

# BREAK BUULK

PORT OF HAMBURG MAGAZINE

FOR LEADING BREAKBULK LINER SHIPPING COMPANIES, THE PORT OF HAMBURG IS A FIRM FEATURE OF THEIR ROUTE PLANS. OFTEN, THEY WILL HAVE COOPERATED WITH THE VARIOUS TERMINALS FOR MANY YEARS. THAT WAY, HIGH-QUALITY BUSINESS RELATIONSHIPS HAVE BEEN DEVELOPED.





## Dear Readers,

Again and again, loading of locomotives or other project cargo weighing tons on to a seagoing vessel at one of the Port of Hamburg's multipurpose terminals is a fascinating sight. Despite their gigantic dimensions, such loads can be highly sensitive. Yet to bring them on board and stow them safely for the voyage often requires high-precision work. Their expertise makes the specialist Port of Hamburg terminals highly popular with shippers.

The process involves not only handling. Many of the companies located at the terminals offer a professional packaging service in addition. Storage, sorting and palletizing are also among the services provided by the specialists. If required, cargoes can also be assembled or dismantled.

Last year, for instance, over 1.2 million tons of breakbulk cargo crossed the quay walls of the Port of Hamburg. As Germany's largest universal port, it contains seven general cargo terminals. For leading breakbulk liner shipping companies, the Port of Hamburg is a firm feature of their route plans. Often, they will have cooperated with the various terminals for many years. That way, high-quality business relationships have been developed.

One advantage for most multipurpose terminals in the Port of Hamburg is the trimodal infrastructure. Project cargoes reach the port, by road, rail or water. Here again, it is specialist companies that give their all to transporting bulky, heavy cargoes. Sometimes, new vehicles are specially built to get these to their destination. For companies in this area, especially, the procedure for permits often remains a problem. They frequently have to allow several weeks for this. At the same time, action is urgently required, particularly on modernizing infrastructure. The bulkiest cargo can only reach the port along intact roads and rail tracks, along with well-developed waterways.

Two handwritten signatures in blue ink. The first signature is 'Ingo Egloff' and the second is 'Axel Mattern'. Both are written in a cursive, professional style.

*Ingo Egloff and Axel Mattern*

*Joint CEOs Port of Hamburg Marketing*

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# Liebherr cranes go via Port of Hamburg

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**The Liebherr plant in Nenzing in Western Austria has identified the Port of Hamburg as its strategic hub. From here, not only do products go out across the world, but Liebherr has also invested in a sales and service center.**

In the middle of the Austrian Alps, Liebherr-Werk Nenzing GmbH has specialized in construction equipment. From here, construction machines spread out across the globe – many of them via the Port of Hamburg. Demand for specialized types,

such as crawler cranes, hydro mining shovels, as well as piling and drilling equipment is heavy. The reason: With this portfolio, the company covers market segments such as handling, lifting and deep foundations.

By virtue of its good geo-strategic location, the company also decided to build a sales and service center in the Port of Hamburg. In 2019, Liebherr opened the Center on a 44,000-square-metre site in Kuhwerder basin. This location offers the company good multi-faceted infrastructure: Access to autobahns and railway, a public transport network, and direct access to water over three quay walls. The new branch is responsible for maintenance for mobile port cranes, ship cranes and offshore cranes, as well as construction equipment from the product ranges: cable excavators, crawler cranes and deep foundation equipment.

“We have invested in a location offering long-term potential growth in many directions. By virtue of the logistics pre-conditions, the Port of Hamburg is our central hub for the rental and returns service, as well as all kinds of repairs throughout Europe,” says Jörg Schmidt, CEO of Liebherr-MCCtec Sales and Service.



A workshop, warehouse, open storage and a four-storey office building have risen on the new site. Most of the building work was completed within a year. The site also serves as the hub for rental and return equipment. A further important function is overhauling components and conducting complex repair jobs

on equipment that is partly transported direct to Hamburg by sea.

