take over the neutral cooperation and provide significantly more money for the infrastructure of the German ports,” added Holtkemper regarding the role he feels politicians should play.

No intervention in market-based mechanisms

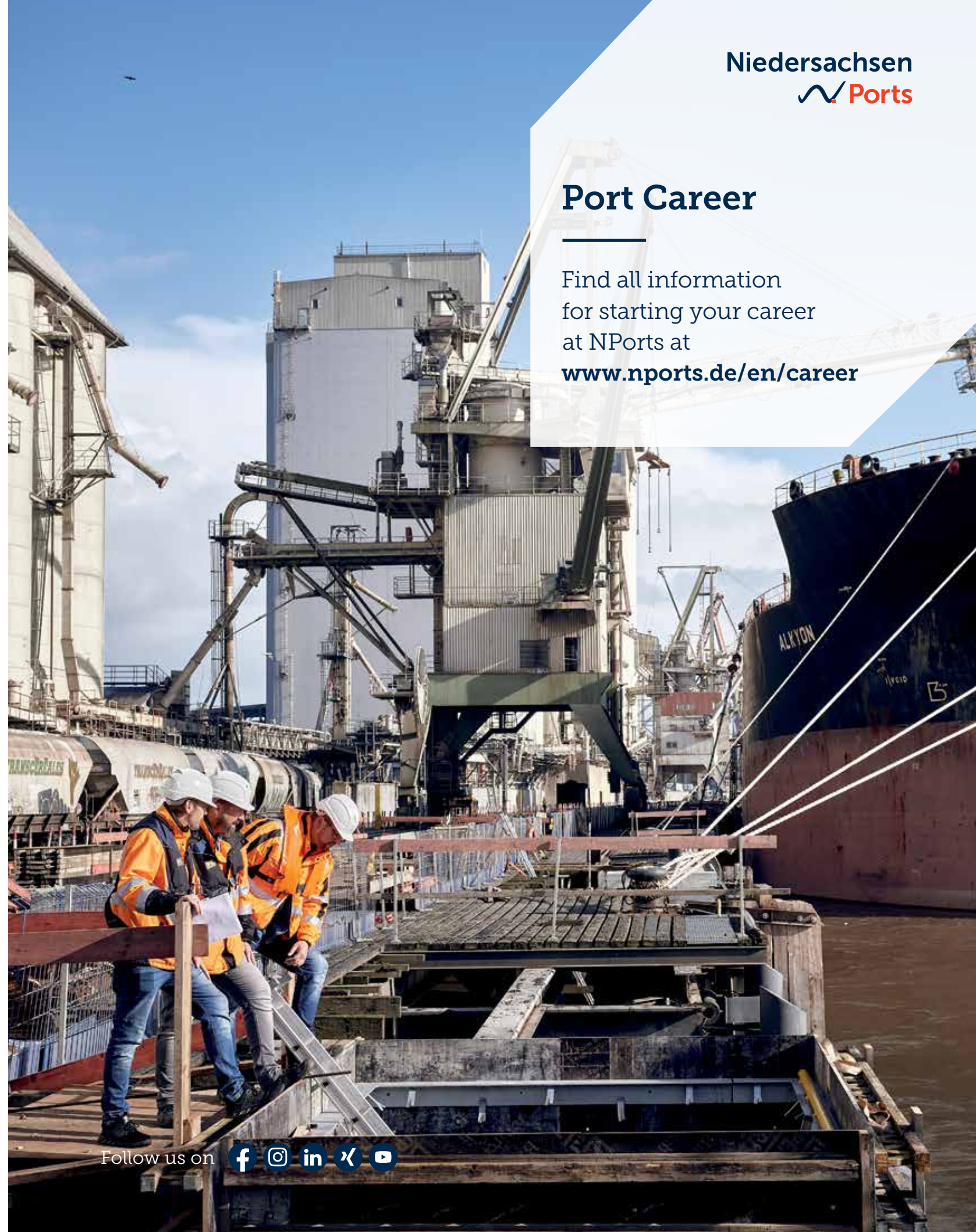
For Eduard Dubbers-Albrecht, President of the Bremen Chamber of Commerce, an essential prerequisite for successful cooperation between northern German seaports is that a common will exists, even beyond party and state borders. “As far as the Bremen Chamber of Commerce is concerned, only entrepreneurial decisions should pave the way for such a cooperation,” he stated, commenting on the possible merger of the

two major container terminal operators, EUROGATE and HHLA, which is currently officially on hold due to the war in Ukraine and ongoing logistics problems. “Direct political influence would mean interfering with market-based mechanisms.” Alongside this, he also believes that Berlin should contribute more financially to the port costs. “German seaports are in our country’s interest in terms of foreign trade and energy policy, meaning they are of national importance,” he continued. “This is already the case in Germany, even if there is certainly still room for improvement,” he added, now commenting on the current state of port cooperation in Germany. He feels that if Germany’s coastal states were to establish a common coordination agency for the affairs of northern German seaports, this could boost development in this process. (bre) □

With an area covering over a million square metres, Bremen’s Neustadt port is Europe’s largest breakbulk cargo terminal.



PHOTO: BREMENPORTS, JÖRG SARBACH



Port Career

Find all information for starting your career at NPorts at www.nports.de/en/career

Follow us on



“GERMANY IS OFTEN TOO LOCATION-FOCUSSED”

To what extent are our ports implementing a cooperation concept? Professor Frank Ordemann and Professor Jan Ninnemann give their opinions on this.

LOGISTICS PILOT: Do you believe that a cooperation between North German seaports is the right answer to the loss of market share in favour of the ports in Antwerp and Rotterdam?

ORDEMANN: From my perspective, this is the only true solution.

NINNEMANN: In the container segment, closer cooperation between the ports of Hamburg, Bremen/Bremerhaven and Wilhelmshaven is only part of the solution. Hamburg and Bremerhaven, in particular, face a wide range of challenges, which the terminal operators have to address independently first of all. This includes handling costs, which are significantly higher with simultaneously lower productivity compared to competitors in Rotterdam and Antwerp.

LOGISTICS PILOT: In what areas is the cooperation concept clearly evident to you, and what measures do you think would need to be stepped up in the coming months in order to further intensify this cooperation?

ORDEMANN: Port cooperation, as I understand it, is an operational collaboration between the container terminals of our three major container ports; this is something that is not yet evident to me at all. To my knowledge, talks initiated in 2020 between the terminal companies and the relevant politicians, who became involved later, are on hold. The first step towards such cooperation is recognition by the decision-makers involved that all three ports would benefit from this. What's more, that each individual port will gain greater market share in competition with the western ports proceeding this way than if they were to continue "business as usual". This is the most important

PROF. FRANK ORDEMANN

Head of the Institute for Logistics Management at Ostfalia University of Applied Sciences in Salzgitter. In 2020, he wrote a study on seaport cooperation between North German ports entitled "German ports miss competitive opportunities".

