

EDITION
J U N E
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LOGISTICS PILOT

 GERMAN PORTS

Magazine for Ports, Shipping and Logistics

United Kingdom – a balancing act

Soft skills, not hard bargaining
Humour, a cool composure and
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AUTOMOBILE



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Challenging times: Brexit, Covid-19 and war

Eckhard-Herbert Arndt, Chief Editor of the Täglicher Hafenbericht



Dear readers,

English is the world's undisputed lingua franca. It not only connects cultures, trade and shipping, but is also the official language of 38 countries. At the same time, more and more of what are known as 'Anglicisms' are appearing in the German language – often to the chagrin of local linguists. Nevertheless, the English word 'challenge', in particular, is becoming increasingly popular.

Indeed, in many television programmes, for example, the word 'competition' is being replaced with 'challenge'.

Brexit, the term which describes the UK's official withdrawal from the European Union on 1 February 2020, has also long since become established in our everyday language. One of the many side effects of Brexit is that it has led to an acute shortage of lorry drivers, as many EU nationals working in the profession suddenly lost their right to live and work in the UK. The British felt the practical consequences of this driver exodus in autumn 2021 – if the consequences of the Covid-19 pandemic had not been enough, supermarket shelves were empty and petrol stations had no fuel. The government in London came under considerable pressure, which is why it quickly launched, among other things, a 33-point action plan with the aim of making working as a 'heavy goods vehicle' (HGV) driver more appealing. The success of this plan will become apparent in the coming months.

The third major challenge currently facing the United Kingdom and the EU is Russia's invasion of Ukraine and the ensuing conflict. Even if an end to the fighting is not foreseeable at present, what is clear is that the positive growth expectations for the island nation formulated at the beginning of the year by both the government in London and various economic research institutes will not come to pass. It goes without saying that we have 'challenging' times ahead.

Best wishes, Eckhard-Herbert Arndt

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United Kingdom

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Quo vadis, United Kingdom?

Since the United Kingdom officially left the EU on 31 January 2020, it is not only the economic and political experts who continue to ask this question. And not without good reason, as current data shows. According to the Federal Statistical Office of Germany, which published provisional export figures for 2021, the United Kingdom dropped from seventh position (2020) and ranked tenth last year in the list of significant foreign trade partners. By the same token, German trade volumes with the British declined by 4.6 per cent. It is worth noting that Germany recorded double-digit growth with virtually all other key trading partners on a year-on-year basis in 2021.

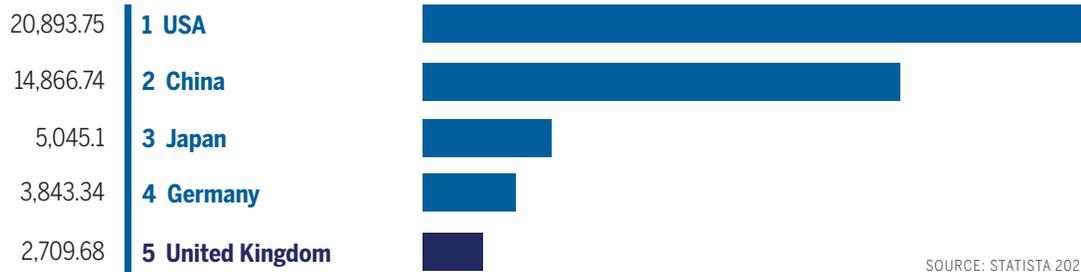
Consequently, many economists concluded that Brexit had a greater impact on the British economy than the effects of the pandemic over the past two-and-a-half years. Nevertheless, the United Kingdom remains one of Germany's most important trading partners and internationally leading economic nations. Incidentally, the UK Parliament took stock of Brexit by publishing a report from the Public Accounts Committee, responsible for monitoring public spending, in February 2022. It included the following: The main consequences of leaving the EU for British companies are "increased costs, paperwork and delays at the border." (bre)

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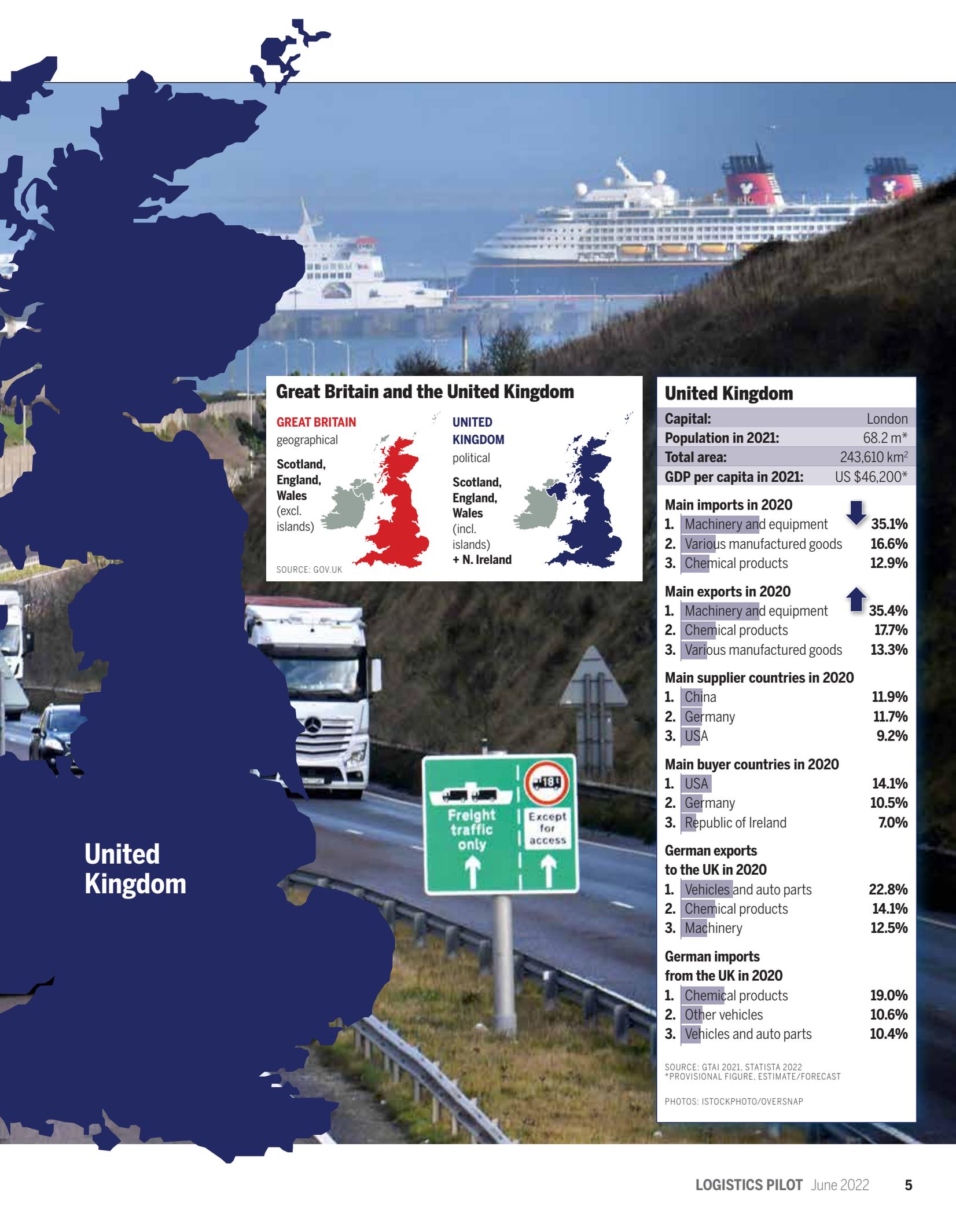


Major economies in 2020 according to gross domestic product

(GDP in billion U.S. dollars)



SOURCE: STATISTA 2022



United Kingdom

Great Britain and the United Kingdom

GREAT BRITAIN
geographical

Scotland,
England,
Wales
(excl. islands)



SOURCE: GOV.UK

UNITED KINGDOM
political

Scotland,
England,
Wales
(incl. islands)
+ N. Ireland



United Kingdom

Capital:	London
Population in 2021:	68.2 m*
Total area:	243,610 km ²
GDP per capita in 2021:	US \$46,200*

Main imports in 2020

1. Machinery and equipment	↓ 35.1%
2. Various manufactured goods	16.6%
3. Chemical products	12.9%

Main exports in 2020

1. Machinery and equipment	↑ 35.4%
2. Chemical products	17.7%
3. Various manufactured goods	13.3%

Main supplier countries in 2020

1. China	11.9%
2. Germany	11.7%
3. USA	9.2%

Main buyer countries in 2020

1. USA	14.1%
2. Germany	10.5%
3. Republic of Ireland	7.0%

German exports to the UK in 2020

1. Vehicles and auto parts	22.8%
2. Chemical products	14.1%
3. Machinery	12.5%

German imports from the UK in 2020

1. Chemical products	19.0%
2. Other vehicles	10.6%
3. Vehicles and auto parts	10.4%

SOURCE: GTAI 2021, STATISTA 2022
*PROVISIONAL FIGURE, ESTIMATE/FORECAST

PHOTOS: ISTOCKPHOTO/OVERSNAP

COMPACT

CUXHAVEN/TRIESTE. The subsidiary of **Fincantieri**, Vard, **signed a deal** in April **worth roughly 50 million euros for the design and construction of an 84-metre long stern trawler for the German Fishery Union (DFFU).**

According to the shipyard, the design will comply with the highest sustainability standards – focussing particularly on reducing environmental pollution and ensuring the quality of fish. The ship is due to be handed over in Brattvåg, Norway, in the first quarter of 2024.

