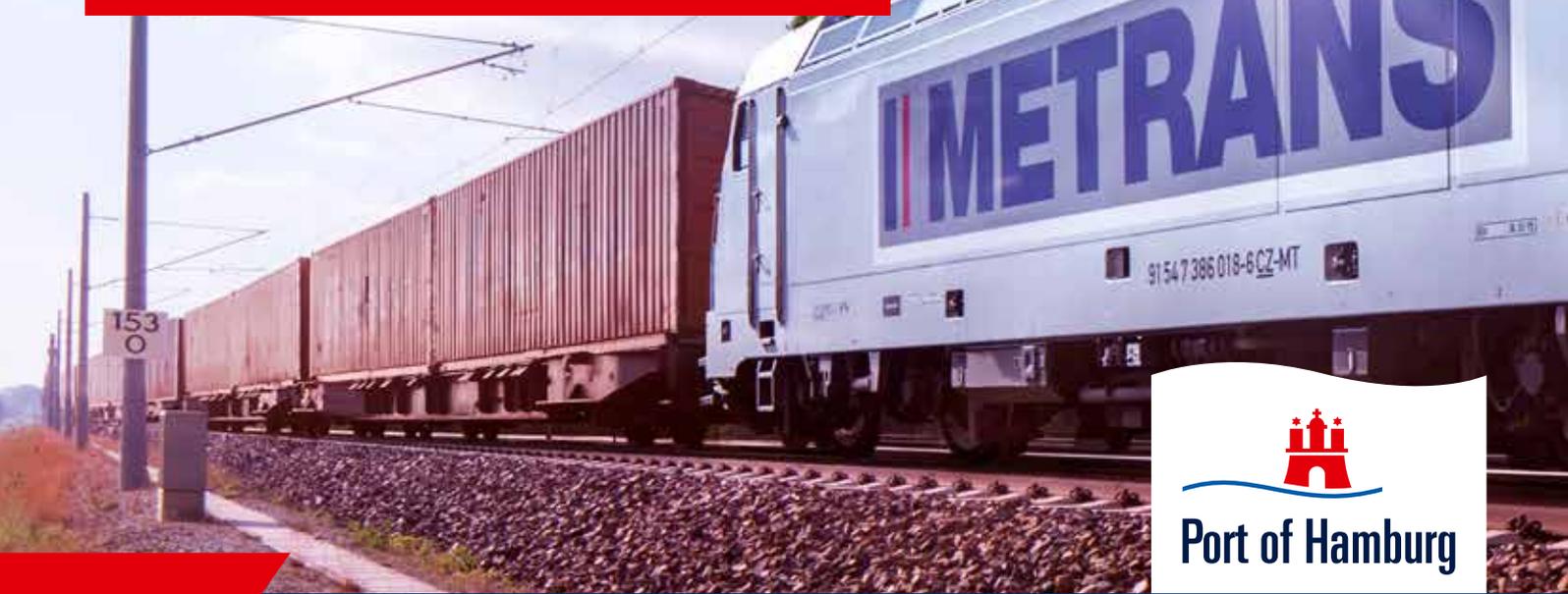


# HINTER LAND

PORT OF HAMBURG MAGAZINE



# Dear Readers,



Munich has a seaport – Budapest, Vienna, Prague, Warsaw and Zurich, too. At first sight, this statement is not going to make sense to everybody, but certainly to logistics experts. The whole of Germany and the neighbouring countries are linked to the Port of Hamburg by rail, road and inland waterway. It is the hub for imports and exports far beyond its own borders. It not only has national importance for Germany, but also for the international trade relations of Poland, Russia, Austria, Czechia, Slovakia, Switzerland, Hungary and a few regions more.

Last year the Port of Hamburg handled 5.5 of 8.8 million TEU for the hinterland. No less than 750,000 came from Bavaria alone, 500,000 from North-Rhine-Westphalia and 360,000 TEU from Baden-Wuerttemberg. Czechia and Slovakia jointly tranship 465,000 TEU via the Port of Hamburg, followed by Austria, Poland and Hungary.

Thanks to the Port of Hamburg's excellent rail network, the Port's hinterland stretches way over 1,000 kilometres both South and East. More than 2,100 container block-train services weekly are on offer into the hinterland. This makes Hamburg the European rail-market leader. In addition, it is one of the largest inland ports of Germany. Some 10,000 inland waterway vessels called at the Port of Hamburg last year.

The current issue of Port of Hamburg Magazine provides insights into the diverse connections between the Port of Hamburg and its hinterland. Wishing you an enjoyable read,

A handwritten signature in blue ink that reads "Ingo Egloff".

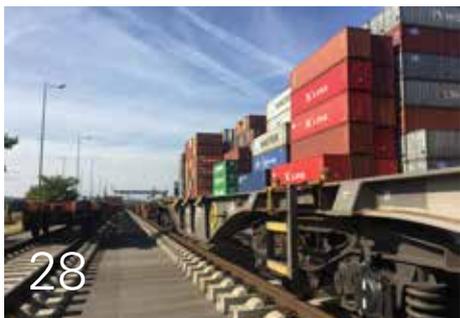
*Ingo Egloff*  
Joint CEO, Port of Hamburg Marketing e.V.



**THANKS TO THE PORT OF HAMBURG'S  
EXCELLENT RAIL NETWORK, THE PORT'S  
HINTERLAND STRETCHES WAY OVER  
1,000 KILOMETRES BOTH SOUTH  
AND EAST.**



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# Hamburg – The hub for Northern Europe

The Port of Hamburg lies at the centre of international transport routes. With its dense network of more than 100 worldwide liner services and its well-developed transport links, for the German economy and the foreign trade of its European neighbours, it fulfils an essential function in worldwide trade. Numerous feeder and short sea services per week make the

port the transshipment hub for countries in the North Sea and Baltic region. More than 200 freight trains daily cater for the arrival and departure of imports and exports. In addition, eleven autobahns run into and around the Hanseatic City. Hamburg is linked with the German inland waterway network via the Elbe, the Elbe Lateral Canal and Mittelland Canal.

## Transshipment hub for the North Sea and Baltic Regions

**47**

feeder services link Hamburg with destinations in Scandinavia, Russia, the Baltic States, Poland and the United Kingdom

**3.4 million**

TEU, or 38.7 million tons, of transshipment cargo were handled via the Port of Hamburg in 2017 for its trading partners

**437**

nautical miles, for example, is the advantage when using the route to Gdańsk in Poland via the Kiel Canal, compared to the 874 nautical miles around the northern tip of Denmark



## Overseas traffic

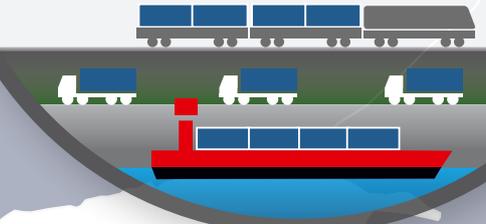
**8.8 million TEU** or

**136.5 million tons**



# High-performance rail, truck and inland waterway craft hinterland links

**5.5 million** TEU, or 97.8 million tons, were handled on seaport-hinterland services via the Port of Hamburg in 2017



## Europe's No. 1 Rail Port



**2.3 million** TEU, or 45.5 million tons, were handled on hinterland rail services via the Port of Hamburg in 2017

**>90%**

of shipments between the Port of Hamburg and Czechia, Austria and Hungary were transported by rail

**2,100**

container train services into/from the European hinterland are offered weekly to/from Hamburg

**83%**

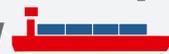
of hinterland container services involve destinations in Germany

**CHINA**

With 235 container train services per week, Hamburg plays a key role as starting point and final destination on the New Silk Road

Russia is Hamburg's most important trading partner in transshipment traffic

## Important inland port in Germany



**0.1 million**

TEU, or 10.7 million tons, were handled on hinterland services by inland waterway craft via the Port of Hamburg

**10,000**

inland waterway craft called the Port of Hamburg in 2017

Germany is Hamburg's most important trading partner for hinterland container transport

Bavaria, Lower Saxony, North Rhine-Westphalia, Baden-Wuerttemberg and Saxony are among the leading German states for seaport-hinterland traffic

## Flexible and rapid truck services



**3.1 million**

million TEU, or 41.5 million tons, were handled in 2017 on hinterland truck services via the Port of Hamburg

**4.2 million**

The Port of Hamburg reported 4.2 million truck arrivals in 2016. Along with rail, trucking is the top means of transport for hinterland services

# Halle shunting into heart of Europe with freight traffic

**After four and a half years of construction, the new marshalling yard facility (ZBA) in Halle on the River Saale has gone into operation. On the site of the former Halle goods station, a centre has been built that counts among the most state-of-the-art in Europe. With a planned capacity of 2,400 railcars per day, the facility will provide sufficient capacity for single railcar traffic on the Berlin-Munich axis, but above all in the direction of South-Eastern Europe. The federal government and DB – Deutsche Bahn have invested a total of 180 million Euros. It's a real first: The entire shunting and marshalling operations on the 36 sidings are one hundred percent electronically controlled and monitored.**

“Saxony-Anhalt has both a tradition and a future as a trading hub. The marshalling terminal will open up new dimensions in national and international freight traffic. This cutting-edge marshalling facility will shine over the whole of central Germany. It will create important economic initiatives and secure jobs in the region,” stated Thomas Webel, Saxony-Anhalt’s Minister for State Development and Transport.

The new marshalling facility is an important link in the logistics chain for the Port of Hamburg’s hinterland traffic. The hub on the eastern North-South axis will not only connect the German regions to the environment friendly rail network, but the South-East European regions, too, better than before. The target is to divert freight traffic from road to rail.

Pivotal in this modernization was replacing the tracks and all technical equipment. The Halle marshalling facility now consists of an arrival zone with eight tracks, a marshalling hump and 36 sorting sidings. The facility is equipped with

cutting-edge train marshalling technology. Two electronic signal boxes handle the fully automated control of operations. The Halle marshalling facility counts among the most modern for rail freight transport in Europe.

Eckart Fricke, the top DB representative for the States of Saxony, Saxony-Anhalt und Thuringia stressed that: ‘For the first time in more than 25 years, we are taking a new marshalling terminal into service. With the state-of-the-art facility in Halle, DB is sending out a clear signal for the future and setting its sights on single railcar traffic in Saxony-Anhalt, the central region, Germany as a whole and Europe.’”

Dr. Roland Bosch, CEO of DB Cargo, explained that customers from the steel and chemical sectors will profit especially. The new marshalling terminal, with its branch connection to the central German chemical triangle, and for steel services to and from Czechia, will become an important hub for European rail freight transport. ■



**2,400 RAILCARS PER DAY CAN BE HANDLED IN THE NEW MARSHALLING FACILITY IN HALLE ON THE RIVER SAALE**

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**Setzen Sie gemeinsam mit uns die Segel!**



# Digital platforms, Blockchain & Co. networking logistics

For Hamburg-based DAKOSY Datenkommunikationssystem, new technological innovations, e.g. Blockchain, Internet Of Things, cloud computing and big data, open up novel fields for applications. Given the ever-tighter networking of all those involved in supply chains, Blockchain solutions based on decentralized networks offer fresh opportunities.