At the same time, construction equipment goes from the Port of Hamburg to Canada and the USA, mainly using Unikai. Last year, 26 Ro/Ro shipments went through this terminal. A further conventional shipment went from Süd-West-Terminal. In total, Liebherr handled some 3.6 million tons. This included seven excavators, five crawler cranes, five drilling machines and eleven other machines or spare parts. This year too, handling is continuing. By the end of April, a crawler crane, five drilling machines and three more large segments were loaded. As last

year, in the first four months of this year, most of the loading was handled at Unikai.

The desirability of Liebherr machines and equipment has continued to increase. With the launch of the first battery-powered crawler crane in the world – the LR 1250.1 unplugged, the company has smoothed its path into the future and presented a further innovation. With this, the company is continuing on its way (compare the Info level: Milestones in...). The Port of Hamburg will remain an important hub for exports, as well as for maintenance and repair of the most varied of construction equipment. ■ Liebherr/Johanning

### Port of Hamburg Marketing: Well established in Vienna for 70 years

The Port of Hamburg’s Representative Office in Vienna was founded in 1951. At the time, the annual volume of trade between Austria and Hamburg totalled about 80,000 tons. Good cooperation with companies in Hamburg, and support through the Vienna Representative Office’s activities, enabled the milestone limit of one million tons to be reached for the first time in 1965. To this day, in the container sector Hamburg has remained the top port for overseas shipments to and from Austria without a break. Along with containers, breakbulk cargo is also

talpine’s raw material deliveries,” says Alexander Till, Head of the Representative Office in Vienna.

The work of the Representative Office in Vienna has always been adjusted to serve the interests of member companies and customers on this market. Over the decades, it has changed substantially. The Representative Office in Vienna’s core activities now include a high number of personal appointments, hence a strong presence on the Austrian market, and a host of lectures at headline events in the logistics sector. In addition, trips to Hamburg are also organized and escorted for representatives of Austrian business and politics. Last year a trip for city councillor Peter Hanke was included in the programme. Trips to Hamburg were also arranged for the Austrian Industries Association and the province of Lower Austria. The Representative Office in Vienna annually organizes numerous maritime events throughout Austria. Among these is the traditional Port Evening. With around 250 guests, this is the largest maritime function in the whole of Austria. A total of about 600 people annually participate in Representative Office events.

“With an advance of two percent and 4.45 million tons, in 2020 the Port of Hamburg achieved a record figure on its Austria services. In tonnage terms, this made it the best-ever year since records commenced back in the 1950s,” said Axel Mattern, Joint CEO of Port of Hamburg Marketing.

“Besides throughput of general cargoes, the majority of those handled in Hamburg being transported in containers, the universal port is also a top hub for bulk cargo. Large quantities of iron ore from Hamburg’s Hansaport terminal are delivered to the voestalpine group in Austria by rail. Last year alone, voestalpine imported 1.3 million tons of ore via the Port of Hamburg,” explained Ingo Egloff, Joint CEO of Port of Hamburg Marketing. red