HAMBURG/BREMEN. In April, **Hapag-Lloyd and the liner shipping company 'Deutsche Afrika-Linien' (DAL) signed a framework agreement for Hapag-Lloyd to take over DAL container liner business.** DAL operates four liner services between Europe, South Africa and the Indian Ocean. Their liner business (including agencies) employs more than 150 people, of which ten are based in Bremen. DAL owns a 6,589 TEU container ship and operates a container fleet of around 17,800 boxes (owned and leased), which will be taken over as part of the deal.



Expansion of the Weser to recommence

BREMERHAVEN. In early April the planning authority of the Waterways and Shipping Directorate-General (GDWS) reversed the old planning decision for **adjusting the fairways of the Outer and Lower Weser**, thus clearing the way for the procedure to recommence by virtue of the Measures Act. Dr Claudia Schilling, Bremen's Senator for Science and Ports, commented on the development as follows: "Adjusting the fairways of the Outer Weser is immensely important, in order to make our ports

more easily accessible as well as for the competitiveness of our ports in the future.

The Federal Transport Minister confirmed to us in writing that by including the adjustment of the fairway in the Measures Preparation Act, it will be quicker to plan and implement the process." By including the "adjustment of the fairway of the Outer and Lower Weser (North)" in the Measures Preparation Act, **the Weser project is among the most important measures to fund environmentally-friendly modes of transport.**



Fassmer delivers an all-electric boat

BERNE. Just before Easter, Fassmer delivered an all-electric boat made of aluminium to the "Systems Engineering for Future Mobility" institute, which is part of the Germany Aerospace Centre (DLR). According to a statement made by the shipyard, the RHB 8.0 is an eight-metre long custom product that can be fully operated from land, in order to test, for instance, berthing manoeuvres. Besides focussing on autonomous shipping, the boat will be used for field trials of new regulations and navigational properties of vessels.



Better results for BLG LOGISTICS

BREMEN. The BLG LOGISTICS GROUP published their results for the 2021 financial year at their press conference on financial statements in late April. Although 2021 was marked by the impact of the coronavirus and the difficult market situation, board chairman Frank Dreeke summed it up as follows: "Together, we overcame the challenges, maintained our customer base and even expanded it in some areas." After a pre-tax loss of 116.1 million euros in 2020, BLG LOGISTICS recorded a pre-tax profit (EBT) of 52.2 million euros in the 2021 financial year.



Lower Saxony seaports take up position

EMDEN/OLDENBURG/STADE. In late April the Lower Saxony Seaports working group published a position paper for the election in Autumn 2022 (see <https://www.seaports.de/en/>) and named key areas of action at a federal state level concerning the seaports for the coming legislative term. "Reliable funding through an increase in state funding to at least 50 million euros per annum, a needs-based expansion and maintenance of seaward access, eliminating the bottlenecks in seaport hinterland connectivity and, most importantly, accelerated implementation of infrastructure projects are prerequisites to better assert our competitiveness," emphasised Michael de Reese, spokesman for the working group. He also made it clear that the ports intend to play their part in **the energy transition and achieving climate goals.**



Increase in number of Seabins

BREMERHAVEN. bremenports has been using the Seabin, a floating rubbish bin, to skim the water surface in the Kaiserhafen for over a year. It collects up to four kilos of plastic. A second Seabin was assembled in the fishing port in March and let loose in the water. **Alongside the project partners RelyOn Nutec Deutschland and BIS Bremerhaven, the Seabins are due to clean up rubbish from the water over the next five years.** Robert Howe, MD of bremenports, said: "Together, we can play a small yet key part in more environmental protection in the port."



"ColumbusHopper" creates link

BREMERHAVEN. Following the steel swing bridge accident in April 2021, long-term detours through the city were the result, in order to get to **Columbusinsel.** **Meanwhile, the "ColumbusHopper" has taken over the task of providing a temporary link until a new bridge is opened.** The ferry link was inaugurated by Dr Claudia Schilling, Bremen Senator for Science and Ports, on 25 April. The first vehicle to test the service was a bremenports lorry before the ferry was open to works traffic.



Future of Lloyd shipyard assured

BREMERHAVEN. In March the management of the **Lloyd shipyard in Bremerhaven** withdrew its application for bankruptcy. The path **was then free for the handover of the shipyard** to the Bremerhaven-based Rönner Group, which is rooted in shipbuilding, and to the Gustav Zech Foundation in Bremen that has a robust shipping division. Each has a fifty per cent stake in the company and are the new owners. "I am pleased that we managed to secure the future of the Lloyd shipyard", said Dr Christoph Morgen, who represents the previous owners of the Lloyd shipyard.



Container terminal and TFG cooperate

WILHELMSHAVEN. Alternative transport concepts were required when the Rahmedetalbrücke (A45) bridge was closed. As a result, the Südwestfalen container terminal and German rail subsidiary TFG Transfracht introduced **a solution in March, which transported dead wood and cuttings by rail from Siegen-Wittgenstein to JadeWeserPort,** from where the wood is exported by ship. Before the bridge closed, lorries took the storm-damaged timber from the region to terminals in the Ruhr region, from where it was transported further. Timber is now taken directly from the Kreuztal terminal to Wilhelmshaven.

COMPACT

BREMEN. CO₂ Management AS is planning to set up a carbon dioxide handling facility in Bremen for subsequent usage or geological storage of CO₂. The aim is to collect liquefied gas from various industrial sites, which is then reused or loaded onto ships and subsequently exported to storage facilities. The project intends to enable industries, including cement, concrete, chemical and steel that have difficulty in decarbonising, to reduce their greenhouse emissions and thereby help to achieve climate protection targets. A corresponding **letter of intent was signed with bremenports in March.**

EMDEN-LEER/BREMEN. As part of the “Maverick” project, the **University of Applied Sciences Emden/Leer**, the shipbuilding company **Naval Vessels Lürssen (NVL)**, the **Augsburg University of Applied Sciences** and **Xantaro** will be working on a **5G network** over the next three years **that can be used at fixed locations** as well as mobile – first and foremost for shipbuilding. The Federal Ministry for Economic Affairs and Climate Action is investing roughly two million euros in the project within the ‘Development of Digital Technologies’ funding framework.



Hapag-Lloyd moves ships to Wilhelmshaven

WILHELMSHAVEN/HAMBURG. Due to temporary problems encountered at the Port of Hamburg, **Hapag-Lloyd moved various services from Hamburg to Wilhelmshaven in early April.** One of these is the China Germany Express (CGX) service, which commenced in February and links China and Germany directly. According to Hapag-Lloyd, this step was not the result of the stake in the JadeWeserPort from last September – it owns a 30 per cent share in the Container Terminal Wilhelmshaven (CTW) and 50 per cent in Rail Terminal Wilhelmshaven (RTW).

In this respect, Hapag-Lloyd announced in late April that the **EU Commission had already approved this investment** and that the container operator EUROGATE will continue to hold the remaining shares. Company management also stated: “Investments in strategic assets along the supply chain form a major part of Hapag Lloyd’s 2023 strategy. The stake in JadeWeserPort will help Hapag-Lloyd to improve its competitive position and, at the same time, strengthen North German ports.” Both sides agreed not to divulge the purchase price.