“Port cooperation, as I understand it, [...] is not yet evident at all.”

realisation that those responsible for ports need to come to first and foremost. I have my doubts as to whether this is the case for everyone as it stands. Moving on from there, everything can be implemented in line with the seven steps I outlined in my 2020 study on this subject, or via other means. But those are the specifics.

NINNEMANN: The cooperation concept is primarily developing in alternative cargo segments outside container transport. German seaports are rightly regarded as the engine of energy transition. In order to meet the challenges that this entails as best possible, it is necessary to employ all resources at all German ports in close cooperation. This applies, amongst other things, to the import of green energy – for example, hydrogen or hydrogen derivatives such as ammonia – or to the creation of capacities to achieve the expansion targets for offshore wind energy.



PROF. JAN NINNEMANN

Professor of Business Administration and Academic Head of BSc Logistics Management at Hamburg School of Business Administration (HSBA)



LOGISTICS PILOT: What is the role of policy in this context, and how should it support cooperation between German seaports?

ORDEMANN: Such port cooperation can only succeed if policy and business cooperate wholeheartedly and work as a unit. As far as the two major players, HHLA and the BLG Group, are concerned, the federal states have the lion's share in these companies. With their majorities on the supervisory boards, they are required to represent their respective interests regarding port cooperation and to monitor these. Of course, the boards of directors of these two companies are also paramount. The state of Lower Saxony is also involved in this process as co-owner of JadeWeserPort. The extent to which other co-owners of individual terminals will be required is a question of how this cooperation is structured.

NINNEMANN: Nowadays, strategic development and the expansion of ports are mostly matters of the state. Coastal states such as Hamburg, Bremen and Lower Saxony face the challenge of having to finance the necessary investments in the maintenance and expansion of the ports more or less on their own. The funds available for this purpose are often not sufficient to support the Federal Government's plans, which can be quite ambitious, for example when it comes to energy transition. Similarly, there is a lack of planning capacity and a robust legal framework to implement projects quickly. The ports depend on support from Berlin in this regard.

LOGISTICS PILOT: In many of our neighbouring countries, port cooperation has long been a reality. Are we late on this development in Germany?

ORDEMANN: My guess is that the decision-makers in Hamburg, in particular, are struggling with the idea that they would benefit from a port cooperation. I think there are quite a few people who believe that the strategy to deepen the Elbe will give them an advantage in order to stay ahead of their German competitors in the market. But this is a misconception, just like it is a general misconception that long-term opportunities can be gained for individual ports by deepening the Elbe and the Outer Weser. These measures just won't cut it. They are just a drop in the ocean, which will allow a little more cargo handling for them. It does not make any difference to the basic structures, namely

that they are still unable to allow large container ships with full loads to enter or leave the ports of Bremerhaven and Hamburg. This is only possible in coordination with the JadeWeserPort. I think that Hamburg would benefit the most from port cooperation in terms of volume, JadeWeserPort would benefit the most in relative terms and Bremerhaven would be somewhere in between. So yes, Germany is still late on this development to this day. Tackling this issue should have been started with force back in 2014.

NINNEMANN: In comparison to Belgium and the Netherlands, the answer is most definitely yes. Successful port cooperation often takes place at the level of public port administrations in particular. Close cooperation has enabled our neighbours to achieve a wide range of synergies, for example by sharing equipment or marketing across different ports. This can also increase awareness at national and international level. A fundamental requirement for successful cooperation is the ability to share opportunities to influence port development. Germany is often too location-focussed. (bre) □

“There is a lack of planning capacity and a robust legal framework to implement projects quickly.”

A TACTICAL REGIONAL AND GLOBAL STRATEGY

Zufall Logistics Group, the market leader from Göttingen, is firmly rooted in southern Lower Saxony, northern and eastern Hesse, and Thuringia. With overland transport, air and sea freight, logistics, customs services, contract logistics and Night Express, the logistics player relies on strong regions, strong services and strong headquarters.

The food industry is not the only sector in which regionality keeps business in tune with the times. The mid-sized logistics service provider, Zufall Logistics Group, also relies on this factor, thereby setting itself apart from its competitors. “After the founding in Kassel in 1928, we originally expanded to Hesse,” reported Sven Kollbaum, an authorised signatory of the company, who is responsible for sea freight business at Zufall. The markets in southern Lower Saxony, eastern Hesse and Thuringia were gradually added.

“We’ve since been active in the heart of Germany,” said Kollbaum. The region is often referred to as “Zufall territory” by colleagues and long-term customers. As one of the most prominent family-owned companies in Germany, Zufall is represented here with seven of its ten branches. Besides the core business of overland transport, the service portfolio also includes air and sea freight, logistics, customs services, contract logistics and Night Express.

“The branches in Göttingen, Fulda, Nohra and Haiger have long been active in commercial sea freight.” Following the 2016 takeover of the Hamburg-based Team Trans, with around 25 employees, the strategic approach could have been to concentrate the



entire sea freight business on the Elbe, i.e. near the port. “Sea freight is, of course, loaded at the port, but teams no longer need to be based there,” explained Kollbaum. “Customers value being approached regionally,” Kollbaum continued. Moreover, there is simply no compelling reason to make everything central. Instead, the motto is: “strong regions, strong services, strong headquarters.”

Contrary to other companies, Zufall therefore deliberately keeps firm roots regionally: many customer relationships have existed for decades, and for the people of Göttingen and Fulda, our trucks with the blue and orange logo are now part of the furniture. According to Kollbaum, it is precisely from the branches that the regional strength and established market structure can be optimally harnessed, especially since air and sea freight business has become increasingly important at the four large forwarding locations in addition to land transport.

Long-standing regional customer relationships

To this day, the sea freight business remains part of the portfolio for the interregional market, both regionally and in Hamburg. The approx. 75 employees in this division have overseen a sharp increase in turnover, particularly for containers, but also for less-than-container-load cargo (LCL), i.e. breakbulk goods in consolidated containers and project cargo. The company does not wish to publish the exact volume this equates to in TEU (twenty-foot equivalent unit). Kollbaum: “Our goal is not to maximise the number

of containers transported, but to find and retain the business that suits us.”

Specifically, this means offering warehouse logistics and logistical advice in addition to the pre- and post-transportation of containers, for example. “In doing so, we also generate more turnover via additional services and more added value for our customers,” said Kollbaum. A fruitful endeavour. According to preliminary figures, sea freight accounted for around 13.4 per cent of Zufall’s 450 million euro total turnover in 2022. And this trend from previous years is continuing. The share in business from sea freight has steadily increased from 6.7 per cent in 2016, with total turn-over growing. In 2020, it stood at 8.5 per cent, with 2021 seeing double figures for the first time at 11.6 per cent.