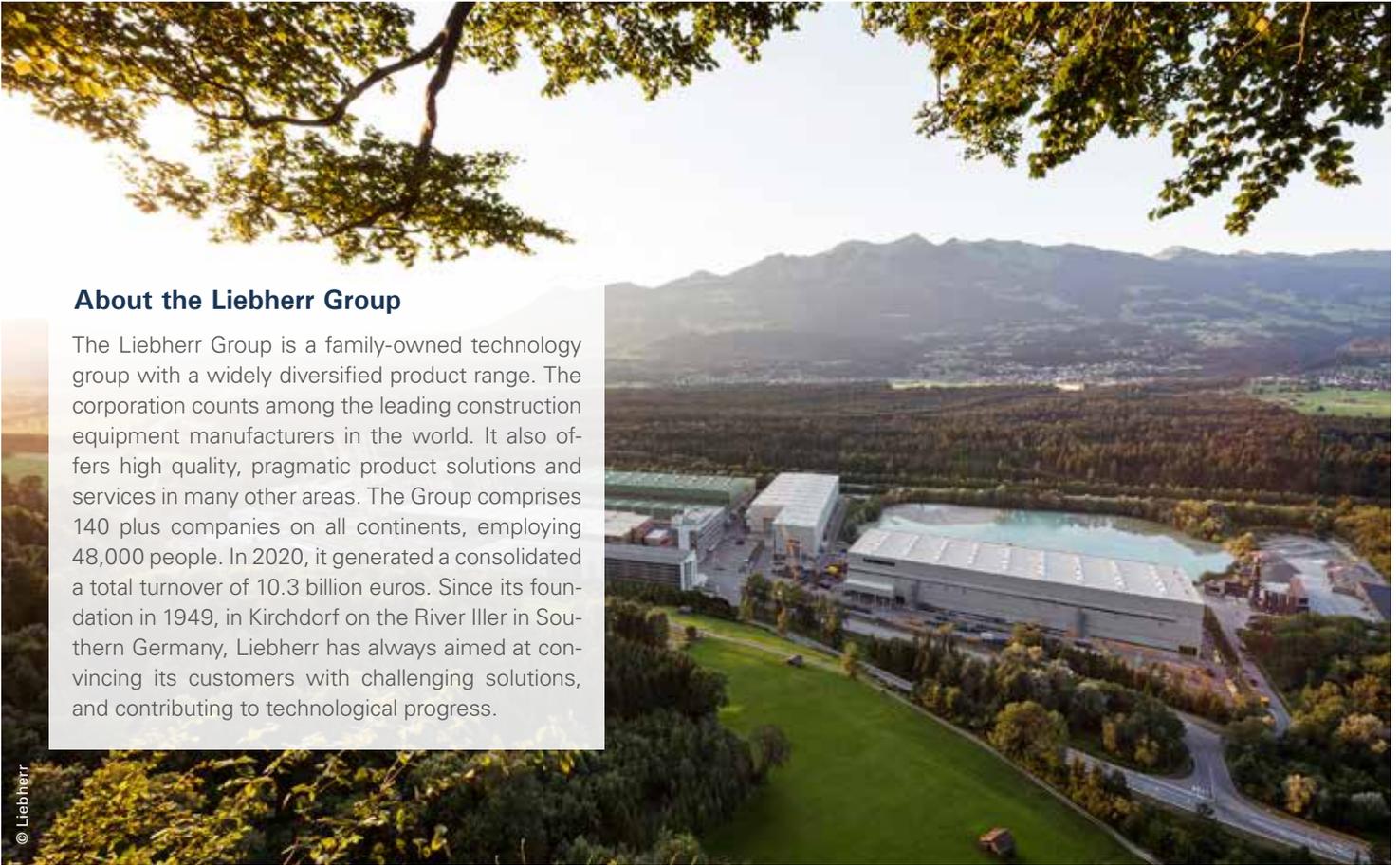


HHM/Marlene Fröhlich

#### Alexander Till, Head of the Representative Office in Vienna

shipped to and from Austria via the Port of Hamburg. Many former breakbulk shipments have been containerized down the years due to product adaptation. These include those for Andritz, Doppelmayr, Waagner Biro and Siemens, for example. Current breakbulk customers from Austria include Plasser & Theurer, Rosenbauer, Liebherr, Andritz, Ebner Industrieofenbau and Engel.

“One positive trend has been apparent since 2019: fresh throughput records have been achieved thanks to the part-transfer to the Port of Hamburg of voes-



**About the Liebherr Group**

The Liebherr Group is a family-owned technology group with a widely diversified product range. The corporation counts among the leading construction equipment manufacturers in the world. It also offers high quality, pragmatic product solutions and services in many other areas. The Group comprises 140 plus companies on all continents, employing 48,000 people. In 2020, it generated a consolidated a total turnover of 10.3 billion euros. Since its foundation in 1949, in Kirchdorf on the River Iller in Southern Germany, Liebherr has always aimed at convincing its customers with challenging solutions, and contributing to technological progress.