Port technologies for future port railway

OLDENBURG. In April, Dr Norbert Salomon, Head of Department within Federal Ministry for Digital and Transport (BMDV) presented 2.5 million euros to the network partners NPorts und Container Terminal Wilhelmshaven JadeWeserPort-Marketing from the “Digital Test Fields in Ports” funding programme (DigiTest) for the “RaDaR4.0” research project. The digitalisation project sets up digital test fields where standard camera systems in ports are linked to the special technology OCR/Deep Learning. Subtest fields are due to be built in the ports of Brake, Cuxhaven, Emden and JadeWeserPort as well as the Rüstersieler Groden, a suburb of Wilhelmshaven.





Steel dome shines in former glory

BREMERHAVEN. Following a six-month construction period the **restoration works to the Loschenturm were completed** in March. The listed sea mark located at Neuen Hafen now shines in all its former glory. It was wrapped up in September 2021, in order to carry out the conservation and coating works to the steel pulpit, where it was discovered that extensive damage had affected the load-bearing elements, meaning that additional extensive steel construction works were necessary. Some of the components were reproduced in detail by means of elaborate craftsmanship.



Port marketing exhibits diverse activities

BREMEN. Participation at the “**FRUIT LOGISTICA**” and “**Breakbulk Europe**” were the **starting point** for a whole host of marketing activities planned for this year by bremenports. This will followed by stands at the “**Breakbulk Americas**” fair in Houston and “**transport logistics**” in Miami in the autumn. The latter is planned along with marketing colleagues from Hamburg and Lower Saxony. The “**Short Sea Shipping Days**” in Lübeck, the “**International Coral Reef Symposium**” in Bremen and the “**German Hydrograph Day**” in Bremerhaven are also envisaged. At the same time, bremenports is planning a series of new activities that will take place throughout this year. All customers and prospective clients are in for a surprise from Bremen’s ports in early summer.

The www.bremenports.de website, which contains full information on the Bremen ports is to be completely overhauled and will then present a new brand image. Ronald Schwarze, bremenports Head of Marketing: “We are pleased to bring the Bremen ports and bremenports website up to date with the relaunch. This will be the first step in providing a significantly improved Bremen ports online presence.”



New mole for Norderney

NORDEN. The Norderney south mole has recently undergone construction works. **During repair works to the ferry dock 1 on the East Frisian island, the ferry bed is to be adapted for future developments.** Besides the reconstruction of the mole, the ferry bed is to be widened by around three metres, taking it to 18 metres. NPorts stated that the new mole will go into operation as from summer 2022. In the meantime, ferry traffic will be handled at the ferry dock 2, which is located on the other side of the shipping company building.



Stade gas terminal: application submitted

STADE. The full application submitted by **NPorts** to the Lower Saxony State Department for Waterway, Coastal and Nature Conservation (NLWKN) in April comprised several thousand – digital – pages, meaning that the **process has now begun for the approval to extend the existing port and the construction of at least one landing pier for liquefied gas.** The object of the planning documents is a berth with a length of around 660 metres for gas tankers and the extension of the southern port to include two additional berths.



Columbuskaje pile driving interrupted

BREMERHAVEN. Five months following the ramming of the initial pile for **the new Columbuskaje in Bremerhaven, the first section of a new sheet pile wall measuring roughly 400 metres was completed in April.** The gap between the new sheet pile wall and the old quay will be filled with sand in June, before concrete construction starts. After a break required for conservation reasons, the second phase of the piling works will resume in October. The 620 m quay is due to open in twelve months along with the cruise terminal.

An island but not isolated

How Brexit is playing out may differ in the UK and on the continent. However, the crisis in Ukraine is now welding Europe closer together again – regardless of EU membership. The period of bipolarity between the UK and the EU is likely to be over for the time being, with potentially positive effects on trade too.



“We estimate that it’ll take until the beginning of 2023 for British exports to return to their pre-Brexit levels.”

Ana Boata, Head of Economic Research at Allianz Trade (formerly Euler Hermes)

The importance of peace and good relations with other countries is very clear right now. Of course, this also applies to the United Kingdom, despite Brexit. A clear signal in this direction was the agreement reached in June last year by the United Kingdom and Germany on a joint declaration on post-Brexit cooperation, where both countries reaffirmed their commitment to a “strategic unity of Europe”.

Economically, however, the UK is clearly feeling the consequences of leaving the EU. “The long-term impact of Brexit is worse than Covid,” Richard Hughes, head of the Office for Budget Responsibility (OBR), warned the public broadcaster BBC last October. Leaving the EU will reduce the UK’s potential gross domestic product (GDP) by about four per cent in the long term, he added.

The UK lags behind in the G7

“In 2021, despite the exceptionally strong recovery, UK exports to the EU increased by only seven billion pounds, compared to more than 40 billion in 2017, for example, which was a good year economically,” Ana Boata, Head of Economic Research at Allianz Trade (formerly Euler Hermes), also reports. In terms of volume, she said, the UK was the only G7 country to see exports fall by 1.1 per cent last year (after dropping by 14 per cent in 2020) compared to a 10.4 per cent rise in global trade. ■■■

PHOTOS: ISTOCKPHOTOS/MARKROPER, MATO181, ALLIANZ TRADE

■ ■ ■ “We estimate that it’ll take until the beginning of 2023 for British exports to return to their pre-Brexit levels, as post-Brexit trade barriers continue to prove challenging,” said the economist. “Twenty per cent of the current delays in supplier delivery times could be due to Brexit, with the rest due to global bottlenecks.”

The share in exports from Germany to the UK as a percentage of total EU exports, in particular, have suffered since 2018, with a drop of almost three percentage points to 11.7 per cent. Simultaneously, the UK’s imports from China

have increased significantly since the Brexit referendum, with their share doubling to 16 per cent.

Previously positive expectations for the development of exports have been significantly dampened by the crisis in Ukraine. “Before the war, we expected German export volumes to increase by 6.5 per cent in 2022 and 4.5 per cent in 2023,” Boata explains. Forecasts have meanwhile been revised downwards to 4.4 per cent and 2.1 per cent respectively. “For 2022, we expect German exports to the UK to increase by a total of ten billion euros.”

British ports are struggling

British ports handle 95 per cent of the UK’s international trade, amounting to around 500 million tonnes. According to Statista, the total index of throughput in tonnes in the third quarter of 2021 rose by one point compared to the previous year. However, the volume of goods passing through UK ports in this quarter was below pre-pandemic levels in terms of tonnage. To what extent the transshipment volumes in Felixstowe developed last year was not published by the editorial deadline. In previous years, Britain’s largest port, which plays a crucial role in the country’s trade due to its road and rail hinterland connections with distribution centres in the

Midlands, experienced a decline in tonnage. While it handled around 3.8 million TEU in 2019, the figure recorded in the first year of the pandemic was only 3.2 million TEU. In 2019 and 2020, Felixstowe ranked eighth, directly behind Bremerhaven in the ranking of Europe’s 15 largest container ports, but did not make the list at all in 2021. Congestion and handling problems also led Maersk and MSC (also known as the 2M alliance) to reroute its AE7 service connecting Asia with Europe from Felixstowe to Wilhelmshaven between November 2021 and March 2022 last year. This rotation was only switched back at the beginning of April.





“We are probably the only country in the world that sanctions itself.”

Peter Decu, Bremen Economic Development Agency (WFB)

British economy still ‘European’

How are these developments being received in the British business community, though? “As the referendum result was so close in favour of the Leave side, I had actually expected the reactions among people in the business community to be proportionally similar when this sensitive topic came up,” says Peter Decu, who has represented Bremen Economic Development Agency (WFB) in the UK from London since January 2021. Yet after visiting some 28 trade fairs with over 650 contacts at manufacturing companies in the UK, he paints a different picture. “In all the conversations with contacts from the business community, I have only met four Brexit supporters, although one of these companies also only sells its products in England.” Most of the people he spoke to were staunch Europeans who would have preferred the government handle things differently, especially since the referendum was only a recommendation anyway. “We are probably the only country in the world that sanctions itself; one person is reported to have said.

In the meantime, most businesses have somehow come to terms with Brexit. “They tell me that Brexit is basically doable, it just takes more effort, more time and more money,” states Decu. The certificates that are now required make it particularly difficult in the food industry. “One frozen fish manufacturer told me that he had looked at the numbers and concluded it wasn’t worth the effort. He now only sells within the UK and to non-EU countries.