In the opinion of Dieter Spark and Ulrich Wrage, DAKOSY's Joint CEOs, reproducing the data flows of individual logistics partners on a common platform is not the sole aim. If data are made available at the time and in the quality required, added value is generated for all involved. When facilitating such platform projects, DAKOSY is notable for neutrality, as well as a grasp of the relevant sectors and technologies. As an originator and operator of digital logistics platforms, DAKOSY is fundamentally very open-minded towards new developments such as Blockchain.

## ROBOB DEVELOPMENT PROJECT

"Blockchain provides the conditions for playing an important part for specific logistics processes in the technical digitalization of the supply chain," is how Dieter Spark sees the new technology. The logistics sector is already experimenting with Blockchain as a highly promising technology, and DAKOSY has been involved from the start. Under the ROboB – Release Order based on Blockchain – research project, being financed by the IHATEC funding programme for innovative port technologies, DAKOSY is working along with renowned partners on displaying Blockchain technology for the release order for sea freight imports.

The release order plays a central part in sea freight imports. Issued by the shipping company, the container release authorizes a transport company to collect the container from the terminal. Goods of enormous value can often be involved. Three arguments suggest choosing the Blockchain project for this process. It is not too complex, yet extremely sensitive, and so far there has been no continuous IT-based data flow.

The Blockchain approach promises a common database for all participants. The technology can feature as a digital document, to which all those entitled to do so may enjoy access, with all events being recorded chronologically. The following qualities make this technology something special: Blockchain can be verified by digital signatures, through the use of cryptography and consensus algorithms it cannot be altered, and it is distributed within the decentralized network. "We wish to be right to the fore, should Blockchain technology prove to be an efficient platform solution

for simplifying such logistics processes as container transport," stresses Ulrich Wrage.

#### CLOSE INTERMESHING

For DAKOSY's Joint CEOs, it is essential, not only that the company's platforms should develop further, but also to become involved in new fields of application. For example, the two Hamburgians see great potential for tying cargo to infrastructure. Access and dispersal processes that can be planned in advance will improve use of infrastructure. Dakosy therefore assisted HHLA and EUROGATE terminals in introducing a mandatory slot-booking system for truck tours in container transport. DAKOSY has also inspired ever-closer intermeshing of supply chains to expand the digital platform. The aim in the medium term is to cover the export run from the shipper into the seaport/airport, and on imports, to create transparency for the post-voyage run as far as the inland consignee. ■



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**A SUCCESSFUL SHIFT TOWARDS RAIL AND INLAND WATERWAY CRAFT LEADS TO SUBSTANTIAL RELIEF FOR HIGHWAYS AND CORRESPONDING REDUCTION OF EMISSIONS**

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## A 'Plus' for inland waterway craft and rail

**'Hamburg-NRWplus' has united two German states in a single aim. The inter-state cooperation project aims to boost hinterland transport services and improve the modal split. With political support, business is developing measures to unleash the potential for shifting traffic to inland waterways and rail.**

For the Port of Hamburg, North Rhine-Westphalia (NRW) is the most important German state, after Bavaria, for containerized hinterland services. Around 500,000 TEU per year are transported between the two states. For distances between 200 and 500 kilometres, the trucking share currently exceeds 80 percent. Rail runs mainly to Dortmund, Minden, Warstein and Bönen, inland waterway craft only to Minden. Eastern NRW has so far barely been served at all by trains or inland waterway craft. This demonstrates the urgency of transferring services by road to rail and inland waterways.

### **RELIEVING HIGHWAYS**

Initiated by the NDR Ministry of Transport and the State of Hamburg's Ministry of Economics, Trans-

port & Innovation, 'Hamburg-NRWplus' aims to join trade & industry in identifying weak points that hinder increased use of rail and inland waterway craft and to stimulate measures to eliminate these obstacles. A successful shift towards rail and inland waterway craft would lead to substantial relief for highways and corresponding reduction of emissions.

Port of Hamburg Marketing and Planco Consulting are responsible for implementing and jointly documenting the project. The project management supports the core team consisting of its two initiators plus Hamburg Port Authority (HPA) that aims to efficiently control and process project elements. The project organization is completed by an expert panel drawn from 14 companies from the logistics

sector. Their expertise guarantees the quality of lessons learned and the practical relevance of proposed solutions.

#### WORKSHOPS WITH AN IMPACT

After around 18 months of 'Hamburg-NRWplus', a network has emerged from the expert panel that is actively championing development of the measures developed during the workshops. Depending on the topic, representatives of industry and logistics have reinforced the panel. Their efforts are already bearing exemplary fruit, with Hamburg now being served again more frequently by rail from Bönen and Warstein. Awareness of inland waterway services has been enlarged, and a sustained dialogue achieved between those involved in the transport sector in Hamburg and NRW.

In four workshops this year, the experts have discussed significant topic groups and worked out some possible solutions for the most significant theme groups: Digitalization in the transport chain, optimization of heavy-load services, improvement of the range of transport offered, empty box management, and Customs formalities. The results are practice-related, indicate a definite need for action, and suggest measures at every level, as for example:

- More effective Customs clearance through improved knowledge of procedures after briefing sessions by Hamburg Customs in NRW
- Support for introduction of new rail services towards Bönen, Dortmund, Minden
- Simplification and standardization of clearance procedures for heavy shipments and alternative routes
- Preferential clearance of pre- and post-carriage runs for heavy freight

#### PROSPECTS FOR EXTENSION OF PROJECT

After around 18 months, five activity packages, four workshops, as well as countless hours spent working and networking, no end is in sight for the project team. On the contrary, the unanimous and emphatic recommendation to the ministries of economics in Hamburg and of transport in NRW is 'Carry on'. The task for the panel is to encourage progress on the project and to supervise implementation of the next steps. A neutral platform for expert exchanges and for hatching ideas would then be available for industry & logistics, and politics too, facilitating a sustained improvement in the range of transport services. ■



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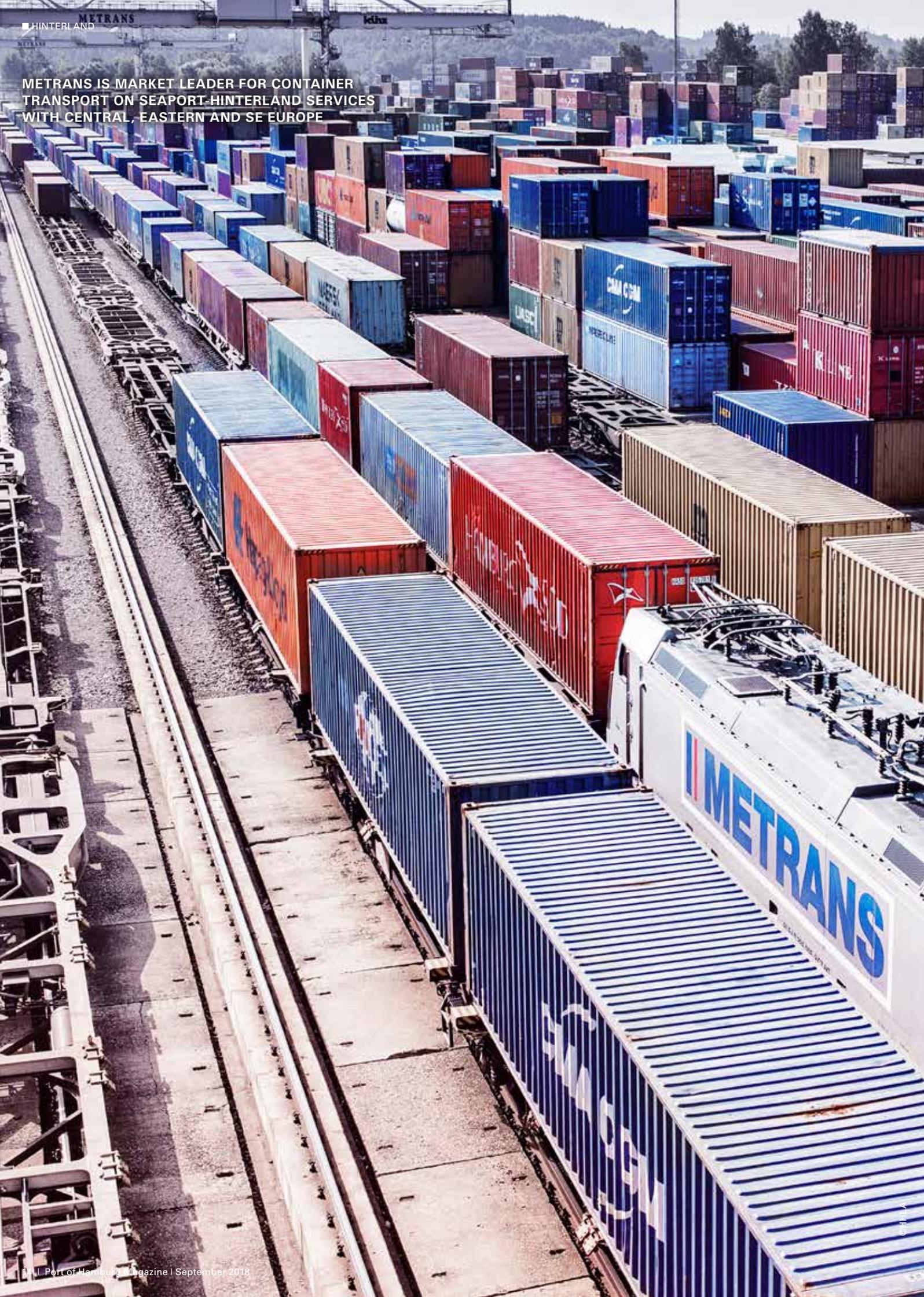
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# “Hamburg is just like a second home for us”

**Interview with Peter Kiss, Chairman of the Executive Board of Metrans Group, on growth plans, investments and developments in hinterland services**

*Port of Hamburg Magazine (PoHM): HHLA has been sole owner of the Metrans Group since April. What are the consequences for the further development of the company?*

Kiss: Metrans and HHLA have been allied in successful cooperation ever since 1995. We shall jointly pursue this, aiming to consolidate and extend Metrans's strong position in competition between European rail operating companies. We shall strive to remain a reliable partner for our customers. Metrans is a success story. I am happy to tackle the job of carrying that further.

*PoHM: What investments are planned for the next few years?*

Kiss: HHLA is planning to invest a total of one billion euros in the next five years, of which 350 million euros will flow into inter-modal activities. For us, that means creating additional terminal facilities, acquiring new locomotives, and further modernising our railcar fleet. The digital revolution is increasingly challenging our expertise. We shall make the required investments in our staff. For Metrans to grow further, we need powerful, competent teams.