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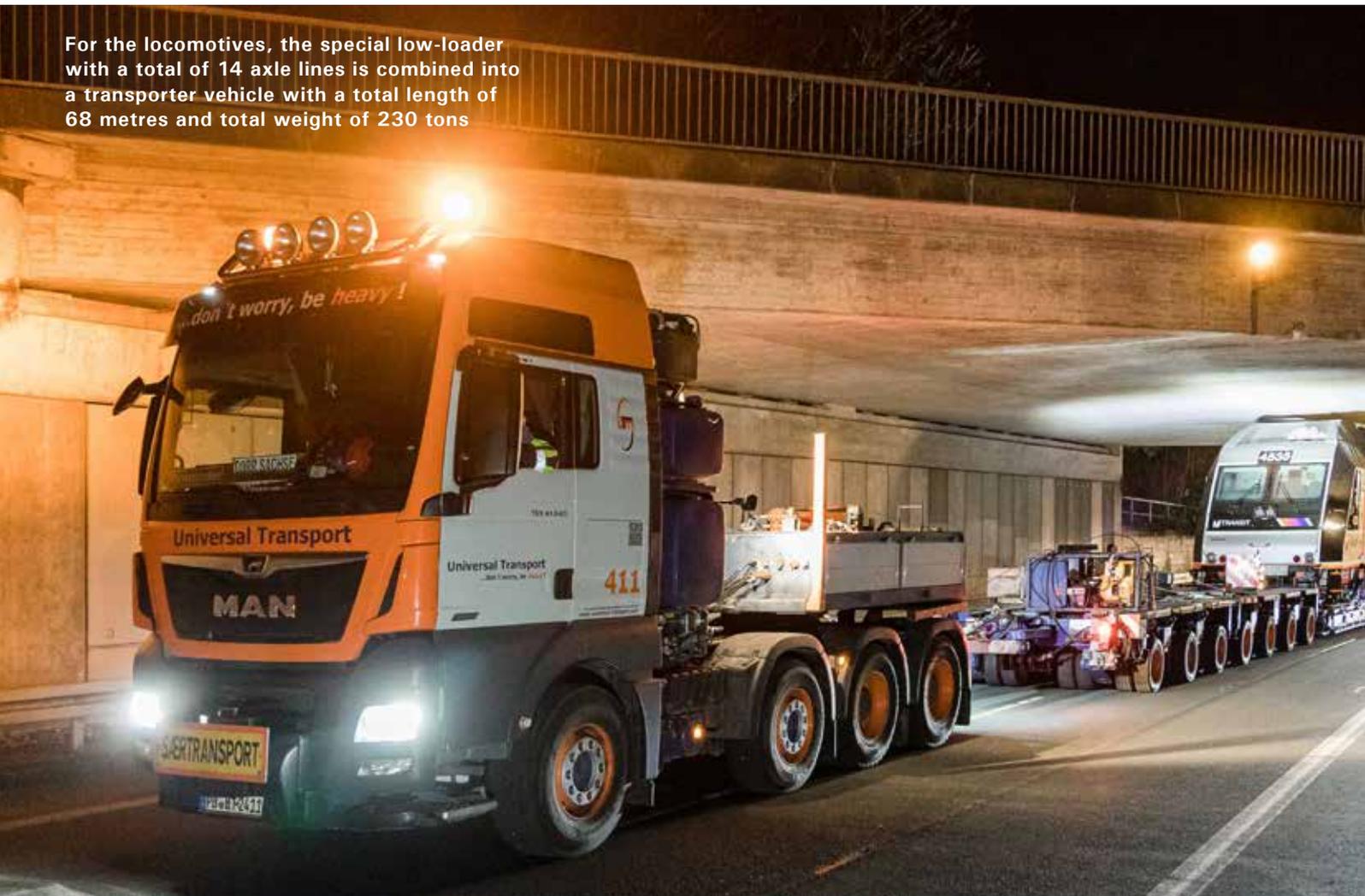
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For the locomotives, the special low-loader with a total of 14 axle lines is combined into a transporter vehicle with a total length of 68 metres and total weight of 230 tons