The main criticism is that there are still significant differences between the EU member states in terms of what has to be declared and which customs documents are required. This lack of uniformity is also problematic for HGV drivers, creating much frustration at a time when there is a shortage of drivers anyway. “Overall, however, the British are taking a very pragmatic approach to Brexit, and most wish to continue trading, even though it has become more complicated,” Decu stresses. The British rejoining the EU

in the foreseeable future is a non-starter, even if most of the remaining EU27 are hesitant to be the ogres of the tale. “They hope that common sense will prevail eventually,” he says.

Shifts in volume at Cuxport

Cuxport has felt the effects of not just Brexit and the Covid-19 pandemic, but also of the semiconductor crisis. “Overall, there has been a significant decrease in volume since 2019,” Oliver Fuhljahn, Head of Business Development Automobile Logistics, reports. “With exports, the drop is 20 to 25 per cent.” Brexit has, however, seen Cuxhaven be designated as one of the main ports for importing Minis from the UK. The volumes gained as a result significantly mitigate the loss in exports.

“Delivery times of up to one year for cars also lead to shifts in volumes,” says Fuhljahn. Plus, there are production stoppages – sometimes for whole months – which caused a switch to other brands. “But this doesn’t just affect Cuxhaven. There were slumps everywhere here in the north.” However, knowing how much blame to attribute to the pandemic, disruption and supply bottlenecks, of chips, for example, is very difficult.



“Delivery times of up to one year for cars also lead to shifts in volumes.”

Oliver Fuhljahn, Head of Business Development Automobile Logistics

■ ■ ■ There has been a positive trend in paper, cellulose (bulk cargo) and consumer goods, and the port service provider is also recording growth in what is known as ‘unaccompanied’ transport. By contrast to pure land transports, where the considerable driver shortage in the UK is also having an increasing impact on the continent, this is not such a big problem here. “DFDS and UECC only offer unaccompanied services with freight-only ferries,” Fuhljahn explains. “As there aren’t many cabins on board for lorry drivers, there’s little need for personnel management or for Covid-19 measures. Trailers are unhitched and Cuxport transports them on or off the ship.”

The trade in goods has even increased as a result, he says, because the daily connections make trailer loading quick and reliable. In addition to HGV transport, Cuxport, which operates trimodally, also offers rail and inland waterway connections. Due to the current and developing driver shortage, the handling of paper, wood and cellulose as well as the export of kraft paper from the UK will also increase in the general cargo sector.

Last December, the intermodal rail connection for trade between Austria and the north and south of England via Cuxhaven was also tested. The trains with Austrian trailers are unloaded in Cuxhaven and immediately reloaded. At the same time, freight ferries arrive with import trailers and, in the same shift, load the trailers that have arrived by train. “You work hand in hand here, in paired traffic.” One train unit’s test run of three round trips within a week was very successful, he reported, especially given the round trip was in pairs. “Instead of these first three trains with 38 unaccompanied trailers, there could be more,” Fuhljahn adds.



“Brexit has led to more administrative effort.”

Peter Fog-Petersen, Managing Director, DSV Road.

Close neighbours, despite Brexit

Brief interview with Birgit Honé, Lower Saxony’s Minister for Federal and European Affairs and Regional Development.

Minister Honé, trade relations between the United Kingdom and Lower Saxony have traditionally been very close, but what is the situation like after Brexit?

BIRGIT HONÉ: The ties run deep, not least because the House of Hanover provided a British royal dynasty and the British founded our Bundesland. Indeed, there are many links, such as the one between Leuphana University in Lüneburg and the University of Glasgow. But with trade, in particular, figures are clear. Since the Brexit referendum in 2016, the UK has dropped one place in our list of trading partners, and it’s quite possible that it will drop out of the top ten very soon.

How did you experience this on your delegation trip to England and Scotland in late March?

BIRGIT HONÉ: There’s great interest in close cooperation and good trade relations. The neighbouring markets across the English Channel are more tempting than those in countries on the other side of the world.

What do the British people you met on your trip expect from politics and economics in Lower Saxony?

BIRGIT HONÉ: The people I spoke to wanted close relations with as



much free trade and as little bureaucracy as possible. Moreover, they were very interested in cooperating in the renewable energy sector. We’re very open about that, but one thing’s still clear – differing standards automatically create hurdles.

And what opportunities does the changing geopolitical situation offer?

BIRGIT HONÉ: Putin’s war of aggression in Ukraine has made it clear to all of us that living in peace and freedom can’t be taken for granted, even in Europe. The EU and the United Kingdom stand together – Brexit or not – on the same fundamental values. This unites us in resisting those who endeavour to eliminate these values.

The trade routes to and from England have also always been a focus for logistics company DSV. "Brexit has led to more administrative effort – both in terms of how the British do things and made worse by our German bureaucracy and its analogue workflow," says Peter Fog-Petersen, Managing Director at DSV Road. "These two elements are not conducive to maintaining market-relevant freight transit times between the two countries." In order to regain pre-Brexit levels, current improvements would have to be intensified still further.

Phil Werning, Managing Partner of I.R.F. Bremen Spedition, which makes daily round trips to the UK and back, can confirm this. "The effort has increased drastically," he says, "both in paperwork and customs clearance. But, when you know how to do it, it works well. When our customs agents perform the customs clearances, it runs smoothly." The courier's most significant advantage is that it ships trailers mostly without tractor units, meaning that it is not the driver who suffers if there are delays at customs.

Prior to Brexit, a lot of uncertainty in the economy had soured the business, 70 per cent of which is done with the UK at I.R.F. and involves daily journeys there and back. "I always hoped that, as UK specialists, we might end up taking advantage of it," he adds. Indeed, that has come to fruition. "We're seeing an increase in volume. However, I think this is because our competitors can't meet the increased demands and thus can't serve the market any more."

"I assume that German goods and goods from other countries stored in Germany will continue to be in demand in the UK and sold there," Werning continued when asked about future developments. "We will then be on hand to transport them. The trade relationship will remain at least as it is at present, or even improve. Indeed, Europe clearly needs the British as much as the British need us." And burying your head in the sand is certainly not an option. (cb)

"The trade relationship will remain at least as it is at present, or even improve."

Phil Werning, managing partner of I.R.F. Bremen Spedition



Doggerbank Group fishing trawlers are unloaded and outfitted in Bremerhaven.

Fishing and Brexit

Brexit also has an impact on fishing. "EU fishing quotas for some key stocks will drop by 25 per cent, in favour of the British, over the next five years," reports Peter Breckling, Secretary General of the German Fisheries Association. "This means we have to adjust fishing activity and capacities. This is what companies are contending with at the moment." The EU has set up a Brexit Adjustment Reserve (BAR) for this purpose. However, using or redeeming these funds is much more difficult in Germany than in neighbouring countries. "Presently, it's unclear whether the funds of 60 million euros available for Germany can be used on time, if so, how, or whether they're to be returned unused," Breckling underlines.

Uwe Richter, Chairman of the German Deep-Sea Fishing Association, understands just what the implications for transshipment in Cuxhaven and Bremerhaven are. "Our Doggerbank vessels have unloaded several times in the Faroe Islands, as opposed to in Bremerhaven, so as to shorten the journey from the fishing ground to the unloading port. This is due to the delayed start to fishing caused by Brexit." For example, Doggerbank Sea Fisheries handled 34,635 tonnes in 2020, but only handled 21,645 tonnes in 2021. At the same time, the number of berth days increased from 645 (in 2020) to 897 (in 2021) despite fewer vessel calls, but the use of local services decreased because of this.

"Ultimately, it's up to the shipowners to decide which landing location will yield the best return for their catches, so the question of access to fishing quotas is only one aspect of the decision," adds Matthias Keller, managing director of the Federal Association of the German Fish Industry and Wholesale Trade. "A greater handling burden has arisen in the many additional commercial documents that must be processed. The costs for this come on top."



Soft skills, not hard bargaining

Even this phone booth in Bath reflects the sense of the humour and pragmatism found in the UK: discarded in the smartphone age, no time was wasted in repurposing it into a real eye-catcher.

Humour, a cool composure and tolerant attitude – and ditching any rigid negotiating strategies and principles – is the trusted formula for business travellers during their next UK meeting.

Helpful and humorous, and at times a little unconventional – these attributes tend to come to mind when thinking of the stereotypical resident of the United Kingdom from a German perspective. But what qualities should we take on board as visitors if we want to make a great professional impression in England, Northern Ireland, Scotland or Wales? “Those bringing humour, a cool composure and tolerant attitude are primed to succeed in all four countries,” says English-born Nicola Garratt-Gnann, who founded IMB Interkulturelle Management Beratung in Tübingen with her husband in 1993. Nicola regularly advises on her home country conventions as an intercultural training consultant. When travelling to the UK, keep in mind that the residents are a polite and sometimes reserved people who, on the one hand, are stereotypically understated, yet on the other, will passionately debate issues and problems. “You can expect results-oriented conversations, which are eloquently worded with lots of ‘pleases!’ and ‘thank yous!’” says Garratt-Gnann.