*PoHM: What is the Port of Hamburg's importance for Metrans as a Czech company?*

Kiss: Hamburg is the rail port in Europe. This is one essential for any strong growth in European hinterland services. At the beginning of the 1990s, HHLA despatched the first container block train to Warsaw, Metrans its first train from Prague to Hamburg in 1991. The city was the first European destination for a train

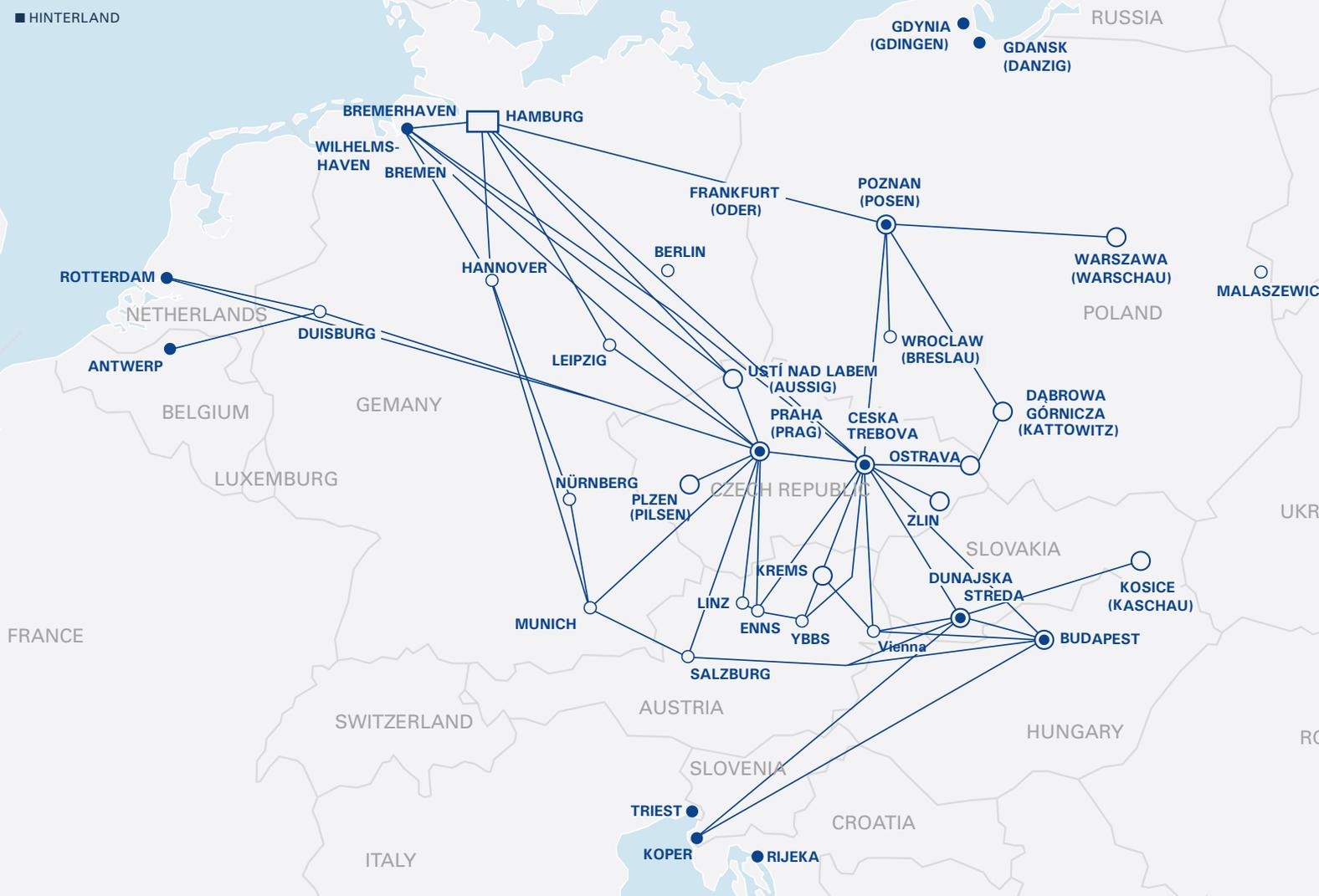
along the Silk Road in Europe. You could say that the city is our second home.

Going forward, the port will also remain the top rail hub for hinterland services through Central, Eastern and SE Europe. We also call other ports, but nowhere except in Hamburg do we have so many customers, with the largest number of connections. Both for freight handling and the large number of overseas services, the Port of Hamburg offers our customers optimal conditions. With our successful team on the spot, we shall therefore continue to go for this base.

*PoHM: Track access charges are being reduced in Germany. The Netherlands also want to do so. From the Metrans angle, will this lead to lower freight rates for shippers or can it be assumed that only a few operators will be passing on this price advantage to their customers? What is Metrans planning?*

Kiss: The reduction in track access charges was already announced last year. So far, little has happened. Basically, rail sorely needs relief on rates to face up better in intermodal competition to diesel-powered trucks. That also applies because other cost factors have recently turned negative. In addition, lower track access charges will only pay off provided that sufficient infrastructure capacities are available. What use are lower charges if transport lasts longer, with even trains being stuck in traffic jams?

*PoHM: You have been Chairman of Metrans Group's Executive Board since 1 April. Which projects are you tackling this year and where do you see the group as a whole in 2020?*



Kiss: On the board, I am responsible for Marketing and Human Resources, as well as investment projects and the holdings in our subsidiaries. Pavel Pokorny is responsible for Finance and IT. Martin Horinek, who joined Metrans a few years before I did, heads the operational side. We are a team pursuing success. Looking towards 2020, I would say that we aim to be larger, faster, better, more efficient and more digital. Along with our clients, we seek to maintain profitable growth. We are therefore continually seeking fresh solutions and developing ideas to enable us to back our claim to perform with even higher quality.

**PoHM: What really distinguishes Metrans' container block train system and which challenges do you foresee for multi-modal transport in the next few years?**

Kiss: Metrans is the simple answer to the complexity of multi-modal transport: Close to our customers, operating port-to-door, and with all-embracing process management. For all this, our five hub terminals are one of our real assets. We aim to leave port rapidly and shift freight on into the hinterland, so that customers receive their goods as rapidly as possible and feel well supported. If the customer wants, we offer an all-inclusive package, i.e., one featuring no more than one key-account contact.

**PoHM: Is growth on the traditional Metrans routes still feasible or are you looking towards new re-**

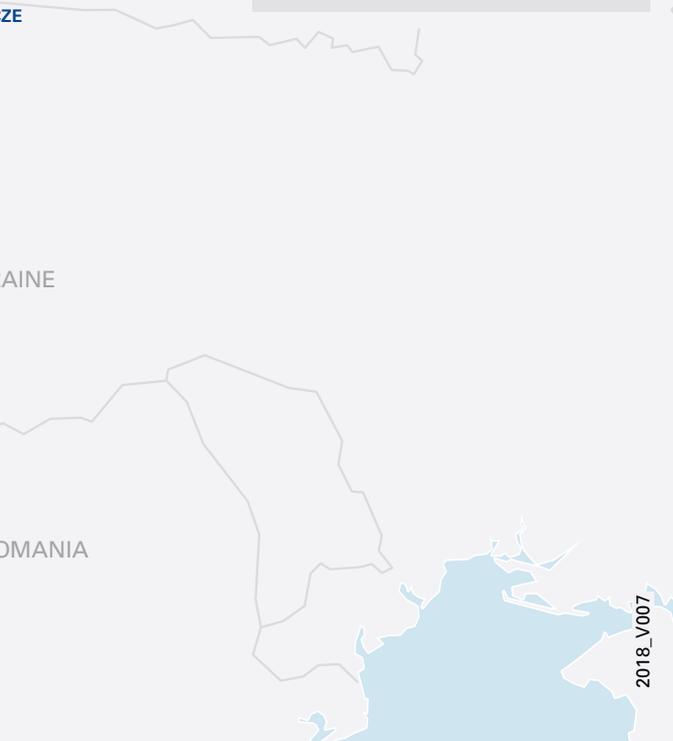
**gional markets? Are services to China along the New Silk Road of interest there?**

Kiss: For us, Europe has the major advantage that in almost all regions, it is still growing. Nevertheless, conditions for growth vary from region to region. Naturally, we keep an eye on developments in other markets, one of these being the New Silk Road. Here too, we are right alongside our customers. ■



**Peter Kiss**  
Chairman of the Executive Board of Metrans Group

- HHLA SEAPORT TERMINAL
- HHLA-HUB-TERMINAL
- HHLA INLAND TERMINAL
- INLAND TERMINAL
- SEAPORT TERMINAL
- HHLA RAIL SERVICES



2018\_V007

### Metrans in figures

**1,140,000** standard containers (TEU) were transported by HHLA's rail subsidiaries Metrans and Polzug in 2017. Polzug was integrated into Metrans Group from 1 January 2018.

**1,868** staff meanwhile work for Metrans Group. They represent around one-third of HHLA's total workforce.

**2,642** railcars and 70 locomotives are owned by Metrans. These enable the company to offer its customers even more reliable service and achieve a higher share of revenues as profit.

**13,000** Metrans trains criss-crossed Europe in the first six months of 2018, transporting containers between seaports and the hinterland.

**13** terminals in the European hinterland  
HHLA rail subsidiary Metrans' network comprises 13 of its own inland terminals in five countries of Central & Eastern Europe. Five of these are large, efficient hub terminals that pool and re-distribute freight flows. The most recent is the hub terminal in the Hungarian capital, Budapest, ceremonially opened by HHLA Executive Board Chair Angela Titzrath in June 2017.

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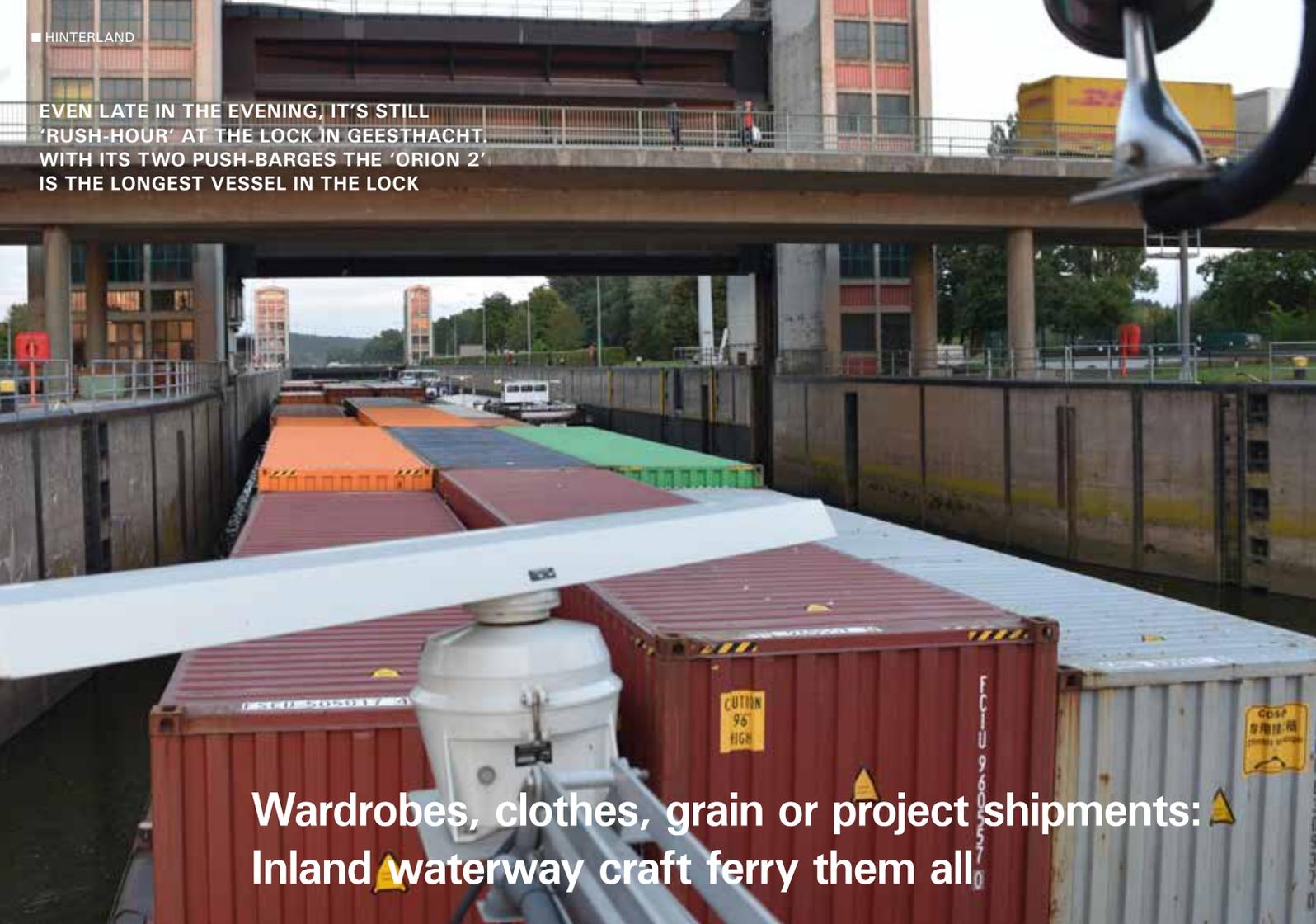
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EVEN LATE IN THE EVENING, IT'S STILL 'RUSH-HOUR' AT THE LOCK IN GEESTHACHT. WITH ITS TWO PUSH-BARGES THE 'ORION 2' IS THE LONGEST VESSEL IN THE LOCK