## Locomotives on voyage

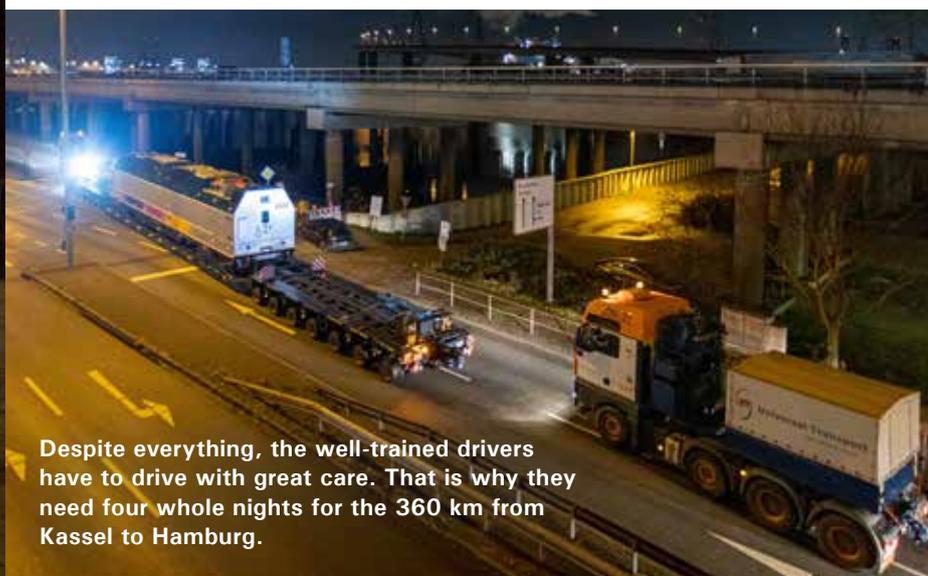
**Hamburg is Europe's leading rail port – and yet some engines do not roll to the quay wall on rail. The rolling stock being transported this year by Universal Transport, the heavy-lift logistics experts, from Kassel in North Hesse to New Jersey, USA, is for example coming to the port by truck.**

The pre-carriage of such shipments by road, demands really special equipment, whose design is until today unique in Europe. Universal Transport has always had experience of Hamburg. Through its own branch, the company has been closely connected to both the City and its port for years, guiding a multitude of high-capacity and heavy shipments in and via Hamburg.

For this job, in the coming months a total of 25 locomotives are going on the long voyage from the plant in Kassel over the 'Pond' as far as New Jersey. Before they can serve the rail route to New York, they will first be brought to the Port of Hamburg by road. The locomotives are simply not designed for use on the German rail network. Their axle load considerably exceeds the maximum. The chassis alone weighs 90 tons. Together with its bogies that will be assembled first in the Port of Hamburg, this adds up to a lordly 130 tons. In addition, the safety technology is geared to the American market and absolutely not permitted in this country.

For over a year, the team from the Universal Transport Group and its subsidiary have been planning and preparing to carry out these complex shipments. Züst & Bachmeier is involved as the project logistics expert for the transport organisation and execution, including responsibility for the discharge in the US port. 'StB Verkehrstechnik', the transport technology specialists, are carrying out all necessary measures to prepare the route and will be providing the accompanying escort vehicles.

The pre-carriage to the Port of Hamburg is being handled by Universal Transport. To achieve this, the corporate fleet has been upgraded with a semi-low-loader designed exclusively for this project. This incorporates a number of design specifics: Crane technology is unnecessary during loading, since it can be equipped with rail technology so that the rolling stock can be loaded directly via a ramp. They run into the semi-trailer, not onto it. In combination with the special low-bed design, this facilitates the transport of



Despite everything, the well-trained drivers have to drive with great care. That is why they need four whole nights for the 360 km from Kassel to Hamburg.



vehicles with a height of up to 4.40 metres. Last but not least, this semi-low-loader with a span length of 23 metres maximum takes up to 160 tons of cargo. Worldwide, there are very few with a similar method of construction, mostly with a considerably lower payload.