In contrast to some business codes, she feels a quick handshake is an appropriate greeting for an initial meeting: “But this applies only for the first business meeting.” After that, and particularly since the coronavirus pandemic began, avoid direct contact and leave at least an “arm’s length” of personal space for good measure. When greeted with the phrase “How are you?”, she advises you reply with “How are you?” in return and add a “Nice to meet you!”. A detailed digression about your personal well-being is not appropriate here – especially since you do not really know your counterpart well at this point. How well this process of bonding then unfolds depends to a large extent on the empathy and small-talking skills of the visitor. “Besides the weather and the food, cricket, football or horse racing are go-to topics. Upcoming events are always the starting points for a good conversation too. So if you are travelling to the UK this summer, you could bring up the famous tennis tournament at Wimbledon, for example,” suggests the expert.



“Humour, composure and tolerance will open many doors in all four countries.”

Nicola Garratt-Gnann, consultant for intercultural training at IMB Intercultural Management Consulting

“Yes, and ...” instead of “no, but ...”

She considers situational context to be even more important than conversation topics. “It is important to create a pleasant atmosphere in which you can talk in an informal and relaxed manner and one which is not immediately marked by limitations and divisions but by advantages and mutual opportunities. An open ‘yes, and...’ approach, which you can practise instead of an off-putting ‘no, but...’ mentality, can work wonders here,” explains Garratt-Gnann. That is because UK business partners are generally keen to negotiate outcomes of mutual benefit. Proposals that do not pose any advantages are difficult to convey. People who use a commanding tone or act like a superior are particularly poorly received. To appear competent, introduce your suggestions with phrases such as “what about ...”, “I was hoping ...” or “I would really appreciate ...” but be careful! UK residents like to discuss alternatives, but once a contract is fixed, renegotiations won’t be considered. This must be done in advance when – as is customary in the UK – the minutes of the meeting prior to signing are discussed. “These serve as a basis for discussion and thus allow for a certain amount of flexibility,” says Garratt-Gnann.

Just ask and bounce off your counterpart

If you attend a work-related lunch where business is involved, the IMB founder recommends waiting to address business-related issues until your counterpart mentions them, rather than doing so immediately. According to her experience, it is also quite common to discuss business-related matters in a restaurant, pub or during another leisure activity. “This can sometimes be even more effective than in a sterile office environment,” she points out. When asked about proper attire or the right host gift for these meetings, she immediately comes back to the basics of interpersonal communication. “Just ask! You can never go wrong here. Because business events can be as versatile as dress codes. In addition, people in the UK are tolerant and are also open to non-conventional clothing, so it should be hard to venture too far outside of the box,” Garratt-Gnann clarifies wryly.

A similar approach can be taken with host gifts. For this, you could try to find out what your host in the United Kingdom may appreciate in talks leading up to the trip, for example. Also, any gift symbolising something about the visitor themselves or the region they come from is welcome. In fact, this type of gift creates a further segue into conversation. Garratt-Gnann recommends the following for your next UK trip: “Just embrace the challenge and casually bounce off the signals from your counterpart. You will see how quickly a pleasant conversational atmosphere naturally arises.” She then adds: “But please don’t try to copy the UK humour, just laugh along.” (bre)

A classic UK quip – this sign in St Ives uses humour, not patronisation, to warn of the “danger from above.”





Digitalisation – a competitive edge

Cuxport got ready for Brexit in good time. An essential part was played by the extension and adjustment to the existing IT systems. This enabled the port services provider to score with the car manufacturer BMW.

Brexit changed many things. But one thing remained the same: even after the United Kingdom left the EU, it still remained the most important market for Cuxport due to the transshipment of cars. However, while the port services provider had little need for customs handling before Brexit, with the exception of Iceland and some smaller markets, its seamless handling has since become an important part of the entire logistics chain.

Although it was unclear for a long time whether, and if so, when and under what conditions trading would continue between the UK and Germany in the future, Cuxport decided to prepare for all eventualities at an early stage. “We didn’t know exactly what to do when, but it was better not to activate an interface if necessary rather than to have none at all,” explained Dominic Kuchler, Head of IT at Cuxport. Back in 2017, after the then British Prime Minister Theresa May formally launched the exit negotiations at the end of March, initial considerations were launched as to how to shape the processes in the future and what adjustments had to be made to IT.

Manual efforts would have been too much

The challenge here was the new customs processes to be introduced require specific data and knowledge, are labour-intensive and liable to errors if done manually. “We quickly realised that the paperwork at border crossings needed to be supported digitally,” emphasised Kuchler. “With around 4,000 to 6,000 vehicles and seven crossings per week to the UK, manual customs clearance was not on the cards. After all, in spite of the additional paperwork, our services should continue to comprise a quick approval and/or same-day shipment, even with short standing times of only 30 minutes in some cases.”

To meet these requirements, we basically had to make three necessary adjustments for the successful integration of automated customs processes. Firstly, the current system had to be extended to include functionalities and status information for the administration of customs references; secondly, an interface to the Dakosy customs

software, the software company that specialises in transport and shipping; thirdly, an adjustment to the interfaces from 2011 which are used with shipowners and OEMs (Original Equipment Manufacturer) for the handling of new vehicles. “After preparing well in cooperation with our software suppliers, we have installed the necessary interfaces in our operational system,” reported K uchler. “This enabled the necessary, digitally processed dialogue with the Dakosy customs software and guarantees, at the same time, the security required for the processes.”



“We quickly realised that the paperwork at border crossings needed to be supported digitally.”

Dominic K uchler, Head of IT at Cuxport

Extensive coordination/agreement needs

A team spent roughly six months under the leadership of K uchler in implementing the processes. “The biggest challenge was bringing together the different participants involved, spanning shipowners, ships, terminals and local authorities, with their respective and not always identical requirements for the system,” continued the IT manager. “The name of the game was agreeing on points and coordination work.” Only in this way was it possible to create common ground for the different data formats, which is easier to build and service.

When BMW, which is one of our key clients, put out a tender, Cuxport was already well prepared, in order to be able to depict future processes, not only in terms of operational aspects but also from an IT perspective, in addition to keeping logistic processes to a minimum. This also convinced the car manufacturer which, besides the advantage of daily departures and arrivals as well as the fast and reliable preparation of border traffic with the UK – fiscally now treated as a third country, decided to import the high-voltage mini

into Europe mainly via Cuxhaven. Consequently, Cuxhaven and Bremerhaven have been the only transshipment ports for BMW in Europe since early 2020; Cuxhaven handles the import and export of cars to and from the United Kingdom whilst Bremerhaven takes care of customs clearance for cars destined for South Africa and USA.

“Customs clearance went well right from the word go,” said a very happy K uchler. Import and export went as planned right from the very first departures. “The automated exemption has been working more than 99 per cent of the time – you can’t wish for better than that,” emphasised the IT manager. The direct link also ensures that no time is lost during import customs clearance, which would lead to a penalty payment.