However, traditionally low sales margins in the freight forwarding industry mean turnover is not the only decisive factor. “First and foremost, it’s about profitability,” stressed Kollbaum. “It is not within the sights of many logistics companies, nor capabilities of

shipowners, to achieve what we can.” This strategy has another advantage: the company is less affected by fluctuations in the rate than other companies in the industry as a result of offering a combination of services. “The sea freight rate alone takes a back seat when you are invoicing five services,” explained Kollbaum.

Flexibly positioned

When it comes to country focus, China comes out top for Zufall in terms of sea freight, ahead of the USA and Southeast Asia. Kollbaum is relatively relaxed about any potential relocation of production from China to other regions – for example as a result of the pandemic or possible political disruptions – for several reasons: “Since we don’t have a large country organisation and have also expanded our agent network to encompass different areas in recent years, we are very flexible and can adapt quickly to our customers’ other production sites. Cross trade shipments, for example from India to the Persian Gulf, could also be good business.”

Flexibility in the service portfolio is crucial too. Whilst overland transport remains the core business with a share of over 50 per cent, the weight of business areas such as sea freight is increasing. It is worth noting that ten years ago, land transport made up just over 70 per cent. Kollbaum: “That’s why it’s important to offer other services such as customs services, air freight, contract logistics and Night Express, as well as to rely on our entire range of services and our expertise.” As a result, the company is now much more broadly positioned with several pillars.

This also applies in other respects. As opposed to the early days, it is no longer the company claims to only be strong in the regions with branches offering comprehensive services. The central units – which function as group-wide entities and strategically support and further develop overarching areas such as data management, digitalisation, human relations and sustainability – also play a key role. Thanks to remote working, this is not contingent on location, and not all teams have to work from Göttingen, where the company’s headquarters were relocated in 1942/43. This is the best position for Zufall as Kollbaum sees it: “We are where the cargo and our employees are.” (CB) □

Zufall Logistics Group relies on a broad service portfolio with land transport, air and sea freight, logistics, customs services, contract logistics and Night Express.

FACTS

ZUFALL LOGISTICS GROUP
ESTABLISHED
1928

HEADQUARTERS
Göttingen

AREA(S) OF BUSINESS:
Land transport, air and sea freight, logistics, customs services, contract logistics and Night Express

BRANCHES IN GERMANY
10

SHIPMENT VOLUME
5.25 million shipments (2021)

EMPLOYEES
2,224

TURNOVER
450 million euros (2022, preliminary figure)

More information:
<https://www.zufall.de/en/>



PHOTO: ZUFALL LOGISTICS GROUP; ZUFALL LOGISTICS GROUP/CHRISTIAN WOLTER

DID YOU KNOW?

German ports are a hub of activity. So we have put together some interesting figures for you over the next two pages as a little detour from the wider topic of this issue. They might well prove to be handy pearls of wisdom in one of your future conversations – whether the topic is how many vessels have been handled at German ports or what key goals are being pursued with brand cooperation.

107,769

VESSELS

WERE HANDLED IN GERMAN PORTS IN 2021.

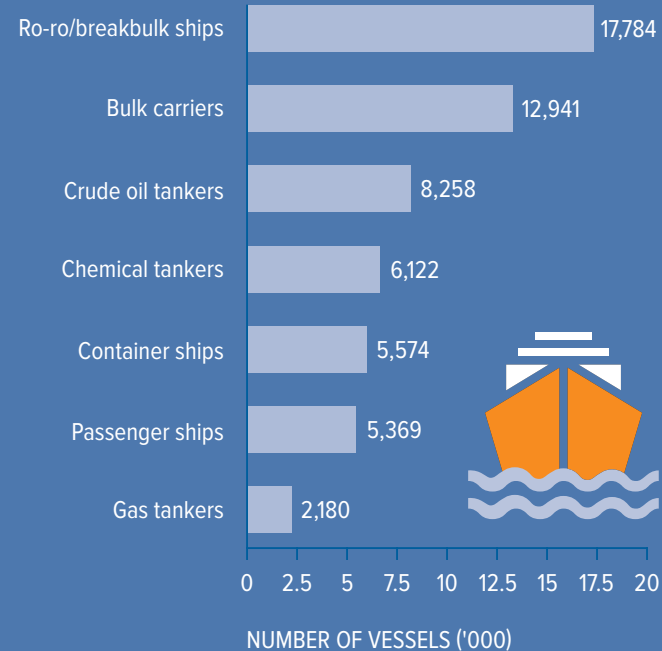
155

port companies at

20

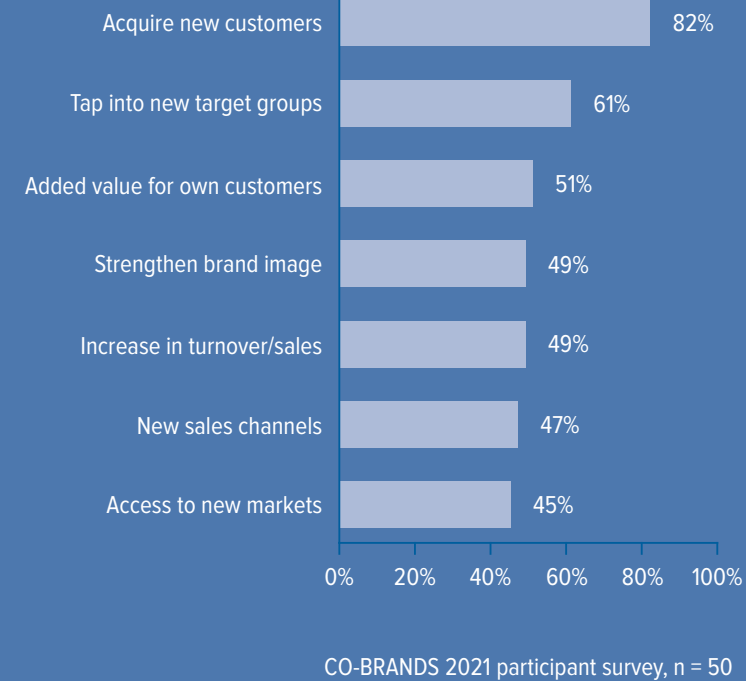
seaport locations represented by the Association of German Seaport Operators (ZDS).

Number of vessels in the 2022 global merchant fleet, by type



SOURCES: CONNECTING BRANDS STUDY, STATISTA, ASSOCIATION OF GERMAN SEAPORT OPERATORS (ZDS), GRAPHICS: FLATICON

What are the goals of brand cooperation?



1,800

At the end of 2021, vehicles in various performance classes were being used in German seaport operations, including 588 straddle carriers, 645 forklifts and 338 tractors.

€64m

will be invested by 2025 for the Federal Ministry for Digital and Transport funding programme for Innovative Port Technologies (IHA-TEC II).