## Wardrobes, clothes, grain or project shipments: Inland waterway craft ferry them all

Many of us have screwed together a piece of furniture with an Allen key or have the resulting cupboard standing at home. In the latter you might find garments bearing the labels of different trading chains. What only a handful of people realize is that apart from coal, ore, wheat and project shipments, inland waterway craft are also the chosen means of transport, also routing, from the Port of Hamburg to the despatch warehouses of major brands. Port of Hamburg Magazine accompanied the youngest ship's crew from Hamburg down to Braunschweig aboard the push barge 'Orion 2'.

At 25, skipper Christoph Schwindt is almost an old hand. He has been sailing along German inland waterways for six years and loves the job. He rapidly became used to his work rhythm: Several days or weeks at a time afloat, then uninterrupted free time at home in Malchow. "I trained on the white-funnel passenger vessels, but freight traffic is more fun," he says, surveying the 108 TEU being pushed up the Elbe by the 'Orion 2' for Deutsche Binnenreederei. Helmsman Florian Grüneberg, 22, also hails from passenger services, on which he was "now and again dishing out sausages."

### AN INLAND SAILOR CAN COOK

He quickly acquired other skills on board a freighter. Among them: "I can now cook". That's vital aboard an inland waterway craft. The lads on the 'Orion 2' have no time for canned foods or ready meals. Like his colleagues, the third member of the trio, Eike Pohle, 28, also contributes a lot as a jack-of-all-trades – whether in the engine room or up in the galley. Everything is truly shipshape on and below deck, and the self-cooked fare tastes really good. "We aim to

keep the ship clean. After all, for many days a month, it's home for us," the three agree. Their day usually commences at 6 a.m. Last night they arrived from Braunschweig in Hamburg's Peutehafen and transferred their cargo on to push-lighters. Then their two fresh lighters are fully loaded earlier than expected. The 108 TEU originated from various terminals in the Port of Hamburg and in the course of the day were assembled for the tour to Braunschweig.

### WITH THE TIDE

Christoph Schwindt brings his vessel to the loaded barges as a matter of course, and links up with the double set. The two deckhands are responsible for coupling up. The lighters are secured by just two rope ends. "That's more secure than any wire hawser," Florian Grüneberg is well aware. It's vital that the lighters are well trimmed and the ballast is correct for around 735 tons of freight. The push train is now 155 metres long. And off it goes. A slight incoming tide brings a speed dividend over the first few kilometres. The 'Orion 2' is actually making about 15 knots. "The farther upstream we go, the weaker the tidal effect," the skip-

per knows from experience. The train needs a day and a half to reach Braunschweig. Today it is making for the ship's lifts at Scharnebek. The trio will spend the night there before leaving again at six in the morning.

The three-man crew can sail on for the whole day, but after then a continuous rest period is the rule. On the move, the trio take turns in the wheelhouse. Skipper Christoph Schwindt is a role model for Florian Grüneberg. Like his captain, he aims to get ahead while still young. To do so, he will need to show proof of experience at the wheel, to acquire tickets for various trades. He has already taken several upwards steps since his training as a deckhand/mechanic. And he has already experienced a good deal on German inland waterways.

### GREETED WITH FIREWORKS

One task that the youngsters found thrilling was transporting an electro-solar-ferry to Oberbillig on the Moselle. The arrival of the 'Sankta Maria II' was the occasion for massive celebration in the community. "We were welcomed with fireworks and an official delegation. That was a big show," relates Christoph Schwindt. The tour between Hamburg and Braunschweig is now routine. Deutsche Binnenreederei has at least eleven sailings/arrivals per week in the Port of Hamburg for its main links to Hanover, Braunschweig and Minden. There's an additional regular twelfth sailing if there's enough water in the Elbe, to reach upstream destinations away from the canals, and naturally special tours in addition.

### EXCITING SPECIAL SHIPMENTS

Apart from containers, customers also despatch project cargo by inland waterway craft. For heavy loads, especially, waterways are ideal for reaching the Port of Hamburg. Even if inland waterway shipping only accounts for two percent of total modal split, in many areas it is irreplaceable as a means of transport. Siemens turbines weighing over 400 tons, ores for Salzgitter or complete machinery units from manufacturers in South Germany, find waterways the ideal routing.

Special shipments can be thrilling for the crew of the 'Orion 2'. Then the voyage can take them somewhere far from the usual Elbe Lateral Canal route to Braunschweig. Christoph Schwindt reports on a voyage to Austria with 62 locks. "Some of the chambers were so narrow that we just had a few centimetres free to right and left," says Schwindt.

The Geesthacht lock does not present that problem. Yet the 'Orion 2' had to share the chamber with two inland waterway motor vessels that had overtaken her beforehand. And the big chamber in Geesthacht was already full, at least it looked that way for the onlookers and sightseers on the quay.

Helmsman Florian Grüneberg actually wanted to steer the ship into the lock today, to gain valuable extra experience. In view of the other two craft, however, he preferred to leave this manoeuvre to the skipper. The

chamber slowly fills up. Roughly two hours to Scharnebek now, and the boys will be off duty. Each has his own cabin, but they often sit together. Christoph Schwindt is the man on the guitar. According to his mates, he's the best singer. Looking at the grill on deck and the cosy wooden table, one almost begins to dream of the traditional romance of seafaring. Yet life aboard an inland waterway vessel is not that simple. Being on the move for 20 days, this calls for understanding from the family and/or the girlfriend. For all that, the three young men on the 'Orion 2' don't readily consider giving up, or taking a post on land. For them, their job involves a career with many opportunities, good chances of advancement and a solid income. Florian Grüneberg says that "I grew up on board." Every day calls for responsibility, team spirit and reliability, and that's a good thing. ■



AT 22, FLORIAN GRÜNEBERG IS THE YOUNGEST ON BOARD

©HHM



SHIP'S CAPTAIN CHRISTOPH SCHWINDT MAYBE ONLY 25, BUT HE'S THE 'OLD SEA-DOG' ON BOARD

©HHM

# Connecting, shunting, loading: Intermodal traffic by rail and ferry

**It is still chilly and the air is clear in the summer of the century 2018. At 9 a.m, it's the beginning of the shift for Stefan Hehner, shunting-engine driver in the Port of Kiel, and his colleague and assistant Maik Kühl. Today, the two will move hundreds of metres of freight train along marshalling tracks, preparing them for their journeys into the German and European hinterland.**

**10:00** Preparations are in full swing for the departure of the direct train from Schwedenkai quay to Verona, via Kiel seaport's own Meimersdorf marshalling terminal. Arriving from Gothenburg, truck-trailers and containers travel on the direct train over the Alps – through Germany, throughout Europe – and that six times a week. But, before the train can roll out of Schwedenkai, its railcars and freight are checked: Everything properly secured? Any damage? It's an important step before setting out on the long voyage. The crew on the terminal and in the office, organize and if need be, have things reloaded. Without communication, nothing would work here, and everyone knows it.

## LOCATED IN THE HEART OF THE CITY

**10:45** The engine is ready to roll and starts making its way with the first part of the train to the marshalling track. This is located at Kieler Hörn, adjacent to Schwedenkai, sandwiched between a main road and the western bank of Kiel Fjord – directly in the heart of the city. The shunting-engine driver's most important tool is his remote control unit, known more affectionately as his 'vendor's tray'. Using this, he can steer the engine, while he and his colleague Maik Kühl pass through level-crossings, set points, connect and disconnect railcars: that all saves time.

**11:15** The train sections have been united on the marshalling track – time to move on to the Meimersdorf

marshalling terminal. Mike and Stefan come together in the driver's cabin. Thanks to the air-conditioning, it is pleasantly cool. Despite the high temperatures, Stefan is mostly out on the engine's deck. "It doesn't matter, if it's summer or winter, I like to be outside, with the wind around my nostrils, and have the clattering of the wheels on the track, directly under my feet – that's something special about my job, something every railwayman will understand," adds Hehner with feeling.

## FREIGHT TRAINS PREFERRED

Clacking, hissing, hooting, tooting, vibrating – and right next door, the din from the main road. We ask shunting assistant Maik Kühl, whether it isn't too strenuous over time. But, he sees more advantages than disadvantages: "Here, I'm my own boss and carry responsibility. I did my apprenticeship in Hamburg. I've been in Kiel since the start of the year. I really like it here." He qualified as a tiler, worked for years as a gardener, then took a side-step. Quite the opposite of Stefan Hehner: He has been a shunting-engine driver since 1986, having done the classic apprenticeship as a mechanic. He enjoys his job – working in an office is not for him: "There's great variety and I like freight handling. Passenger trains are not for me. At the end of the day, with this job, I can see what I have really done." Stefan Hehner then says just how badly they need apprentices in their field.



**SHUNTING ASSISTANT  
MAIK KÜHL CHECKS THE  
RAILCAR BRAKES**

**11:45** Arrival in Meimersdorf marshalling terminal. Stefan and Mike are a well-tuned team: Maik, down on the track next to the train, is Stefan's eyes. He is sitting in his cabin driving, listening, reacting, keeping a sharp lookout on the track and train, until it is disconnected and ready. To round it off, Maik makes a quick call to the planners, so that they know where the train is standing. He also receives further instructions from them.