For the locomotives, the special low-loader with a total of 14 axle lines is combined into a transporter that is in total 68 metres long, having a total weight of 230 tons. Transporting the engines by road involves a whole range of traffic routing measures along the way. For example, traffic signs have to be removed temporarily and concrete road supporting slabs positioned. Even road bends and traffic islands have to be permanently upgraded ahead of the project.

For all that, the highly skilled drivers have to proceed with extreme care. This means that it takes four full nights to cover the 360 kilometres to Hamburg from Kassel. From Hamburg, a Ro/Ro vessel will carry the locomotives to their port of destination in the USA,

where they will be discharged directly onto the tracks of the American rail operator. ■ Universal Transport/red

### Universal Transport

Universal Transport is an internationally active transport company with its headquarters in Padernborn. With 750 employees and a fleet of 350 vehicles for out-of-gauge and heavy-lift logistics, it is among the market leaders in the field: It is also the only project logistics provider with its own fleet in Germany. Its subsidiary, Züst & Bachmeier, specializing in project logistics, also operates its own heavy-lift logistics centre in the Port of Nuremberg in Bavaria. The Universal Transport Group operates a total of 28 branches in Germany, also including Hamburg, as well as in the Czech Republic, Poland, Rumania, Russia, Ukraine, Turkey, Egypt and Malaysia.

# Timber shipments from Sauerland

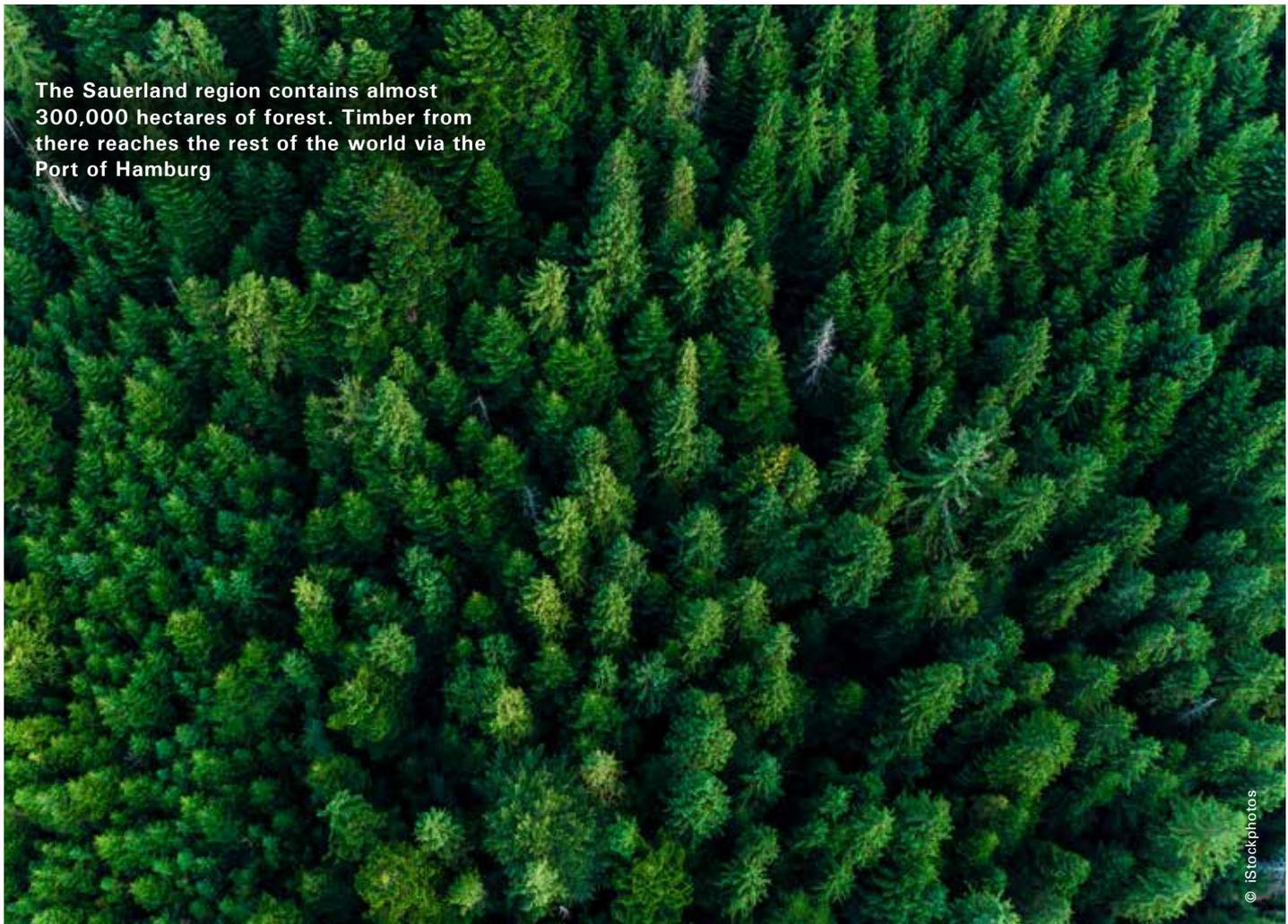
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**Trains should be running up to three times a week from Warstein to Hamburg. A vast quantity of timber reaches the rest of the world via the Port of Hamburg.**