288.7

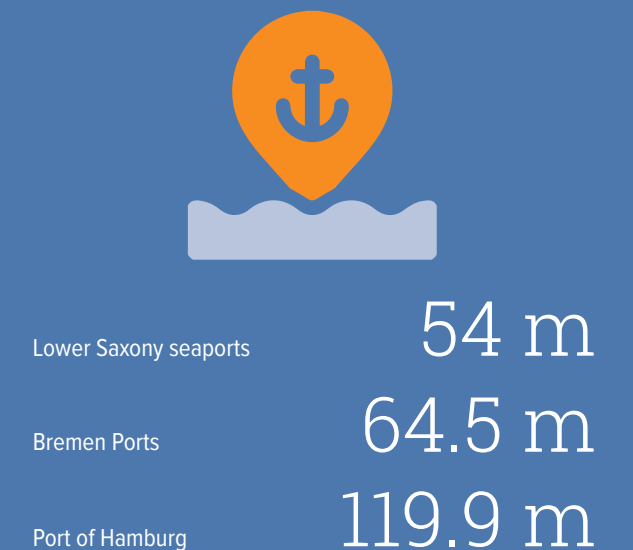
MILLION TONNES

OF DIVERSE GOODS

were handled by German seaport companies in 2021 – including:



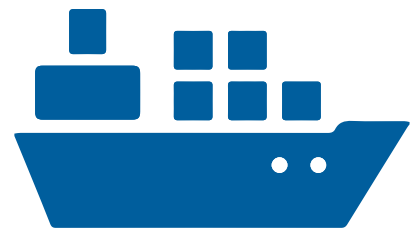
Maritime cargo handling in 2022 (in tonnes)



If these numbers were consolidated, the trio would easily have a top ten place amongst the world's largest ports.

THREE AND TWO EQUAL ONE

Many European seaports have merged over the past 20 years. What drove their decision to do so, and what obstacles were there along the way? LOGISTICS PILOT was on the case.



PORT OF ANTWERP-BRUGES

HAROPA PORT

NORTH SEA PORT

COPENHAGEN MALMÖ PORT

PORT OF HAMINA-KOTKA

Germany should have a national port strategy ready in about eighteen months. It does not seem to be particularly specific yet, and whether this follow-up paper to the 2015 National Port Concept will also include stronger cooperation between German seaports is currently unclear. What is clear, though, is that closer cooperation is already a reality in more and more European ports. Five examples from across Europe show how each one got off the ground and which approaches have proven successful each time.

CMP: Bridge not a problem

The ports of Copenhagen (Denmark) and Malmö (Sweden) kicked things off in 2001. Copenhagen Malmö Port (CMP) was founded exactly one year

after the opening of the Øresund Bridge between Denmark and Sweden. “Everyone saw the bridge as a great opportunity,” reported Ulrika Prytz Rugfelt, Chief Communications and Sustainability Officer at CMP. However, no one knew at the time how short sea shipping, the flow of goods and the ports in Copenhagen and Malmö would fare once the new bridge was built. Therefore, instead of competing, the two cities decided to join forces to face this new, unknown market together. This was much more than simple cooperation between the two ports, as CMP was created to consolidate all the port activities from two cities in two countries.

“There were hardly any doubts at all,” explained the CMP board member. “This was because many saw the merger as both a good example of cross-border cooperation and an opportunity for the ports to adapt to a new market.” The company was nevertheless granted a three-year trial period, but the business was already in full swing after only 18 months. “The biggest advantage is that the ports operate efficiently,” emphasised Ms Prytz Rugfelt.

Port of Hamina-Kotka: extreme resistance, then shared happiness

In contrast, achieving the 2011 merger of Finland’s Hamina and Kotka ports was a longer process. “Talks about cooperation between the two ports had been going on for 40 years, but one or the other was always against it – sometimes Kotka, sometimes Hamina again,” reported CEO Kimmo Naski.

How come? Both ports are only about 20 kilometres apart and had the same profile – containers, RoRo, general cargo and liquid and dry bulk. Moreover, they were both owned by local authorities and were also important for local politics – among other things because of their impact on employment. Investment was hotly competitive and, since it was feared that both locations would cease to develop, they merged.

The mood only changed during the financial crisis of 2008/2009, when both ports lost about a third of their respective total traffic. “The local elections were happening at the same time and many of the elected politicians were in favour of cooperation, including a port merger,” Naski recalled.

Customers welcomed the merger from the get-go, and capital expenditure has steadily decreased over the past years. There are also many operational synergies. “Traffic is handled where it’s best for the customers. All eight sections of the port now have their own profile,” reported the CEO. →





North Sea Port: Dutch-Flemish port alliance aims high

Already connected by a canal, the Dutch Zeeland Seaports (Vlissingen and Terneuzen) and the Port of Ghent in Flanders, Belgium, only merged to form the North Sea Port in early 2018.

Last April, the 60-kilometre-long North Sea Port and the Port of Gothenburg signed an agreement on closer cooperation, focussing on building a network of medium-sized European ports and working on energy management within them. In working together, the ports also aim to strengthen their commercial interests and promote cargo flows between them.

Port of Antwerp-Bruges: aspiring to become a global port of the future

There had been repeated speculation about a possible cooperation between the Belgian ports of Antwerp and Bruges. After years of discussions and negotiations, the cities agreed to merge their two ports, under the name



Port of Antwerp-Bruges, in February 2021. Their goal is to strengthen both ports' position in the global supply chain and achieve sustainable growth.

Advantageous is that both complement each other considerably. Antwerp's strength, for example, lies in transporting and storing containers, general cargo and chemical products, while Zeebrugge is a major port for RoRo traffic, container handling and the transshipment of liquefied natural gas.

This creates a number of synergies. "Containers that could not be handled in Antwerp were diverted to Zeebrugge, where capacity was available," reported Lennart Verstappen, Corporate Communication Advisor at the Port of Antwerp-Bruges. In terms of liquid bulk, Zeebrugge handled a great deal of LNG, while the handling of chemicals in Antwerp was slightly down. "At total turnover level," he continued, "the decline in containers is compensated by the good results in other sectors."

Haropa Port: Seine axis logistics corridor for goods from across the world

A national port strategy was the deciding factor in France. In June 2021, the three French ports on the Seine axis, Le Havre, Rouen and Paris, merged into a single public institution, having already founded Haropa, an economic interest grouping, in 2012.

The aim was, among other things, to change the size dimension, become more resilient to economic changes and external influences, regain market share throughout the river corridor and unify governance. It also aimed to provide Paris with a maritime outlet and promote the energy transition through sustainable transport to the hinterland.


Even though the three ports had not been in competition with each other before and each had their specialities, strengths and weaknesses (containers for Le Havre, grain and agro-industry for Rouen, inland waterway transport of building materials and city deliveries for Paris), many fears that were more historical-cultural than economic nonetheless existed. None of the sites wanted to lose their respective specificities, their own identity and organisation. This situation was solved by introducing a new corporate governance that involved all stakeholders. (cb) 



PHOTO: NORTH SEA PORT, PORT OF ANTWERP-BRUGES, HAROPA PORT

REGISTER NOW!