## 22 WEEKLY SERVICES

**12:00** Now it's the turn of the train from Hamburg-Billwerder: It is part of the East-West logistics axis, from Duisburg via Hamburg to Kiel, from where the freight journeys on by ferry to Scandinavia, the Baltic Region and Russia. This is intermodal traffic at its best. Now, Stefan Hehner and Maik Kühl can begin again: Walkie-talkie instructions, disconnecting, connecting, checking, staying attentive – precision work with heavy equipment. Then it is on to the marshalling track, where the train is divided: one section will go to Schwedenkai and then in the evening with the Stena Line ferry on to Gothenburg that quite apart from 1,200 passengers, transports between 3,700 and 4,200 track-metres of cargo – every single day. The other part of the Billwerder train rolls on to Ostuferhafen, from where the cargo sails eight times per week with DFDS Germany to Klaipeda or weekly to St. Petersburg. SCA Logistics runs an additional twice-weekly service from here to Sweden. In total, 22 freight services run weekly between Hamburg und Kiel.



ENGINE DRIVER STEFAN HEHNER CAN STEER THE LOCOMOTIVE REMOTELY USING HIS 'VENDOR'S TRAY'

**12:35** We arrive with the second part of the train at Schwedenkai. There, Port of Kiel Stevedoring begins unloading the train. It is all action – bustling with activity, dockers unload the train using mobile portal cranes mounted on railcars on three tracks. Parallel, containers and truck-trailers are taken on board the ferry: In any event, the cargo has to be loaded before passengers' vehicles can drive on board.

It's been a successful morning for Stefan Hehner and Maik Kühl. Now it's time for a real break. Their shift will still go on until the early evening – come rain, come shine – whatever the weather. ■

## Pallet for pallet: Trucks handle fine distribution in hinterland

**Especially within a 150-kilometre radius of the port, trucking is the preferred means of transport for taking cargo to a terminal or collecting it. Rainer Hansen is somebody daily on the move over similar distances. Port of Hamburg Magazine joined the ninefold grandfather on a tour.**

"Driving is fun", is Rainer Hansen's way of explaining why at 73, he still sits at the wheel several times a week. He started as a sorter with TCO Transcargo in the Port of Hamburg in 1995, later taking over tours with a truck. His working day begins at latest at six o'clock, as it does for so many in the port. He is often the first to unlock the gates. The first truck bringing cargo for TCO is in fact standing outside already. Rainer Hansen simply shows him where he needs to report at the company's site on Hohe Schaar.

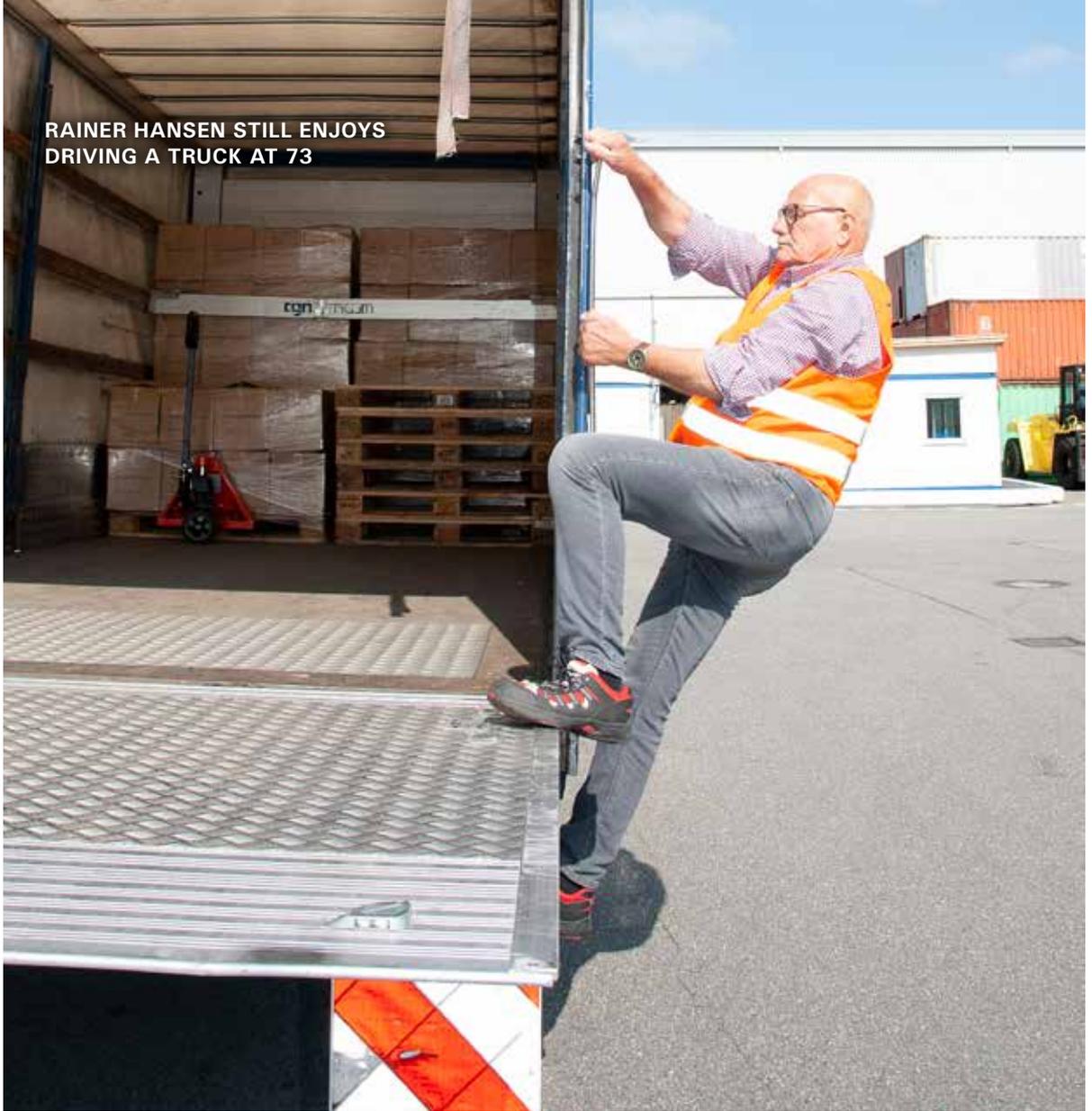
### PAPERS, PAPERS, PAPERS

"It's still quiet now," he knows from experience. Before the port service provider of storage, container stuffing, handling, exports, imports, Customs clearance and

packing is fully stretched, Hansen wants to be rid of his cargo. He has loaded pallets previously unpacked by colleagues from an overseas container. The shipment is bound for a major discounter's central warehouse. "This is all promotional merchandise. We know before everybody else what's soon going to be on special offer," says Hansen with a wink. For the moment, he cannot drive away. The tachograph needs to be activated, and most important of all, there are papers, papers, papers. Without them, nothing will work later during delivery.

The way into the port goes without a hitch. The display panels of the Port of Hamburg's digital traffic guidance system indicate that the roads are clear. Here Hansen can read off where bottlenecks are forming, or movable bridges are opening, and road traffic must wait.

**RAINER HANSEN STILL ENJOYS DRIVING A TRUCK AT 73**



**NO CUSTOMS CHECKS AND NO TRAFFIC JAMS**

Before joining the autobahn to travel to Scharbeutz, he takes time for a brief stop at another TCO branch at Überseezentrum. Additional pallets join numerous cartons of play tents and children's shoes. A few years ago, he would probably only have moved a further 100 metres then before being held up in the day's first traffic jam. Since closure of the Customs posts, traffic flow is better. For Hansen, that is not simply an advantage. Previously, drivers were happy to have a gossip while in the queue. Today the process is less personal, yet more efficient.

The route North along the A1 is free. In the other direction, rush-hour traffic towards Hamburg is piling up. Owing to the roadworks near Stillhorn, however, Hansen fears that traffic may accumulate on his return run. Yet he stays relaxed. If there's no alternative route or neat diversion for insiders, he'll simply wait and go with the flow. "I can either get uptight, or else not. I just let it be," is Hansen's motto.

**SUMMONED BY LOUDSPEAKER**

When office workers are just switching on their computers, Rainer Hansen with his first load has already reached his destination. At 08:30 he reports at the discounter's central warehouse. Not many fellow drivers

are ahead of him. Nevertheless, half an hour passes before he's called to Gate 47 to deliver his promotional goods. He visits the office briefly to give in the papers, then it's back to Hamburg. As expected, the traffic slows down before Stillhorn, but without coming to a standstill. Piloting his truck through the outer areas of the port to a competitor is no problem for Hansen. Pallets have been landed there that should have gone to TCO. "That can happen, if a shipper with part-loads tops up a container also bound for Hamburg, but actually for another service provider," explains Hansen. An exchange of cargo, but also of other papers at the window, is routine.

The roads in the port are clear. The digital traffic guidance system is at green, with the way clear to TCO's third branch in the port. Rainer Hansen takes on more freight there, but for the first time this only needs to be shifted within the port. Sometimes this mobile pensioner will take a break at a coffee counter in the port. People here know each other, and the filled rolls and coffee are good value. Hansen plans to carry on driving for at least a year. A South America fan, he's considering a move to his wife's home country, Colombia. That remains to be seen. With Rainer Hansen as fit as he is now, planning for his sunset years could certainly still be deferred. ■



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# Turbulent times: The way ahead for world trade?

**Dr. André Wolf, is head of research for the ‘Global economy, business cycles and international trade’, as well as ‘Energy, climate and environment’ at HWWI – Hamburg Institute of International Economics – on current trade policy issues**

Seldom in the past has trade policy been so in the focus of public interest as it now is. This has been mainly caused by the US U-turn in its approach to trade relations, since President Trump came into office. Instead of acting in the old American tradition of demonstrating reliability towards its trading partners, promoting the advantages of free trade, the new Administration blatantly considers trade policy as an economic weapon, to exert maximum pressure and extort concessions in the interest of the domestic economy. It is no longer by any means only threats, as the protective tariffs on steel and