Extensive pastures, artificial lakes and forests as far as the eye can see: Most people know Sauerland as a tourist paradise. Yet 'the region of a thousand hills' is also an important area for the German economy. With almost 300,000 hectares of forest, Sauerland is important for the population as a source of raw materials. Large numbers of conifers in Sauerland mean a high incidence of trees that experience calamity. While great importance is attached to sustainable exploitation of forests, afforestation and climate protection regionally, nationally and in the European Union, most of the timber attacked by bark beetles needs to exit the forest as quickly as possible and requires takers. This is where the Port of Hamburg comes into play, facilitating export of tree trunks as 'Gateway to the World'. Along the entire supply chain commencing on the spot in a Sauerland forest, the process calls for expert know-how, smooth cooperation and utmost flexibility from the players involved.

Due to leave on the sea voyage to Asia within days, the round timber traditionally handled as breakbulk cargo is here loaded direct into containers. Nationally, repeated efforts are made to ship felled timber as an open cargo. Nevertheless, such methods fail to prevail against the container transport that offers simpler and more reliable handling. The applies especially to the Asian market, where most ports have specialized in containers.

Once loaded, and weighing tons, the shipment leaves by truck for Warstein, a town of less than 30,000 inhabitants on the NW edge of Sauerland. Since 2005, the world-famous brewery of that name has been operating its own rail terminal with three weekly services to Hamburg. To guarantee optimal load factors for the trains, and hence environment-friendly hinterland shipments, it's not just beer that is shipped worldwide from there by rail. The terminal is also open to shippers from the region generally.





Expert knowhow and appropriate technical facilities enable timber to be stowed directly into containers at the edge of the forest

© Fr. Meyer's Sohn

With its focus on climate protection and green logistics for timber shipments too, Hamburg forwarder Fr. Meyer's Sohn takes advantage of this. Excellent cooperation between the company and its long-standing partners at the Warsteiner brewery, as well as the terminal team on the spot and EKB Container Logistik, has facilitated establishment of a sustainable, reliable container train service to Hamburg. "Also involving transfer of shipments to rail, this sustainable and economically sensible solution was to the fore for us in realizing the advantages when handling round timber shipments from Sauerland," states Carsten Mehlhop, Hamburg Branch Manager for Fr. Meyer's Sohn.

Demand for round timber in China continues to grow and is being further boosted by the trade conflict with the USA. Prior to shipment overseas from Eurokombi Terminal Hamburg, however, several requirements on pest control need to be satisfied. Directly after arrival in the Port of Hamburg, obligatory gassing of the containers in a certified facility observes all the statutory regulations and requirements. The timber from the Sauerland then sails off on one of the numerous worldwide liner services from Hamburg. ■ Lea Mentzel



© Eurogate

Eurogate is a leading transshipment point for the containers here being loaded direct from rail on to the seagoing vessel



The truck brings the cargo directly to the quay wall. Here it is either initially stored or goes directly on board the vessel.