ESPO CONFERENCE 2023

01.-02.06.2023

PARKHOTEL, BREMEN

ESPO-CONFERENCE.COM




**BREMEN
BREMERHAVEN**
TWO CITIES. ONE PORT.

Ministry of Science and Ports

Free Hanseatic City of Bremen

AN INVITATION TO CO-OPTIMISE

Hellmann Worldwide Logistics adopted the “agile working” mindset just under three years ago – the Osnabrück-based logistics service provider does not see working this way as a short-term strategy.

Tobias Heuser, Head of Digital Products at Hellmann, almost guides his company and staff along the way and sees the “agile working” mindset, which emerged in software development at the beginning of the 2000s, as the perfect way for the company to adapt to changes as quickly as possible and to establish itself successfully on the market. “We initiated our agile transformation in 2020, in order to improve our quality, with a department of around 20 employees,” Heuser explained. “Today, about 150 employees from various departments are involved, and it feels great, even if the road is rocky sometimes.” The company quickly adopted the motto “Sooner – Safer – Happier”. “This means that we want to build better software, increase our delivery speed, make our range of services even safer and make both our customers and our employees happier,” he added.

During the agile transformation process, the needs of both internal and external users, among other things, are examined regularly. For example, Hellmann invites customers and employees from all over the world to a virtual meeting every fortnight, with the aim of discovering together how various digital solutions can be optimised. Furthermore, such meetings are important for testing the solutions the company develops promptly, in a real world

situation, and then for changing tack if necessary. The agile teams at Hellman consist of a maximum of ten employees from different areas of the company, which allows them to approach a project’s specific problem from as many angles as possible. “The teams always include a product owner, an agile coach and several developers,” Heuser clarified. “The product owner is responsible for efficacy, the agile coach for efficiency in the team. The developers can be a software developer, a business analyst or a UX designer from our Digital Unit, depending on the task.” Heuser likens the cross-departmental cooperation within these teams to the dynamics of a football team. “Different players on the pitch have different roles and responsibilities, as do the teammates here, who cover different tasks that should ultimately lead to a successful overall result.”

No working through specifications

The methods and speed with which the teams work to identify solutions is equally important. To achieve this, Hellmann uses four types of virtual meetings – “Daily”, “Sprint Planning”, “Sprint Review” and “Sprint Retros”. While the daily meetings only last for up to 30 minutes, the other three take place every fortnight and can last up to four hours. “In these regular meetings, we don’t just work through the specifications for months



“Our agile journey will never end.”

Tobias Heuser, Head of Digital Products at Hellmann

on end like we used to,” explained Heuser. “Rather we monitor our direction early on, look for possible dead ends through customer-oriented software development and keep the team’s motivation high.” The company’s non-hierarchical discussion culture also contributes to this. So far, this has not only proven to be a “real invitation to co-optimize”, it also encourages team members to share their views without fear of reprisal. The idea of open corporate communication is also visible in how the Hellmann’s headquarters is laid out. It contains a granary, dating from 1934, that has been converted into an innovative office concept. “Speicher 3 is a meeting place with an open staircase and doesn’t have a conventional reception area,” Heuser explained. “It’s here where employees meet in a welcoming atmosphere for cross-departmental communication.”

View of “Speicher 3” at Hellmann headquarters in Osnabrück. Open corporate communication is practised here.



PHOTO: HELLMANN WORLDWIDE LOGISTICS (X3)

On the road to success with “Smart Ocean” and “HITS”

Hellmann’s progress thanks to agile working is clearly demonstrated by their use of the quotation tool “HITS” and the tracking tool “Smart Ocean”. “HITS” is a software for submitting air or sea transportation estimates to customers. The agile way of working ensures that all processes are carried out uniformly and that the extent to which user needs are satisfied is checked fortnightly by feedback loops. “The HITS digital product has been very well received and is reflected in a significant increase in the completion rate,” Heuser explained. With “Smart Ocean”, on the other hand, Hellmann has succeeded in optimising its software for tracking sea freight containers in a continuous coordination process with the customer. This is shown, for example, in the container tracking function – regardless of which service provider is carrying their freight. The customer wants to manage their logistics using a single web interface instead of having to use a plethora of applications from different providers.

With this experience under their belt, agile working has proven to be an important and correct step for Heuser to further professionalise Hellmann’s existing digital unit. In preparation for the launch in 2020, external digital consultants such as Etribes were brought in and, with their help, internal “Agile Coaches” were gradually appointed. “As I believe in lifelong learning, I’m firmly convinced that our agile journey will never end – there will always be new technologies and new ideas that require a company to rethink its processes and thus evolve. I can’t say how we’ll get to our destination,” said Heuser with a wink, “as agile working is open-ended in nature, but we’ll get there.”

FACTS

**HELLMANN
WORLDWIDE
LOGISTICS**

FOUNDED
1871

MAIN PRODUCTS
Airfreight, seafreight, road &
rail, contract logistics

EMPLOYEES
over 12,300 in 264 branches
worldwide

HEADQUARTERS
Osnabrück.

2021 TURNOVER
EUR 4.07 billion

More information:

(bre) www.hellmann.com/de



SIEMENS GAMESA IS READY FOR THE SPRINT

CUXHAVEN Robert Habeck (left), the Federal Minister for Economic Affairs, visited the Siemens Gamesa plant in Cuxhaven in late January, which was inaugurated in 2018 and manufactures wind turbines for offshore farms. During his visit, which included a visit of the plant by Siemens Gamesa CEO Jochen Eickholt (right), Habeck made it clear that he views the goal of expanding wind energy to 30 gigawatts by 2030 to be realistic. "Germany has really got its work cut out," he said. Eickholt indicated that his company was willing to take on the "sprint".



TO GROUP ASSISTS BAHRI LOGISTICS

BREMEN Bahri Logistics recently launched a new liner service with RoRo ships, connecting Asian ports with India and Northern Europe. In early March, this service also stopped for the first time at the BLG Autoterminal in Bremerhaven with the 220-metre "Bahri Yanbu". The Transport Overseas (TO) Group is assisting the Saudi Arabian state shipping company. The Bremen-based logistics company is acting as the Arabs' general agent and is also taking over their distribution in Antwerp (Belgium). At the end of 2022, TO Group was named Best Northern European Agent by Bahri Logistics.



GO-AHEAD FOR THREE NEW BOARDING BRIDGES

BREMERHAVEN Construction of the first of the new passenger bridges for the cruise terminal began at the Columbus Quay in January. Adelte, the Spanish engineering group, built three new passenger bridges for the bremenports port management company. Their installation is part of the new construction of the Columbus Quay, which started in November 2021. The quay, which handles passenger shipping in Bremerhaven, will be rebuilt over a length of 620 metres and widened 20 metres into the Weser by autumn 2023. The three new "Pegasus" bridges will be considerably longer than their predecessors, which were built almost twenty years ago. The new bridges will enable the cruise terminal to handle any large cruise ship, even ones with overhanging lifeboats. Adelte intends to install the first bridge by April 2023. Two further bridges are due to follow by autumn 2023.