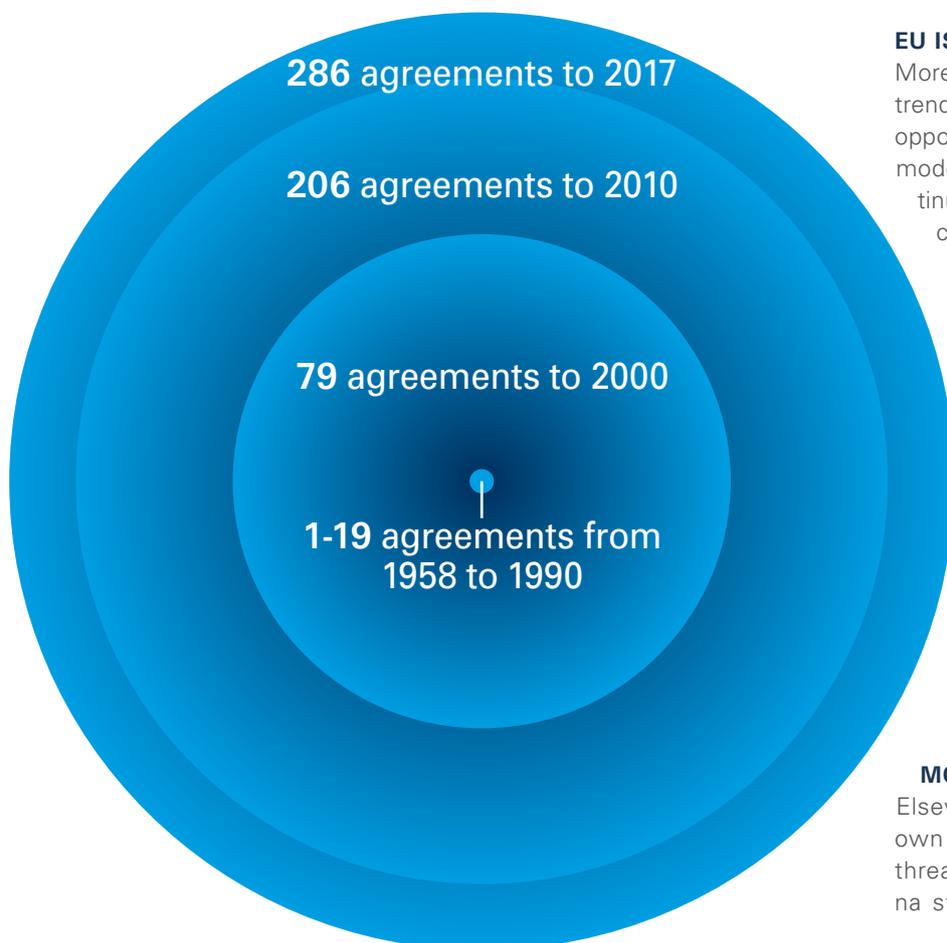
aluminium and the broad Customs offensive against Chinese products demonstrate.

Counter measures, being resorted to on the other side by China and the EU, have in the meantime fuelled fears that the global economy is on the verge of a new trade war, as it last existed between the two World Wars, i.e. a spiral of ‘tit for tat’ Customs increases enormously impacting the international division of labour. Even if the danger of such a spiral cannot be excluded, on the basis of objective indicators, it can be stated that the world is currently still far from such a scenario. In its April forecast for 2018, the WTO expects an increase of 4.4 percent in the volume of global trade in goods; a continuation of the growth course of the previous years. Different to the previous years, trade would once again increase considerably stronger than global economic performance.

## NUMBER OF REGIONAL FREE TRADE AGREEMENTS

FIGURES FROM 1958 ‘TIL 2017

Source: WTO (2018) Graphics: Elbreklame



### EU IS BEST EXAMPLE

More important still, is however that the trade policy trend in the rest of the World is clearly moving in the opposite direction. The founding of free trade zones modelled on the European Community has been continuously booming since the early Nineties. The inclination of the US Administration to put its own trade agreements such as NAFTA into question has found no international resonance. To the contrary – and more precisely – associated concerns about the future of their export markets has lead many countries and regional blocks to increase their efforts to achieve trade agreements with alternative partners. The EU provides the best example: Since 2017, not one, but two comprehensive trade agreements have been finalized – with Canada and Japan, respectively. Currently, negotiations are underway with the ASEAN states and Mercosur group. Discussions with further countries such as Australia and New Zealand are being prepared.

### MORE AGREEMENTS THAN IN THE PAST

Elsewhere, too, countries are trying to protect their own trade networks from the consequences of a threatening sealing off of US markets, such as China striving for increased integration in the Pacific

trade region. One of the characteristics of recent agreements is that they not only cover Customs advantages, but also address a range of, at times, very specific market access barriers connected to product standards and licensing procedures. Not only are there considerably more agreements than previously, but that the new treaties are noteworthy for their greater depth in market integration.

**‘GENERAL DECLINE AND FALL IS THE MOST IMPROBABLE SCENARIO’**

Given this development, it is however not possible to conclude for sure that there will be an increase in free trade as a global perspective. Since creating advantaged access for regional trade partners, generally does not lead to an increase in exchange of goods within the free trade zone (trade creation effects), but instead, because of cost differences arising, lead to diverting trade from third countries in the zone (trade diversion effects). Depending how, in each specific case, the net effect is, a regional agreement can even exacerbate a welfare-damaging distortion in the global division of labour. It is not yet clear how a future global trade order would look on this basis. A general decline and fall in international trade, propagated by some prophesiers of doom, is however certainly the least likely scenario. ■



**Dr. André Wolf**  
from the Hamburg Institute of International Economics

**About HWWI**

The Hamburg Institute of International Economics is a scientific research institute that identifies and analyzes future issues in a global society and relevant socio-economic inter-relationships. One core area lies in analysing macro-economic trends and their implications for economic development on a regional level.



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# A mega-containership in the Port of Hamburg

Up to 14,500 TEU standard containers are handled during a call by a containership of the 20,000-TEU size category in the Port of Hamburg. From Hamburg the boxes are distributed throughout Germany and Europe. Transport to their destinations is by feeder ship, inland waterway craft, rail or truck.



## How long does the loading/unloading of a 20,000-TEU vessel require?

The terminal crew works around the clock for up to 48 hours to clear a mega-containership.



## How many ULCVs call the Port of Hamburg annually?

In 2017, 102 containerships with a capacity of 18,000 – 20,000+ TEU called at Hamburg. The majority of these are deployed on services between Asia and Europe.



## How many containers are loaded/unloaded per hour?

A container gantry crane achieves 25-30 moves per hour. In twin operation, two 40-ft or four 20-ft containers can be handled in one move. For loading/unloading one 20,000-TEU containership, several gantry cranes work simultaneously.



## How long does a container remain in port after unloading?

Many containers leave the Port of Hamburg within a few hours to be transported onwards to their destinations.





The Kiel Canal represents a decisive locational advantage for the Port of Hamburg and German seaports on the North Sea in competition with ports located farther West. Using the Canal,

for example, the distance advantage from Hamburg to Gdańsk in Poland is 437 nautical miles, compared to the 874 nautical miles around Skagen, the Northern tip of Denmark.

## Transshipment 5,410 TEU



**4 Feeder-ships**  
5,410 TEU

Finland, Scandinavia, Russia, Great Britain, Baltic States, Poland

Pre- and on-carriage within the North Sea/Baltic regions, mainly through the Kiel Canal. The figures given serve as a guide and are not binding.

## Handling of 14,500 TEU

Loading / unloading of a mega-ship of the 20,000-TEU class

**Transshipment**  
5,410 TEU

**Hinterland**  
Handling 9,090 TEU

## Hinterland Handling 9,090 TEU



**47 Container block-trains**  
3,845 TEU

Germany, Austria, Czechia, Switzerland, Poland, Hungary

Pre- and on-carriage within Germany and Europe as far as China



**2 Inland waterway vessels**  
190 TEU

Berlin, Saxony, Lower Saxony, Ruhr Region

Pre- and on-carriage within Germany as far as Czechia along the Lower Elbe, Middle/Upper Elbe, Elbe Lateral Canal and Mittelland Canal



**3,159 Trucks**  
5,055 TEU

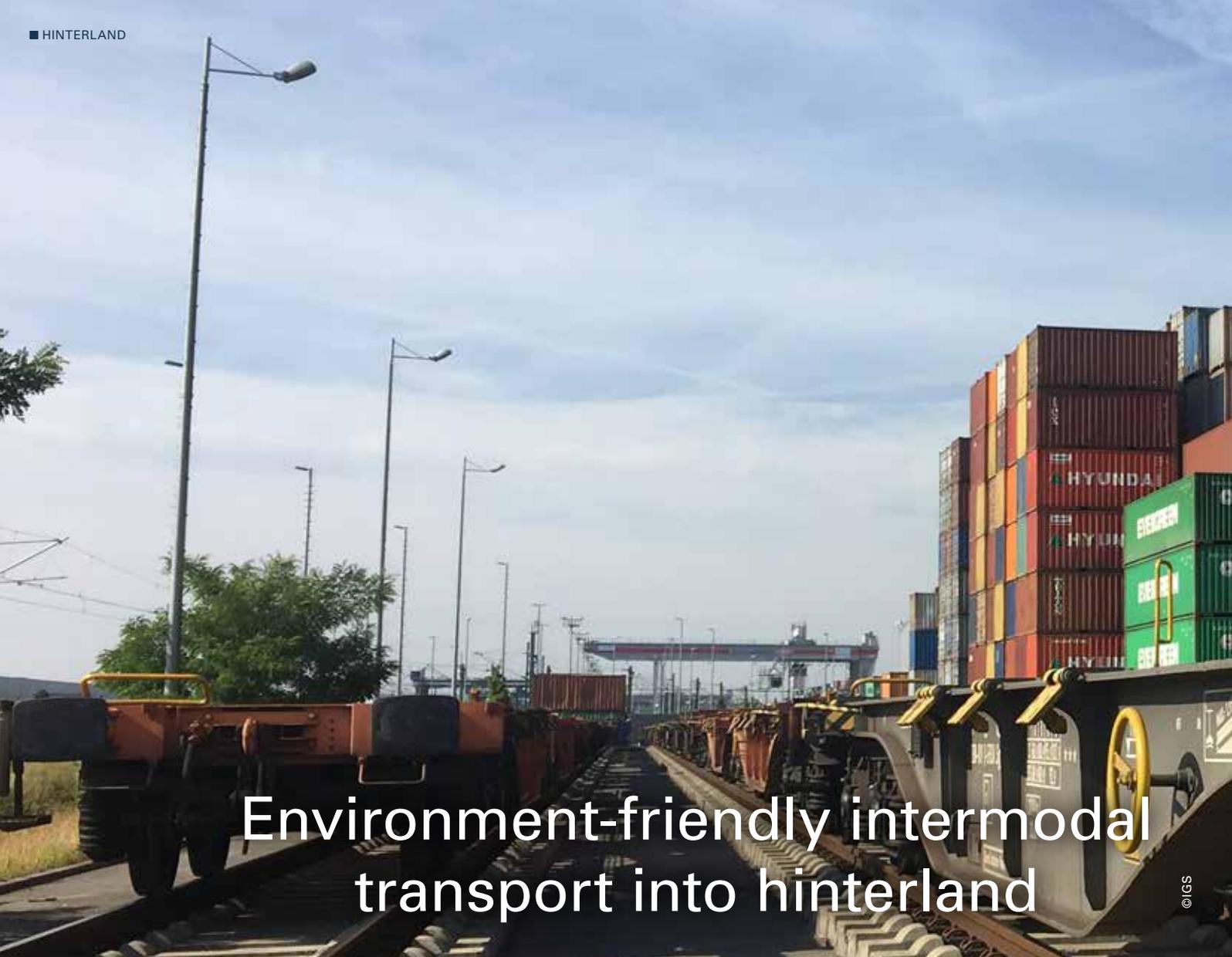
Germany, Hamburg Metropolitan Region, Europe

Pre- and on-carriage within Germany and Europe



For distances over 300 kilometres, on many routes the system advantages of rail as a carrier especially prevail over trucking and inland waterway craft.

On environmental friendliness, rail is way out ahead: Just one freight train can replace around 50 truck runs.