Business increased as early as March, and no problems were encountered in April. Furthermore, we are confident that we can expand business even further in the future. The port services provider is ready to add to the two million BMW cars shipped up until 2019 – not only on short crossings but deep sea shipments too. After all, it is obvious what Brexit has changed: third-country business has now become the most important business sector for Cuxport. (cb)

FACTS

Cuxport

Joint venture:
Rhenus (74.9 per cent)
and HHLA 25.1
per cent

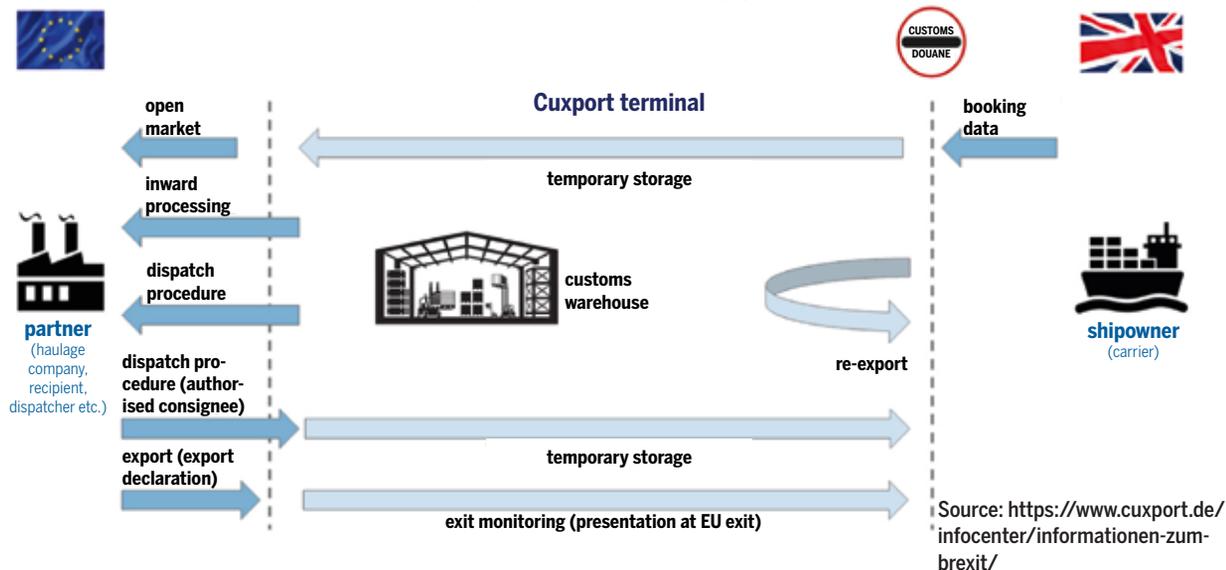
Location: Cuxhaven

Established: 1997

Area of business:
Operation of a
multi-functional
transshipment
terminal in Cuxhaven’s
deep water port

Employees: 220

Possible integration of customs procedures in your supply chain



More information:
www.cuxport.de

Many locations provide security

How the energy supply will develop in the coming weeks and months is unclear. What is certain, however, is that the German seaports will play an important role in what is to come. This is because the now urgently needed terminals will be built right here – initially for importing LNG and, in future, for green gas.



No one can say today whether it will be Putin or Germany who turns off the gas tap first. What is certain, however, is that the import of around 50 billion cubic metres (bcm) of natural gas per year from Russia will then have to be replaced by gas from other countries. Floating Storage and Regasification Units (FSRUs), essentially floating gas factories, create about nine bcm per year, or almost 20 per cent of the gas to be replaced, making them the only solution in the very short term.

In the medium term, the focus will then shift, as the energy mix will increasingly be dominated by renewable energies. This means biogas and, in particular, wind power and photovoltaics. “What’s important here is that we build the infrastructure for landing LNG today to make it suitable for green gas tomorrow,” explains Christian Budde, press officer at the Lower Saxony Ministry for the Environment, Energy, Building and Climate Protection. “After all, we will always need to import green gas, regardless of what is going on in the world.”



Short-term mobile, permanent facilities in the future

Two locations in Lower Saxony, Wilhelmshaven and Stade, offer good conditions for storing liquefied natural gas (LNG), imported by ship in mobile facilities and for regasifying it for further use. By the middle of next year, two such FSRUs could be moored in Wilhelmshaven as part of projects by Uniper and the Wilhelmshaven-based company Nord-West Oelleitung (NWO). Long-distance natural gas operator Open Grid Europe’s (OGE) connection pipeline could provide a transport capacity of 15 to 20 bcm by the end of 2022, and another from NWO with a capacity of 4 bcm by the end of 2023.

Besides the floating plants, there are other projects for permanent facilities, including a project by Belgian company Tree Energy Solutions (TES). However, this is primarily about Europe’s first large-scale green energy hub, which will produce and trade sustainable and low-cost carbon neutral energy and will be operational for green gas from 2027. In the short term, however, the facility can also be used as an LNG terminal. Furthermore, up to 10 bcm of green ammonia could be landed by 2025 as part of a project by Uniper. In Stade, there could be 13 bcm of LNG at the same time as part of the Hanseatic Energy Hub (HEH) project.

Long-term green hydrogen imports

The Institute for Solar Energy Research in Hamelin recently investigated the extent of this need for imports on behalf of the ministry. According to this study, imported green hydrogen will still account for 32 per cent of energy sources in 2050. The plants required for this would be feasible in Stade by 2024 and in Wilhelmshaven by 2025. “With the planned green gas-ready terminal in Wilhelmshaven, TES is pursuing this precise goal and can thus contribute to supplying Germany and Europe quickly with LNG in the face of the current energy crisis, and that in just a few years, with substantial quantities of green energy from overseas,” explains Olaf Lies, Lower Saxony’s Minister for the Environment and Energy. ■■■

In future, LNG - for example from Qatar and the USA - will be delivered directly to Germany by ship. Here, in Germany, the first step is for mobile LNG terminals, Floating Storage and Regasification Units (FSRUs), to perform storage and liquefaction. Permanent facilities will be built later. In Lower Saxony, both Wilhelmshaven and Stade are prime locations for this.

■ ■ ■ TES is planning a green cycle in Wilhelmshaven. “Green hydrogen is produced from countries with very readily available renewable energy sources such as solar, wind and hydro power,” states Chief Technology Officer (CTO) Jens Schmidt. “CO₂ is then added to this to produce green (CH₄), which is used as an ‘energy carrier’ and transported to Wilhelmshaven by a specially designed fleet of ships.” There, the green (CH₄) can be converted back into green hydrogen, with the resulting CO₂ captured and returned by ship to the countries that produced it in a continuous closed loop system. “This way, we avoid greenhouse gas emissions by ensuring that the CO₂ never leaves the cycle,” Schmidt adds.

In the initial phase, with 25 terawatt hours of green gas imports per year, more than half a million tonnes of hydrogen can be produced and imported in Wilhelmshaven. This capacity is then to increase to 250 terawatt hours per year in the final stage, resulting in more than five million tonnes of hydrogen – hugely important for the German and European hydrogen and climate protection strategies. “If no further approval delays occur, the plant, including regasification, can be commissioned in mid to late 2025,” says Schmidt. “From 2027 onwards, the import of green gas will then be gradually

ramped up, completely replacing the LNG imported in the meantime by 2045.”

Potential for Bremen too

Importing green hydrogen also offers opportunities for Bremen’s ports, which are predestined to handle green hydrogen brought in by ship, says Bremen’s Senator for Science and Ports, Dr Claudia Schilling. “A study we commissioned entitled ‘Investigation into the development and establishment of a port-based hydrogen economy’ will give us further insights into the future-oriented transformation of our port economy.”

In future, the importance of ports is also likely to increase, especially regarding the expansion of offshore wind energy. In Lower Saxony, these are mostly Wilhelmshaven and Stade, but Emden, too. Moreover, the German Offshore Industry Centre Cuxhaven (DOIZ) is one of the largest offshore ports in Europe today. Ports that have not played a significant role in energy supply and domestic imports could also be repositioned. “In the course of the energy turnaround and the likely associated growth in the import of hydrogen or synthetic fuels, there are also new opportunities for Bremen’s ports to handle more green energy sources,” the senator emphasises. (cb) ■

Belgian company Tree Energy Solutions (TES) is planning the first large European green energy hub in Wilhelmshaven. In the short term, the facility can also be used as an LNG terminal.



“Then we just go to them”

The coronavirus pandemic and the war in Ukraine can be felt everywhere. The daily work of the German seamen’s missions has also changed considerably due to the current global situation. Above all, flexibility and empathy are required when it comes to making appropriate decisions and giving its seafarers more than just a sympathetic ear.



During the pandemic, Martin Struwe, deacon of the Seamen’s Mission Cuxhaven, found the following approach particularly useful: “If people can’t come to us, then we just go to them.” But even this is no mean feat in the current climate. “Nowadays, around 70 per cent of ships let us on board – tested and wearing an FFP2 mask. But for nearly a quarter of the ships, our visit stops short at the gangway,” explains Struwe. Concerns over the spread of infection are high for shipping companies and captains, which is also why they often impose shore leave bans on their crew – meaning the ‘colourful encounters’, as he puts them, no longer take place at the club. “Due to our limited space, since June 2021 we have only hosted individual crews at our club upon request, rather than several crews at once,” explains Struwe.