OFFICIAL START OF CONSTRUCTION FOR LNG JETTY

STADE After the inauguration of Germany's first LNG terminal in Wilhelmshaven on 17 December, the first pile was rammed into the ground in January for the construction of the next LNG jetty in Lower Saxony. For NPorts, this measure, which accounts for an investment amount of up to 300 million euros, is the largest construction project since the port company was founded. The jetty for liquefied gas is due to go into operation in winter 2023/24 with a floating storage and regasification unit (FSRU). Around 50 LNG tankers will then be handled there each year.



BLG LOGISTICS UND DEKRA POOL EXPERTISE

BREMEN Matthias Magnor, COO and member of BLG LOGISTICS board of management (2nd from left), and Dekra Germany CEO Guido Kutschera (2nd from right) agreed on a long-term partnership between their companies in January. The partners intend to tackle strategic topics together and pool their strengths in the fields of digitalisation, sustainability and qualifications. This applies, in particular, to vehicle logistics. According to BLG LOGISTICS, it is the leading automotive logistics company in Europe with more than four million vehicles transported per year.

PHOTO: TO GROUP, ANDREAS BURMANN (2X), SIEMENS GAMESA, BREMENPORTS (2X), BLG LOGISTICS, SCHEER, PRIVATE, NORDFROST

CONSTRUCTION OF MAERSK LOGISTICS CAMPUS BEGINS

BREMERHAVEN In February, the groundbreaking ceremony for the new Maersk Logistics Campus took place in Bremerhaven's fishing port: a modern and sustainable logistics centre is due to be built on an area of almost 70,000 square metres for the storage of sporting goods and other goods. There will also be space for offices and administration. Completion is planned for the second quarter of 2024. "With around 300 jobs, Maersk's new location is an important contribution to the strengthening of our region on a long-term basis. We are very pleased about this strong commitment by one of our port's most important partners, which underlines its ambitions for sustainable corporate development with this investment decision," said Bremen's Port Senator Dr Claudia Schilling at the symbolic ceremony. Also on site were Maersk manager Jens-Ole Krenzien, Felix Zilling and Christoph Telker, both from Deutsche Logistik Holding (DLH), as well as Bremerhaven's mayor Melf Grantz.



INAUGURATION OF TALL SHIP BERTH IN BRAKE

BRAKE In the presence of Olaf Lies, Lower Saxony's Minister for Economic Affairs, Transport, Construction and Digitalisation, and NPorts Managing Director Holger Banik, the first berth for large ships was inaugurated at the south pier in Brake in February. NPorts had renovated the facility for around ten million euros so that it met the most modern requirements. "This allows us to further strengthen the significance of Brake Port as an important transshipment point for agricultural products. Furthermore, these investments will guarantee the port as an important employer in the region," said Lies at the inauguration ceremony.



RAY OF HOPE FOR PORT OF NORDDEICH

NORDDEICH Digital solutions are to be used in the future in such a way to control light that ensures safe port operations for goods handling and passenger movements, as well as reducing the impact on the Wadden Sea. Consequently, representatives of environmental associations, Wadden Sea organisations and port companies met in Norddeich in February to exchange knowledge and experience. They were aiming to create a smart lighting control system based on demand. This would reduce energy consumption and help to protect animals and plants by reducing the amount of light.



JADE UNIVERSITY INTERDISCIPLINARY EXPERT

ELSFLETH In January, Dr Georgios Athanassiou was appointed as Professor for Human-Machine Interaction in autonomous ship navigation systems at Jade University of Applied Sciences. Born in Greece, he was most recently employed at the Leibniz Research Centre for Working Environment in the Department of Ergonomics in Dortmund, where he coordinated two EU projects. He also taught at the Department of Maritime Studies and Logistics at the Jade University and at the College of Police and Administration in Wiesbaden. "I am looking forward to drive forward the human-centred design system as a way forward for maritime work," he said.



PARTNERSHIP FOR SUSTAINABLE ENERGY LOGISTICS

WILHELMSHAVEN/HAMBURG To meet the increasing demand for sustainably produced energy as well as the related need for well-engineered logistics concepts for the storage and transport of components, Deugro and Nordfrost combined their strengths in a partnership in January. The new Green Energy Logistics Hub will serve the energy industry to and from Wilhelmshaven on both land and water. The target groups are customers from the onshore and offshore wind energy industry as well as producers and suppliers of converter stations, substations, cables and transformers.

BLUEPRINT FOR GREEN SOLUTIONS

Planblue is committed to protecting the oceans from its base in Bremen. The start-up has become specialised in collecting large volumes of data about the seafloor using underwater cameras and making this available to its clients in a standardised, detailed manner with sophisticated georeferencing. Whilst maps of the land are readily available, the seafloor is still largely unknown and unmapped.



Planblue uses special cameras to collect a wealth of data about the seafloor.

Planblue wants to address this as soon as possible. However, the specialism and technology of the start-up is not available to everyone. “We do not support companies that damage the climate,” founder Joost den Haan stressed, adding: “The health of the oceans is crucial in our fight against climate change because the oceans are complex ecosystems that also have the capacity to function as vital carbon sinks in the coming years.” Planblue collects its data using special cameras such as hyperspectral cameras and various underwater satellites for navigation, light opacity and depth estimation, which the start-up calls “DiveRays”. “Whilst a normal camera can only show the objects of an image, for example, seaweed, a hyperspectral camera provides data that gives precise information about the degree of health of this same seaweed,” explained Haan. After the dive, images are combined and analysed with the “SeafloorAtlas” software platform using artificial intelligence and machine learning. The result is data that sets new standards in terms of quantity and quality and can be used in a variety of ways. In the past few years, data have also been collected during dives that provide information on the amount of plastic waste at the bottom of the sea.

Currently, Planblue primarily uses its technology to assess the carbon storage potential of seaweed meadows. The DiveRay is used around the globe to this end, but particularly in the coastal region

of the Mediterranean Sea. “Seaweed stores up to 18 times as much carbon dioxide as a tree – and according to current research not only over 100, but over 1,000 years,” stated Haan, describing the importance of this plant genus for climate protection. Planblue is currently striving towards its goals with 25 employees – from engineers to scientists and software developers – and with plenty of early accolades. For example, the start-up was awarded the “Geospatial Innovation Award” in 2022 and won the “Ocean Data Challenge” at the beginning of 2023. In addition, it recently received prestigious funding from the EU. [\(bre\)](#)



“We do not support companies that damage the climate.”

Joost den Haan, founder of Planblue

PHOTO: PLANBLUE



SDN CELEBRATES 50TH ANNIVERSARY

VAREL-DANGAST In January, the Schutzgemeinschaft Deutsche Nordseeküste (SDN), which translates as Association for the Protection of the German North Sea Coast, celebrated its 50th anniversary, and its chairman Gerd-Christian Wagner said: “SDN has now been around for over 50 years. It is concerning that the threat to the North Sea from increasing industrialisation and its effects has not diminished, despite all the specific individual successes. In May, SDN will be celebrating its anniversary with a public event at the National Park House in Varel-Dangast, during which it will be looking ahead.