# Environment-friendly intermodal transport into hinterland

©IGS

**Many German commercial centres are reached from Europe's biggest rail port by various intermodal transport operators, often several times every day. With its network comprising its own trains, terminals, depots and trucking organisations, IGS Intermodal Container Logistics offers one-stop shopping for all services: IGS places great store on reconciling ecological and commercial needs for its customers.**

The Port of Hamburg has underpinned its image as a 'green port' with its range of measures consolidating sustainability in logistics. Customers, who decide to use intermodal transport, i.e. road – rail, or inland waterway craft – road, are making a contribution to freight services becoming environment-friendlier in comparison with pure road transport, and carrying sustainability into the hinterland, too. IGS Intermodal Container Logistics has taken on this challenge, balancing ecological and commercial needs throughout the transport chain.

## **ROLLING WITH WHISPERING BRAKES**

IGS has leased a fleet of some 400 flat container railcars long-term. These are 100 percent equipped with, what are known as, 'whispering brakes'. These considerably reduce noise while rolling along the track and braking. This means that today, IGS is exceeding legal requirements, lying clearly ahead of the pack in the field.

State-of-the-art electric locomotives are deployed on the trains running between the seaports and IGS terminals in the German hinterland. These are fitted with noise-reducing disc brakes, using their electric motors to support braking action. While braking, 15 percent of the energy is retrieved and fed back into the power grid. In addition, engine drivers are being sensitized to energy-optimized driving. They are also regularly trained in energy-saving rail operations. The engine's electronics also continually give the driver tips for optimizing consumption during train operations.

Since energy costs make up a substantial part of total costs in rail traction, this serves not only to conserve resources, but also raises cost consciousness among staff. Moreover, the engines deployed for IGS facilitate an increase in load of 12.5 percent over other engine models. This eases the way over the Harz Mountains at Kassel, at the same time as improving the utilized capacity. Carrying out regular

EN ROUTE FROM NUREMBURG TO THE PORT OF HAMBURG – FLAT CONTAINER RAILCARS FROM THE IGS NETWORK TRAINS



emission reporting, IGS continually monitors the environmental impact of its trains.

#### AVOIDING EMPTY ENGINE RUNS

For the Hamburg group, the environmental impact over the first and last mile plays an important role. Marshalling services to and from the quayside terminals in the Port of Hamburg are carried out for IGS by HBC – Hanseatisches Bahn Contor. They also cooperate with other marshalling service providers in the Port of Hamburg. It is their joint aim to prevent empty engine runs. On the one hand, this means that engines on the spot and infrastructure resources can be used more efficiently. On the other, this concept provides a high level of reliability, since in the event of engine failure you can fall back at short notice on a partner, who can always ensure the delivery of the railcars.

For pre and on-carriage trucking, the IGS group puts its faith in modern vehicles, which for the most part conform to the EURO VI standard. The development of innovative engine technologies, for example, based on CNG, LNG, fuel cells and electric propulsion, are being attentively monitored by the IGS technology specialists. Apart from planned vehicle deployment on short or long

distances, shuttle or internal tours, decisive is their suitability for daily use, long lifetime and the concentration of necessary petrol station infrastructure.

With its focus on balancing ecology and commercial needs of each, and every, link in the transport chain, IGS is making a significant contribution to environmentally compatible hinterland logistics, seamlessly connected to the 'green port' concept. ■



Trusting in ecological and commercial solutions; **Harald Rotter** (l.) and **Bernd Treppe**, Joint CEO's of IGS Intermodal Container Logistics

# Miele washing machines sail the high seas

In numerous countries, Miele is the sector's most eagerly sought brand. As ever, this German family firm manufactures washing machines, vacuum cleaners, dishwashers and a lot more, mainly in its own plants in North Rhine-Westphalia, especially in the east of the state. It was there that technician Carl Miele and merchant Reinhard Zinkann founded the firm in Herzebrock in 1899. It started by making milk centrifuges. Today the group stars all over the world. Its high-grade products are much in demand on all continents. The reliability for which Miele appliances are renowned is also its top logistics priority.

These classy appliances leave the central warehouse in Gütersloh for destinations throughout the world. For exports overseas, Miele uses carriers of all types to reach German seaports. "Up to 6000 containers per year leave the central warehouse in Gütersloh," says Uwe Echterhoff, Miele's Head of Despatch & Transport. The great bulk of these are sent off at night between 23:00 and 6:00. Miele stuffs and packs the containers in-house.

## FREIGHT FORWARDER POOLS CONSIGNMENTS

Miele uses several logistics service providers for world-wide despatch, but coordination is handled by Spedition

Bobbe of Bad Salzuffeln. "Pooling shipments with one freight forwarder ensures that our nightly despatch runs smoothly," explains Echterhoff.

The first stop for containers is the multi-modal Port of Minden. Which carrier is used onwards from there depends on the sailing dates/times of the overseas vessels at the ports of Hamburg and Bremerhaven. The bulk of all consignments are shipped via the Port of Hamburg along a total of 14 overseas trades, especially to Australia and Asia. Containers with three days or more to spare take an inland waterway craft. Rail takes two days, by truck the port can be reached in one day.

"The opportunity to choose between a wide variety of sailings to all sorts of destinations is what we especially appreciate about the Port of Hamburg. This gives us flexibility and an ability to plan reliable delivery times," says Uwe Echterhoff.

## 85 PERCENT BY RAIL AND VESSEL

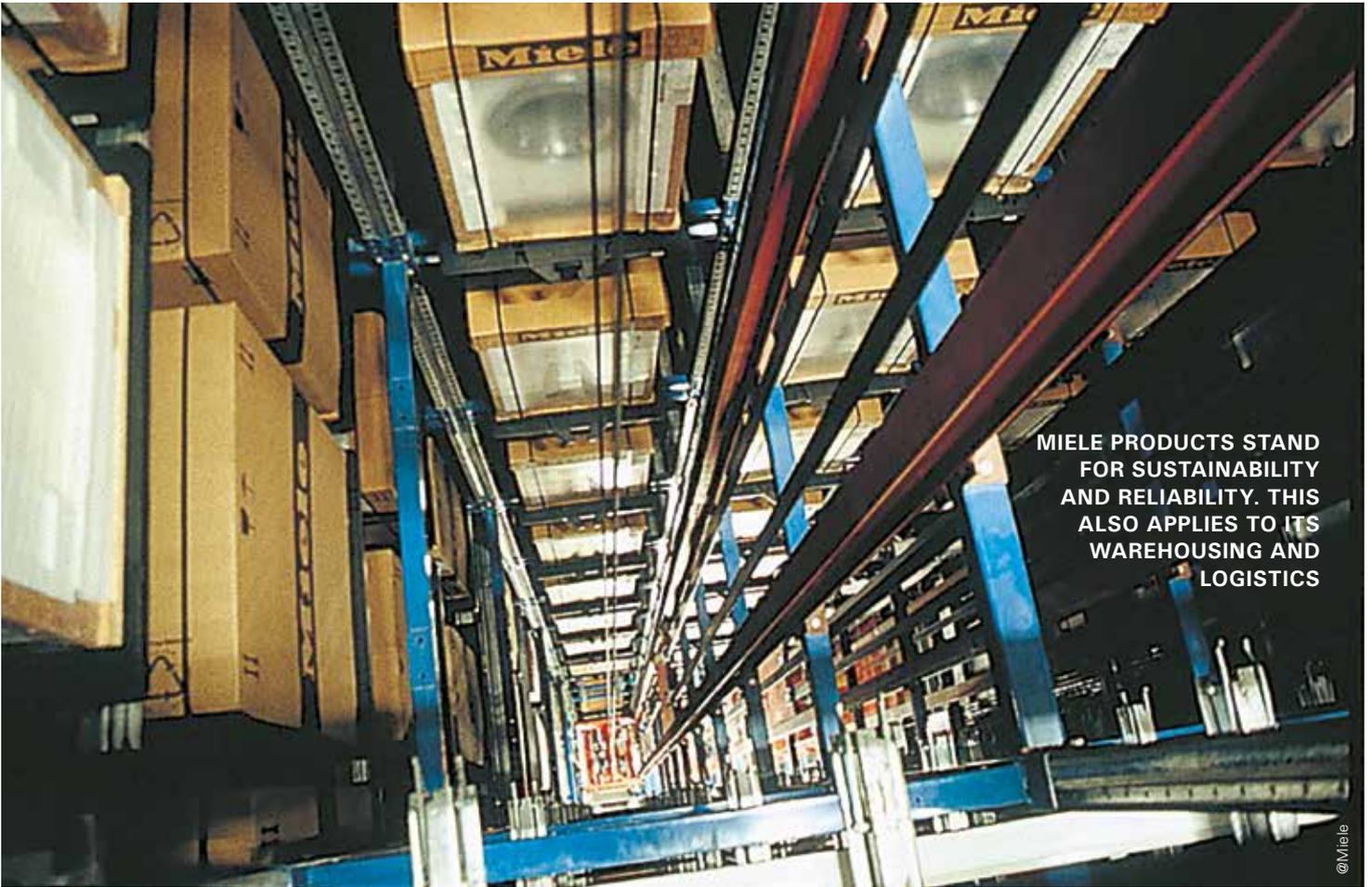
In recent years Miele has increasingly shifted transport to the seaports on to inland waterway craft and rail, which are more environment-friendly. Sustainability is one of Miele's stated corporate aims and its logistics also reflect this.

In awarding contracts for transport, Miele makes CO2 emissions one of its main criteria for selection. In 2017 it aimed to use rail and ship for 80 percent of transport volume, and actually exceeded that with 85 percent. Where possible, use of air freight is avoided. With a share of 1.1 percent in 2015/16, here again the target of using less than 1.5 percent was more than met – for details, see Miele's 2017 Sustainability Report. ■

**MIELE'S CENTRAL WAREHOUSE IN GÜTERSLOH DESPACHES AROUND 6000 CONTAINERS OVERSEAS VIA THE PORT OF HAMBURG. OF ALL THOSE TRANSPORTED FROM THERE, 85 PERCENT TRAVEL BY RAIL AND/OR SHIP**



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DIGITALIZATION HAS REACHED INLAND WATERWAY SHIPPING. COORDINATION PLATFORMS SUCH AS 'ELBA' AND 'RIVER INFORMATION SERVICES' AND NEW TECHNOLOGIES ARE IMPROVING PROCESSES ON INLAND WATERWAYS



# Inland waterway shipping on course for a new age

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**Increasing digitalization is opening up new opportunities and far-reaching changes for inland waterway shipping. Which innovations will shape the working world on tomorrow's rivers?**

In Hamburg the Elbe stands for the port. Stretching 1,100 kilometres it is one of Europe's longest rivers, and is also of great importance for hinterland transport. And yet, with its frequent low water level, it also presents something of a challenge. Digitalization offers a wide range of options to come to terms with this. The master plan for the Elbe drawn up in January 2017 aims to improve the infrastructure for inland waterway shipping, meaning the digital infrastructure too. In April last year, the 'Digitalization of the Elbe Corridor – Elbe 4.0' study identified potential meas-

ures. It was commissioned by the states of Hamburg, Saxony-Anhalt and Brandenburg.