The approach to ship visits has also changed continuously during the pandemic, which is why Struwe refers to various phases: “In the first few months of the pandemic, our small gestures of encouragement mainly involved passing over gifts at the gangway – mostly sweets, chocolate or vitamins. Then, since sufficient tests and masks were made available, we have progressively opted to go on board. This decision was due to increasing feedback from captains and crews: ‘Why are you leaving us alone in this difficult time instead of coming in for a coffee?’ That was our strategy for a long time. But with the growing infection numbers, we have now adjusted this to going on board, but keeping our masks on and not eating or drinking anything.” ■■■

■ ■ ■ At the same time, the German seamen's missions launched the online pastoral service, DSM Care, from May 2020. Here, seafarers can discuss their concerns with trained contact persons and pastoral workers via chat or on the phone. "This service is well received, since there is considerable need to talk in these difficult times," reports Struwe. Meanwhile, DSM Care has demonstrated that the pandemic has been a catalyst for real progress in digitalisation, which would otherwise probably have come at a later date.



"The approach to ship visits has also changed continuously during the pandemic."

Martin Struwe, deacon,
Seamen's Mission in Cuxhaven

"We always act in line with current events and the situation at hand."

Hannfried Teerling, spokesman for the on-board visitors and club counsellors, German Seamen's Mission in Wilhelmshaven

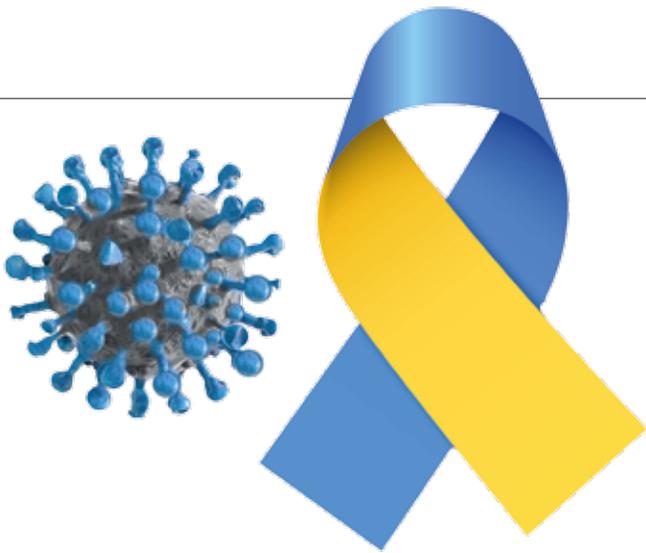


"We are not politicians"

Hannfried Teerling, speaker for the on-board visitors and club counsellors at the German Seamen's Mission in Wilhelmshaven, has had similar experiences. He emphasises: "We always act in line with current events and the situation at hand. This also means that we only host crews at our premises between the times of 5 p.m. and 10 p.m. on request." Due to the war in Ukraine, he believes that some shipping companies are now avoiding working with a mixed-nationality crew from Russia and Ukraine wherever possible. But when sailors from the two nations join each other on board, it seems to work surprisingly well, reports Teerling: "The sentiment of those affected is that they are a crew, not politicians. They work together and must be able to rely on each other." As far as support for those seafarers is concerned, Teerling believes that it is particularly important to provide them with an attentive ear. In addition, crews from Ukraine were also provided with free SIM cards for their mobile phones, so that they can keep updated about the situation in their home country and, if possible, exchange information with their relatives in Ukraine.

Intense internal conflicts

Christine Freytag, deacon of the Seamen's Mission in Bremerhaven, has received predominantly positive feedback from her discussions with Ukrainians so far, as have her colleagues at other sites. "People are grateful for any form of compassion. Especially those whose home towns or villages are being particularly hard hit by the war," says Freytag. Since the people she speaks with are all military-age males, her most prominent insight was the intense internal conflict for these seafarers. "Sailors face the difficult choice of whether to return to Ukraine to fight for their country, or whether to seek an extension contract to earn money for the livelihood of their families," Freytag recounts from her experience. With regard to the pandemic, she reports that there are restrictions on the number of visitors at Bremerhaven Seaman's club, but no mandatory separation of crews: "Our premises are very spacious, so there are no issues when wearing masks. There are also vaccinations for seafarers at the club on weekdays. Many people who otherwise have no access to facilities ashore can get their vaccination whilst picking up some small supplies from our shop," said the deacon.



Terrifying prospects

Magnus Deppe, Head of the Seamen's Mission in Bremen, has recently been struggling with conflicting emotions. On the one hand, he is pleased his seafarers' club has finally reopened after two years of closure and extensive reconstruction work, and on the other, the shock of the war in Ukraine is palpable every day. "I would like to see things looking up again soon and more sailors from a wide range of nations coming to our newly extended club. But that remains a goal for the future," says Deppe. In close cooperation with the International Transport Workers' Federation (ITF), many Ukrainians have also been supported in their search for jobs and accommodation throughout Germany in recent weeks. Meanwhile, Deppe and his volunteers often met Ukrainian and Russian seafarers on the ships who, after many months together at sea, were anticipating a crew change and thus an uncertain future. "Some of them were afraid that they may encounter their current colleagues at war and maybe even have to shoot at them, even though they had previously worked side by side with them on board. A horrifying thought that hopefully never becomes a reality," Deppe echoes the sentiments of many. (bre)



"I would like to see things looking up again soon and more sailors coming to our club."

Magnus Deppe, Head of Seamen's Mission Bremen



"People are grateful for any form of compassion."

Christine Freytag, deacon,
Seamen's Mission Bremerhaven

The German Seamen's Mission (DSM) is a Christian pastoral and social institution. With around 30 hubs in Germany and abroad, it offers a wide range of support, specifically tailored to the needs of seafarers. In addition to small shopping amenities, there are also lounges with table football and billiards, where the internet and emails can be accessed free of charge. In some cases, there is also access to free medical care. For more information, please visit: www.seemannsmission.org

2022



GERMAN PORTS

JUNE

22. 6. 2022

**Joint reception by
Hamburg, Lower Saxony and Bremen**
Berlin, Germany

24. 6. – 3. 7. 2022 **Wasserstofftage Nordwest (Hydrogen)**

www.metropolregion-nordwest.de
Bremerhaven, Germany

JULY

3. – 8. 7. 2022

Coral Reef Symposium

www.icrs2022.de
Bremen, Germany

7. 7. 2022

Logistics Talk

www.bremenports.de/en/events
Bielefeld, Germany

AUGUST

16. 8. 2022

Hafen trifft Festland

www.seaports.de, www.jadeweserport.de
Dortmund, Germany

SEPTEMBER

2. 9. 2022

56th Captain's Day

www.bhv-bremen.de
Bremen, Germany

7. – 8. 9. 2022

Short Sea Shipping Days

www.shortseashipping.de
Lübeck, Germany

15. 9. 2022

Logistics Talk

www.bremenports.de/en/events
Vienna, Austria

27. – 29. 9. 2022

Breakbulk Americas

www.americas.breakbulk.com
Houston, USA

27. – 30. 9. 2022

WindEnergy Hamburg

www.windenergyhamburg.com
Hamburg, Germany

29. – 2. 10. 2022

German Shipping Day

www.deutscherschiffahrtstag.de
Bremen/Bremerhaven, Germany

OCTOBER

11. 10. 2022

BHV-Hafenclub

www.bhv-bremen.de
Bremen, Germany

19. – 20. 10. 2022 **Hydrogen Technology Expo**

www.hydrogen.worldexpo.com
Bremen, Germany

SAVE THE DATE

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



New prospects for port development

30th Lower Saxony Port Day in Emden

The Lower Saxony Port Day was first introduced 31 years ago, in order to give the Lower Saxony seaports a greater visibility in business, politics and among the general public. Following a forced break of two years due to the Covid-19 pandemic, around 300 participants from industry, politics and public administration met in late April for the 30th Port Day in Emden, which was opened by André Heim, Managing Director of the port marketing association 'Seaports of Niedersachsen' aboard the LNG ferry MS "Münsterland". During his speech, he reported that the universal port group handled around 51.4 million tonnes of maritime traffic in 2021, an increase of roughly six per cent on figures from the previous year (48 m tonnes in 2020). The main speaker at the event, Dr Bernd Althusmann Lower Saxony Minister for Economic Affairs, spoke of the challenges in guaranteeing a reliable energy supply and emphasised the future potential of the seaports in his federal state: "Sites in Lower Saxony, especially Stade and Wilhelmshaven, have excellent charac-



teristics for developing LNG infrastructure on the North German coastline due to their existing port infrastructure, direct access to trans-European gas supply networks and coastal gas storage capacity. LNG will play a crucial role in reshaping our supply in the longer term." And Tim Kruithoff, mayor of Emden, highlighted the importance of the port for his city in his welcoming speech.