BLG SHIPS VAN COMPONENTS TO THE US

BREMEN In February, BLG LOGISTICS took over the logistics of supplying the Mercedes-Benz Vans assembly plant in Charleston (USA). Marc-Oliver Nandy, Global Supply Chain Director at Mercedes-Benz Vans, captured the launch of the project with a usie. Apart from BLG handling and shipping parts from European suppliers, its range of tasks includes bundling the flow of goods and information at its facility in Düsseldorf. A dedicated goods management system with interfaces to Mercedes-Benz Vans, customs and the shipping companies ensures smooth communication between all parties involved.



NEW GERMAN RAIL HYDROGEN PROJECT

BREMEN/BREMERHAVEN/HAMBURG Since January, the new joint project "sH2unter@ports" has been addressing the question of how the operation of shunting locomotives in the port can be implemented in a climate-neutral way. There are six partners – Elbe-Weser Transport and Railways and Transport company (evb), Smart Mobility Institute at Bremerhaven University of Applied Sciences, Institute for Energy and Circular Economy at Bremen University of Applied Sciences (IEKrW), Alstom, bremenports and the Hamburg Port Authority – who are working towards the goal of converting shunting locomotives in Bremen and Hamburg port areas to run on hydrogen.

DIETER JANECEK SUCCEEDS CLAUDIA MÜLLER

BERLIN Since January, Dieter Janecek has been the new federal government coordinator for the maritime economy and tourism. He followed in the footsteps of Claudia Müller, who became Parliamentary State Secretary in the Federal Ministry of Food and Agriculture. At a meeting with Angela Titzrath, President of the Central Association of German Seaport Operators (ZDS) in February, Janecek explained: “Ports play a key role for Germany, for industry and for the public. Most imports and exports of energy, raw materials and consumer goods pass through ports. Here, transformation, the energy transition and the GreenDeal are of great significance: the creation of transshipment and storage structures for modern and climate-friendly energy sources. Furthermore, the port must also become climate-neutral and resilient in order to meet safety and environmental standards and to be a reliable partner in times of crisis, as it has been in the past. The aim is to make the most of the potential of digitalisation and automation and to support the competitiveness of ports.”



PHOTO: SON ANDRYSZAK; BLG LOGISTICS; BREMENPORTS; BUNDESTAG

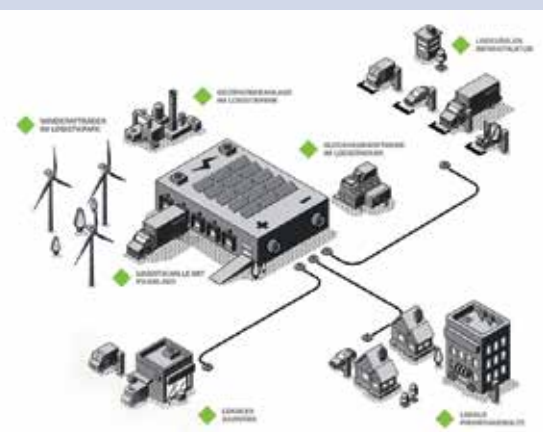
DOUBLE REINFORCEMENT FOR LS CARGO LOGISTICS

BREMEN The Bremen-based project logistics and heavy cargo expert LS Cargo Logistics strengthened its management team in the first quarter with the appointment of managing directors Thomas Meisner and Holger Hinrichs. Hinrichs (COO) has over 25 years of experience in the project logistics and shipping industry and is in charge of operations in the logistics division. A long-term employee, Meisner has been appointed Chief Commercial Officer (CCO). They complete the corporate management team headed by Ole Dammann. The company is part of the Dettmer Group.



JADEWESERPORT JOINS THE "POWER OF LOGISTICS" INITIATIVE

WILHELMSHAVEN Germany's only deep-water container port, JadeWeserPort, has been a member of the "Power of Logistics" initiative since January. Together with logistics service providers, developers of logistics real estate and energy companies, the initiative aims first and foremost to trigger the expansion of renewable energies and the use of surplus capacities from logistics, as well as to demonstrate the potential of logistics real estate. To date, only a fraction of the possible sustainable energy potential has been used there. The initiative was founded in 2022 by the logistics real estate arm of the German Logistics Association (BVL).



CHEMICAL LOGISTICS CENTRE IN MOERDIJK FOR LESCHACO

BREMEN/MOERDIJK Following the inauguration of a new chemical and hazardous goods warehouse in Malaysia in January 2022, Leschaco signed a lease with industrial space developer David Hart Beheer (DHG) this January, in order to build a new ADR warehouse in Moerdijk, Netherlands. The facility, which will be 290,000 square metres, is due for completion in the third quarter of this year. The Moerdijk site, between the ports of Rotterdam and Antwerp, guarantees optimal accessibility to the European hinterland, the Bremen-based freight forwarding company explained.



EXEMPLARY ENVIRONMENTAL STANDARDS

BREMEN For the sixth time, ESPO successfully certified the Bremen Ports according to the EcoPorts environmental management standard PERS in February. ESPO Secretary General Isabelle Ryckbost (right) congratulated the Ports of Bremen and its Managing Director Robert Howe (left) on renewing their environmental certification and stated: "We know that sustainability is in bremenports' genes and is not a one-off achievement. The forthcoming ESPO conference in Bremen will be a good opportunity for Europe's ports to learn more about Bremen's sustainability efforts and initiatives."

NOSTA LOGISTICS APPOINTS HORNIG AS CSO

OSNABRÜCK At Nosta Logistics, Sven Hornig has taken on additional responsibilities. He has been appointed Chief Sales Officer (CSO), backdated to 1 January, of the Osnabrück-based logistics service provider. In his previous role as Head of Sales, Hornig was responsible for the national sales activities of the Road, Sea & Air and Warehousing business units as well as customer and sales support. His additional activities now encompass strategy sales including key account management and customer development as well as sales marketing.



DLR LAUNCHES INSTITUTE FOR FUTURE MOBILITY

OLDENBURG In late January, the German Aerospace Center (DLR) opened the Institute for Systems Engineering for Future Mobility in Oldenburg. "The institute develops methods to efficiently develop and test complex systems. This research is key to the safety and licencing of highly automated and autonomous means of transport," emphasised Professor Anke Kaysser-Pyzalla, Chair of DLR Executive Board. "The scientific work of the new institute ideally complements DLR's interdisciplinary and application-oriented research, especially in the field of shipping."