## **WITH ELBA ON THE ELBE**

The Port of Hamburg is one of Europe's major inland waterway ports. Since the end of June, the ELBA online portal has been available for all inland waterway craft. With its introduction, the Hamburg Port Authority (HPA) is providing a new efficient registration procedure: The obligatory registering and deregistering of some 10,000 calls annually by inland waterway



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**THE RESEARCH VESSEL 'ELEKTRA' IS EQUIPPED WITH A HYBRID MOTOR USING FUEL CELLS AND BATTERIES. IT IS ALSO FITTED OUT WITH A DIGITAL ASSISTANT**

craft, as well as selecting the vessel's tariff can be handled completely online. The portal can be accessed by smartphone, tablet or from a stationary computer. HPA expects considerable time saving for the operators through ELBA compared to the old registration procedures.

**OPTIMIZING HANDLING TIME**

The Hamburg Vessel Coordination Center (HVCC) uses inland waterway craft, cargo and terminal data to act as a communication interface for all involved and as a coordination centre. This means improved integration into the Hamburg terminal processes for inland craft. The HVCC software observes the processes and continually updates the rotation with the shipping company, the captain and the terminals. With a dynamic reaction to operative changes, port handling is optimized.

HPA is planning an online software system for allocating waiting points. As yet, there is no static map on the website. In future, a waiting-point information system will provide reliable real-time data on the availability of waiting places, before arriving in the port. This will reduce both unnecessary runs and fuel costs.

**HYBRID VESSEL ON THE RIVER SPREE**

The Federal Republic of Germany wants to become a role model and figurehead for electro-mobility. The aim is to achieve a more energy efficient, transport zone, both in terms of climate and the environment.

Electrification can certainly contribute to inland waterway shipping, since the current propulsion units will not fulfil upcoming environmental constraints.

The ELEKTRA research project – jointly sponsored by Berlin Technical University and BeHaLa – Berlin port and warehousing company – is looking into the development of an energy-efficient inland waterway push boat. For the first time, a hybrid propulsion concept, consisting of fuel cells and batteries is being researched and optimized on an inland craft.

A digital assistant is an integral part of ELEKTRA that, differing from others, controls the energy consumption aligned with current and wind. Over and above this an optimized barge is being planned. This could make possible a regular less polluting container shipping line between Hamburg and Berlin.

**The Federal Republic of Germany wants to become a role model and figurehead for electro-mobility.**

LAESSI, a similar project to ELEKTRA, can be found on the Rivers Rhine & Main. It provides guidance and assistance systems that are intended to increase safety for shipping on inland waterways. Consisting of four systems: a bridge-approach warning, a berthing assistant, a rail guidance assistant defined for the route, one that autonomously takes the craft away from its berth, and what is known as a conning display that clearly shows all of a vessel's movements. The results of the LAESSI project were successfully demonstrated live in spring.

**OPTIMIZATION ON THE RHINE**

The 'Digital Shipping Assistant' – DSA – research project, developed by management and technology consultants BearingPoint, is being tested under real-time conditions on the Rhine.

This should help shippers and shipping companies to reduce costs and optimize their shipments. By entering the start and destination, shippers, planners and consignors are able to see and evaluate graphically presented restrictions occurring along the route. Of special interest is the predicted water level indicator along the route over several days, supporting cargo optimization in inland waterway shipping. Additionally at the planning stage, the shipper can inform the consignee of the estimated time of arrival down to the hour, improving reliability of on-carriage in the logistics chain.

**GERMANY-WIDE**

River Information Services (RIS) not only supports international data exchange, with its telematics systems in inland waterway shipping, but should also co-

ordinate the interests of both business and administration. One contribution to promote further developing and upgrading inland waterway shipping in the Baltic Region is being made by the EU inland waterway shipping project EMMA lead by Port of Hamburg Marketing. Digitalization related to inland craft as a mode of transport is on the agenda. Currently, a comprehensive geo-referenced chart application with real-time status information is being developed for inland waterway shipping.

**TO SUMMARIZE**

Digitalization is leading to a more heterogeneous competitive playing field. Pressure on established players in the transport and logistics markets is growing: They have to strengthen their innovative power and double-check their processes, to avoid missing out on the digital transformation – in inland waterway shipping, too. Already today, there are many ideas, examples and concrete approaches to preparing inland waterway transport for the challenges of the digital age. ■



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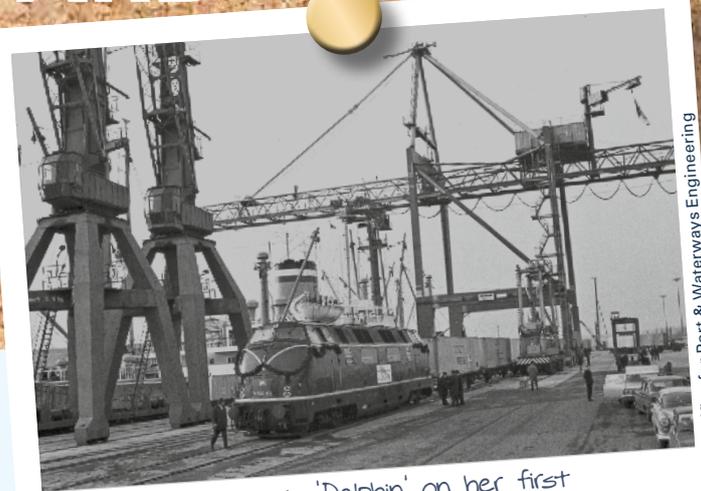


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# PETER PICKHUBEN'S PINBOARD

## Containers take over the rail tracks

Just 50 years ago, with the 'American Lancer', the first dedicated containership called Burchardkai in the Port of Hamburg. The first block container train also slid into the novel container terminal, unique at that time. These containers heralded a new era in the port, since the invention of the colourful steel boxes fundamentally changed both cargo handling and onward freight transport inland. From then on, direct block container trains moved the standardized boxes. In 1968, the 'Delphin' was the first German container train to appear at a container terminal. 'Direct' container train really meant that the entire train simply ran from a starting station to a final destination. The 'Delphin' was hauled at the time by one of German Rail's V200 engines, one of the early mainline diesel locomotives. Today the Burchardkai rail terminal can clear container trains up to 740 metres long. The Port of Hamburg's top-scoring container terminal for throughput daily loads and discharges several hundred railcars.



Block container train 'Delphin' on her first assignment in 1968

© Office for Port & Waterways Engineering

## Peter flies in to events

Several times a year, Port of Hamburg Marketing's two event containers move to and fro in Europe. Peter flies in with them. Their program includes customer events at terminals, port parties and other major functions. The boxes are a real eye-catcher and prove a magnet for many visitors. They provide information on the Port of Hamburg and job offers there, or see that visitors are properly fed and watered – whatever the event. In action at the Port Stroll in Dortmund, for example, the foremost topic was the port partnership between Hamburg and Dortmund. For Hamburg, North Rhine-Westphalia is the second most important German state for seaport-hinterland transport, with transport volume around 500,000 containers per year. Dortmund transport and logistics companies showcased in the 40-ft container, showing visitors the exciting training and career opportunities in the sector. Its little brother, the 20-ft container, housed the special exhibition '50 Years of Container Handling in Hamburg'. This brought home to visitors the immense importance of these striking steel boxes for their everyday lives.

German Unity Day in Berlin, such Hamburg parties as the Port Birthday, and other public events, all feature in the movements schedule for the event containers. Member companies of the Port of Hamburg Marketing Association members are able to rent the containers for their own functions.



© HHM

## 'Connection Compass'



The new Port of Hamburg 'Connection Compass 2018/19' is now available. This replaces the existing 'Liner Services'. Along with such services, 'Connection Compass' also covers those by rail and inland waterway ship Hamburg. The Hanseatic City is linked by more than 100 liner services with over 1,000 seaports in six continents. In addition, over 2,000 block container train services are available to/from Hamburg, as well as many hinterland services by inland waterway craft.

'Connection Compass' has therefore become even more useful to forwarders and shippers, a frequently consulted information source. Along with a swift overview of all ports directly served from Hamburg, sea trade maps also show which ports can be reached via transshipment. Details of active shipping companies and agencies, cargo handling terminals in the Port of Hamburg, different cargo types and rail/inland waterway operators are also included. With its overview of weekly block container train and inland waterway services to/from Hamburg, the new 'Connection Compass' also does justice to Hamburg's position as Northern Europe's logistics hub. The new publication offers customers genuine added value.

## Peter Pickhuben on vacation - down in Croatia

This summer I again took a vacation. I went to Croatia. I liked this Adriatic country a lot. There's the lovely azure blue sea with the sun – and a fresh breeze around the nostrils reminding me of my home port of Hamburg. The countless stones between land and sea were not so pleasant, since in Croatia stony beaches outnumber sandy ones. Nevertheless, I found that the Croatians are sociable folk, happy to party very often.

Apart from the contact with the sea, Croatia and Hamburg have a commercial link: a direct service by sea with the Port of Rijeka in the north of the country. The ports of Split and Ploce are also accessible via transshipment. In 2017, approx. 1300 tons of machinery, metals and metal products were shipped from Hamburg to Croatia.





ALL IN THE SAME BOAT. THE INTERNATIONAL REPRESENTATIVES OF THE HANSEATIC CITY OF HAMBURG EXCHANGED VIEWS DURING THE CONFERENCE ON 'PORT AND LOGISTICS'

## International insights into port world

© HHM

The international representatives for the Hanseatic City of Hamburg work and promote Hamburg throughout the world. They came together for a conference for the first time at the end of last year. Now, Port of Hamburg Marketing (HHM) and Hamburg Marketing (HMG) have organized the second meeting for the representatives from Shanghai, Beijing, Mumbai, Dubai, St. Petersburg, Brussels, Vienna, Prague, Budapest and Warsaw, in Hamburg.

The HHM representatives, who are at home across Germany, Eastern Europe and Asia, regularly meet in the late summer for their conference in Hamburg. They were joined this year by colleagues from other Hamburg organisations, from across the globe. The accent of the conference was on 'The Port and Logistics'. During visits in the port and to port companies, the delegates gained insights into the operative implementation of international trade relations between the Port of Hamburg and the entire world.

Over and above this, there were various items on the programme, e.g. discussing marketing and positioning the Hanseatic City across the world. Networking between the representatives and contacts in the City played a major role. Current topics, such as innovation and a visit to the Digital Hub Logistics Hamburg rounded off the programme. The Representatives were able to make or renew meaningful contacts at Port of Hamburg Marketing's members' meeting.

In total, the City has nine full-time representative offices around the world. The responsible bodies for these are – some jointly, some alone – Hamburg Senate, Hamburg Chamber of Commerce, Hamburg Marketing, Hamburg Invest, Hamburg Tourism, Hamburg Ministry of Economics, Transport and Innovation, Hamburg Ministry of Health and Consumer Protection, Hamburg Messe und Congress, as well as Port of Hamburg Marketing that has built up its own worldwide network in its target countries. ■

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# ALLE VERBINDUNGEN AUF EINEN BLICK IM CONNECTION COMPASS

DAS NEUE ABFAHRTENVERZEICHNIS DES LOGISTIK-  
STANDORTS HAMBURG

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Weitere Informationen: [hafen-hamburg.de/connectioncompass](http://hafen-hamburg.de/connectioncompass)  
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