Overcoming challenges together (left to right): André Heim (Seaports of Niedersachsen), Frank Erschkat (TFG Transfracht), Dr Bernd Althusmann (Lower Saxony Minister for Economic Affairs, Employment, Transport and Digitalisation) and Tim Kruithoff (mayor of Emden)



A logistics cracker

"Hafen trifft Festland" in Dresden

Along with its partners Seaports of Niedersachsen, EUROGATE and TFG Transfracht, JadeWeserPort Marketing included a visit to the Rudolf-Harbig-Stadion during the "Hafen trifft Festland" event in Dresden on 6 April. André Heim (Seaports of Niedersachsen), Michael Moehlmann (JadeWeserPort-Marketing), Oliver Bergk (EUROGATE) and Frank Gedat (TFG Transfracht) gave brief speeches on logistics opportunities provided by the Lower Saxony seaports and the deep-water container terminal of Wilhelmshaven. Afterwards, more than 60 representatives from the local economic community visited the football stadium of Dynamo Dresden and had the opportunity to talk with the speakers.



Lively talks

"Logistics Talk" in Neuss

Under the motto "Challenges for ports, shipping and logistics in times of crisis", the "Logistics Talk" event organised by bremenports took place in the Pegelbar in Neuss on 28 April. Sven Riekers (BLG Cargo), Michael Viefers (Rhenus Logistics) and Hartwig Weidt (bremenports) spoke on current developments concerning these three issues during a panel debate in front of around 70 guests. The debate was led by Radio Bremen presenter Hilke Theessen. The lively debate continued into the evening, where guests discussed these topics amongst each other during the evening meal and get-together that followed.

PHOTOS: SEAPORTS OF NIEDERSACHSEN/BJORN LÜBBE, BREMENPORTS, JADE WESER PORT

COMPACT



BUXTEHUDE. In April, **Panneer Selvam** took over as Chief Operating Officer (COO),

member of the board of directors of the NSB Group, a maritime service company headquartered in Buxtehude, with locations in Singapore, the Philippines, Korea and China. Selvam previously worked for the liner container company Pacific International Lines (PIL) for 23 years, most recently as General Manager Technical, where he was in charge of a fleet of 130 container ships. According to the NSB Group, the appointment is a step to strengthen its strategic and technical orientation.



BREMEN. As from 1 April, **Matthias Böhm** is the personal liable partner of Lampe

& Schwartz. He has been a member of the board since October 2018. The Bremen-based company provides insurance solutions for complex risks and exceptional underwriting amounts. As a personally liable partner, Böhm is responsible for broking, especially concerning property, indemnity and cyber insurance. Böhm advises clients on the strategic orientation of their risk and insurance portfolio.

Schwemmer wants to develop the BVL logistics community

BREMEN. In February, **Martin Schwemmer** took over from Christian Grotebauer as the managing director of Bundesvereinigung Logistik (BVL), where, alongside Christoph Meyer and Mike Holtkamp, he is one of the three management members and responsible for innovation, sales and IT. In this role, Schwemmer now wants to increasingly approach companies and people who do not have direct contact points with logistics but still depend on them. He wishes to better understand these "outsiders", as he calls this target group, in order to get them more familiar with logistics. "This is also key to the long-term positioning of BVL," said Schwemmer. Indeed, the community profits from network diversity. He reckons that there are many outsiders in information technology and data analysis. Schwemmer was most recently employed as Senior Consultant in charge of the market intelligence in the SCS working group at Fraunhofer Institute. He has also been a member on the 'Logistikweisen' committee since 2013.



Double contract extension

HAMBURG. In March, the supervisory board of Hapag-Lloyd shipping company agreed to extend prematurely the contract with **Rolf Habben Jansen**, the chairman of the board, until 31 March 2027. In addition, the contract with **Mark Frese**, Chief Financial Officer, was extended by five years until 30 November 2027. Jansen, member of the board since April 2014, became Chief Executive Officer (CEO) of Hapag-Lloyd in July 2014. Frese was appointed to the board of Hapag-Lloyd AG in November 2019, and took over as Chief Financial Officer (CFO) in March 2020.



Rhenus: Bartz succeeds Rethmann

HOLZWICKEDE. **Tobias Bartz** was appointed as chairman of the board of the Rhenus Group in April. He takes over from Klemens Rethmann, who will be focussing his activities on the board of Rethmann SE. Bartz has already proven his management expertise in different international positions held within the Rhenus Group. He was responsible for the Rhenus Road Freight business in France and Spain. In 2015, Bartz was appointed member of the board and steered the Air & Ocean division from Singapore before returning to Germany in 2018.

Dieterich strengthens EUROGATE

BREMERHAVEN. **Marc Dieterich** took over as managing director of EUROGATE Container Terminal Bremerhaven (CTB) in April. He was previously at North Sea Terminal Bremerhaven (NTB), where he was employed for more than two decades in various manager roles, most recently as General Manager Operations. Dieterich succeeds Mikkel Andersen, who has assumed group-wide responsibility for the topic of automation in addition to his role as managing director of EUROGATE Container Terminal Wilhelmshaven (CTW).





New duo replaces Haake

BREMERHAVEN. **Carsten Haake** left the Lloyd shipyard in April. According to company management, the long-term managing director left the company by mutual agreement. Heinrich Rönner, who is head of the Rönner Group, and the former head of bremenports, Stefan Woltering, have now taken over at the helm as the new managing directors. Haake, who is also the managing director of MV Werften, is planning to take on new commercial duties in Bremerhaven and will continue to act as an adviser to the Lloyd shipyard.



Change at the top at VDR

HAMBURG. On 30 April, **Ralf Nagel** (right) stepped down as Chief Executive Officer and Executive Member of the Presidential Committee of the German Shipowners' Association (VDR) after 12 years of service. The new CEO is **Dr Martin Kröger** (left), who held the position of managing director of VDR for 10 years and was primarily responsible for driving forward European and international shipping policy, the competitiveness of Germany as a shipping location as well as environmental and climate protection. Nagel will continue to advise the Association until the end of 2022.



TO Group extends management board

BREMEN. Transport Overseas (TO) has appointed new members to the board. In order to strengthen the logistics group for the future, which is primarily active in shipping and ports, CEO **Tim Oltmann** (3rd from the left) has extended the management board from within. As from 1 April, **Christian Weber** (left) has been appointed Chief Commercial Officer (CCO) for the TO Group. **Sören Hosang** (2nd from left) is the Chief Financial Officer (CFO) and in charge of finance and administration, and **Sebastian Kozak** (right) assumes the new role of Managing Director of Transport Overseas Logistics. Oltmann will remain MD of all companies, but will withdraw from day-to-day operations. In future, he will be focussing on strategic projects.



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EDITION AUGUST 2022

Focus on: Italy

“It works both ways” ... as this term implies, there is often more than one way in which something can be done. Italy seems to be doing a lot of things correctly. Indeed, German-Italian business relations are becoming ever-more important. It is definitely worth taking a closer look.

Point of view

Marco R. Fuchs, Honorary Consul of the Republic of Italy and CEO of OHB SE Bremen
on the topic of Italy

Italy is the third largest economy in the EU and one of Germany’s major trading partners. In Bremen alone, around 270 companies maintain business relations with Italy, which mainly exports food, beverages and vehicles to the Hanseatic city. Tourism is also an important factor for Italy’s economy. Indeed, Germany is the country from where most tourists to Italy come from. However, the bi-national trade partnership focuses on industrial production, and the flows concentrate on machinery and equipment, automotive, chemical and the pharmaceutical industries as well as the electronics sector. Italy exports semi-finished goods which end up in German end products.

Recently, a change has taken place in German-Italian economic relations. Genuine partnerships in the context of joint production are on the rise and enhance the bilateral economic relations that have existed for 130 years. Despite the expanding global market, Europe continues to be the main port of call for Italian exports. Trade with non-EU countries has also increased sharply – on the one hand exports, but primarily imports, more than two-thirds accounted for by the increased purchase of energy. Compared to initial migration movements from Italy, immigration to Germany is now enriched by highly specialised and qualified people: engineers in the shipbuilding industry as well as aerospace (especially in Bremen), scientists at universities and healthcare professionals. Space technology is worthy of special mention. OHB alone employs staff from all over the world, many of them coming from Italy. And the premises of OHB are currently the address of the Italian Honorary Consulate, which continues the long history of consular representation in Bremen that dates back to 1861.

Finally, this anecdote: ships flying the Italian flag regularly call at Bremen’s ports and contact our consulate, which serves as the representation of the Italian port authority abroad.



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