LOWER SAXONY SEAPORTS RECORD RISE IN HANDLING

OLDENBURG With approx. 54 million tonnes, around six per cent more goods passed through the quaysides of Lower Saxony's nine seaports in Brake, Cuxhaven, Emden, Leer, Nordenham, Oldenburg, Papenburg, Stade and Wilhelmshaven in 2022 than in 2021. The increase was primarily the result of healthy growth in the solid bulk cargo sector, whose throughput was up by 20 per cent to 14.93 million tonnes (2021: 12.41 million). Moreover, the handling of liquid bulk goods also rose by two per cent (2022: 25.88 million tonnes, 2021: 25.44 million tonnes), while the handling of general cargo (including RoRo and containers) was down slightly by seven per cent to around 19.60 million tonnes (2021: 21 million tonnes). Despite the good results recorded in forest products, it was not possible to compensate for this decline. The handling of around 1.43 million new vehicles resulted in a rise of almost twelve per cent compared to 2021 (1.27 million).



STRUDTHOFF APPOINTED TO DETRA BOARD

BREMEN As from 1 February, Michael Strudthoff was appointed as a further managing director at Schifffahrts-Kontor Detra. Strudthoff has been working for Detra since December 1991 and became an authorised signatory in September 2015. Besides Strudthoff, the management team also comprises Andreas Niemeyer and Ann-Christine Dettmer. Detra's core business is the clearance of maritime vessels around the Weser and Elbe ports as well as the chartering of breakbulk, bulk and project cargo. The company, a subsidiary of the Dettmer Group, is headquartered in Bremen and has a branch office in Hamburg.



TX LOGISTIK AND EGIM EXPAND NETWORK

WILHELMSHAVEN In January, TX Logistik launched a new hinterland connection between Wilhelmshaven and southern Germany - with one round trip per week between JadeWeserPort and the rail terminals in Nuremberg and Kornwestheim. Both routes are operated as direct links and carried out via the BoxXpress production platform. The destination in Nuremberg is the TriCon Container Terminal and the Duss Kombiterminal in Kornwestheim. Besides TX-Logistik, EUROGATE Intermodal GmbH (EGIM) has also been offering rail links from Wilhelmshaven to Kornwestheim, Munich, Nuremberg and Duisburg since January.

DIGITAL TRANSFORMATION MILESTONE

BREMERHAVEN SAMS is now in use at the Stromkaje in Überseehafen. SAMS stands for "ship mooring measurement system" and is intended to provide digital support for mooring manoeuvres at the Stromkaje terminal. During the project kick-off in February, which is funded by the Federal Ministry of Digital Affairs and Transport, Federal Transport Minister Dr Volker Wissing (right) and bremenports Managing Director Robert Howe (right) handed over the SAMS grant to Dr Claudia Schilling, Bremen's Senator for Science and Ports. "The digital transformation of the ports is in full swing, and work is becoming smarter, more efficient and safer" said Wissing.



BREMENPORTS FOCUSES ON REDEVELOPMENT OF LOCK(S)

BREMERHAVEN bremenports has started 2023 with a full order book. As part of the numerous renovation projects, the Geeste flood barrier in Bremerhaven got underway in February. A mitre gate was repaired, the rubber seals were renewed and the sluice gates serviced. From mid-April, heavy machinery will be deployed at the Kaiserschleuse to replace the underwater rails and the undercarriage at the inner lock head. The north lock will then be closed from mid-June, and extensive renovation work will also be carried out on the undercarriages of the inner lock head.

GRAPHIC: BVL LOGISTICS REAL ESTATE THEME GROUP; PHOTO: DETTNER GROUP; LESCHACO; BREMENPORTS (BX); NOSTA LOGISTICS; RHEINUS; MIDGARD; DETRA; JADEWESERPORT

2023			
APR	18. 4. 2023	BHV-Hafenclub www.bhv-bremen.de Bremen, Germany	
	20. 4. 2023	Logistics Talk www.bremenports.de/en/events Leipzig, Germany	
	25. – 27. 4. 2023	WindEurope www.windeurope.org/annual2023/ Copenhagen, Denmark	
MAY	2. 5. 2023	BHV-Hafenclub www.bhv-bremen.de Bremen, Germany	
	9. 5. 2023	Hafen trifft Festland www.seaports.de, www.jadeweserport.de Munich, Germany	
	9. – 12. 5. 2023	transport logistic www.transportlogistic.de Munich, Germany	
	11. 5. 2023	Bremen reception www.bremenports.de Munich, Germany	
	14. 5. 2023	Excursion to Lune Plate www.bremenports.de/en/events Bremerhaven, Germany	
	23. 5. 2023	Hafen trifft Festland www.seaports.de, www.jadeweserport.de Duisburg, Germany	
	24. – 25. 5. 2023	Real Estate Arena www.real-estate-arena.com Hanover, Germany	
JUN	31. 5. – 2. 6. 2023	ESPO Conference www.bremenports.de Bremen, Germany	
	6. – 8. 6. 2023	Breakbulk Europe www.europe.breakbulk.com/home Rotterdam, Netherlands	
	7. 6. 2023	World Congress of Dredging and Surveying www.bremenports.de/en/events Bremen, Germany	
	15. 6. 2023	German Ports Reception www.bremenports.de/en/events Berlin, Germany	

SAVE THE DATE

Numerous exciting events have been announced and are planned. However, there may still be short-term postponements after the editorial deadline. The information published here is subject to change. We would recommend that you check again shortly before the event is due to take place, for instance on our website www.logistics-pilot.com/event-kalender/



IMPRINT

LOGISTICS PILOT
ISSN 2195-8548

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

Project and Advertising Manager:
Thomas Walbröhl
Phone: +49 421 30901-616
Email: marketing@bremenports.de

Advertisement price list of 11.2023
www.bremenports.de/logistics-pilot

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

Project management:
Thorsten Breuer (editor-in-chief);
Ciska van der Schalk

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

Layout:
Monique Dobrzelak

Translation:
translektion GmbH

Printer:
müllerditzten, Bremerhaven
www.muellerditzten.de
printed on 100% recycled FSC-certified paper

LOGISTICS PILOT is published six times a year in a print run of 5,000 copies (German). Contents can also be viewed at www.logistics-pilot.com. To view them, please scan the QR code. For mobile end devices, the LOGISTICS-PILOT app can be downloaded free of charge from the App Store and at Google Play and contains all issues that can be downloaded.

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



THIS MAGAZINE IS A JOINT PROJECT OF:
bremenports GmbH & Co. KG
Bremische Hafen- und Logistikvertretung e. V.
JadeWeserPort-Marketing GmbH & Co. KG
Seaports of Niedersachsen GmbH



LOGISTICS IS WHAT WE DO. HOW WE DO IT, WITH PASSION.

Your seaport and logistics service provider with an international network. For more than 145 years.

www.blg-logistics.com

Get your ticket now!

transportlogistic.de/tickets



MESSE
MÜNCHEN

Experience Connectivity



May 9–12, 2023
Messe München

transportlogistic.de

tl transport
logistic

the leading exhibition