© Graß

# Breakbulk made by Mittelstand: Anything but standard

## LogCoop members join forces to offer the right solution for every heavy-lift cargo

How does an aircraft fuel tank reach Singapore from Germany? Members of the logistics cooperative LogCoop regularly deal with such enquiries. In this case, a company from Australia had requested shipment to the SE Asian state of several Airbus additional center tanks that had been inspected in Rhineland Palatinate. The snag was that the fuel tanks were over-width and weighed about 350 kilograms – a classic case of breakbulk. Transport of such large, heavy and bulky general cargo requires out-of-the-

box thinking from the logistics experts, where dimensions don't fit into any standardized container. Yet as project cargo, over-dimensional boats, cranes, turbine blades, or even complete production units, reach the other end of the world.

### NOT ROUTINE BY ANY MEANS

Being so individual, breakbulk shipments impose special demands on planning, organization and transport. First, freight weighing tons and frequently also

worth millions, demands adequate packaging. It requires high-precision inspection and measurement. Should technical drawings be available, these are used in the process of working out an individual, customized packaging scheme. Pre- and post-carriage runs from the production site to the port and from there to the destination by road, rail, river or canal, need to be planned and authorized in the minutest detail. It can happen that traffic lights and crash barriers need to be reversed or dismantled, trees near the road trimmed, or rail tracks closed. Securing the cargo to the support eventually selected is often more difficult than for normal shipments. Not to speak of all the essential shipping and Customs documents... It rapidly becomes clear that breakbulk calls for a high degree of safety, expertise and experience. So, is the business reserved for the big players in the logistics sector?

#### DAVID VERSUS GOLIATH?

Even by major logistics groups, such tasks cannot be mastered alone. "On breakbulk, they do not themselves provide all services, but have partner companies everywhere, which undertake logistics services for them," says Carsten Berger, General Manager and member of the Logcoop management board. All

you need is the right network. For that, he and the team of transport and logistics companies linked with Logcoop are at the right source. With an independent working group for sea/air freight and special services within the heterogeneously positioned alliance, with 21 group members from Germany, Belgium, the Netherlands, Switzerland and Austria, for 18 months LogCoop has ensured a regular exchange, setting the course for individual 'solutions made by Mittelstand'.

#### STRONG TOGETHER

The service portfolio of the working group is extended by packaging professionals and LogCoop's storage network at over 100 sites. "The strength of our network lies in its broad expertise. Previously most of our members were frequently unable to meet complex requests on overseas services, since the requirements did not fall within their core business. Through cooperation in the very functional alliance, these can now be met along with partners. This serves to strengthen ties with the customers," is how Berger explains the motivation for launching the working group that now meets every two months. The group can draw on comprehensive expertise in its ranks, whether on intermodal solutions, container



Transshipment between two vessels is often possible at the multipurpose terminals.



Before lifting out-of-gauge cargo, the team calculate the precise hardpoints.

© Acito Logistics

trucking that involves loading heavy freight, stuffing & stripping, or Customs duties. Also represented are inland terminals that house shipping company depots, for example DeCeTe in Duisburg or Bobe Spedition in Bad Salzuflen, along with access to rail sites or waterways, e.g. with Sachsenland and Martin Oelrich. All these optimally secure the infrastructure on the Hamburg link. Thanks to this massed expertise within a short distance and permitting personal dialogue, shippers can be offered the whole range of transport solutions.

**NO FREIGHT TOO LARGE, NO DESTINATION TOO FAR**

To have breakbulk orders met by medium-size companies - or the Mittelstand – is feasible, not just in theory but in practice. LogCoop member GrassISL proves that every day. On at least four days out of five, vehicles from the transport firm in Eastern Westphalia are on the road to deliver export shipments in the Port of Hamburg. These invariably consist of industrial products from German manufacturers, to be transported overseas via Hamburg

**Members of sea/air freight and special services working group**

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- STR International Logistics BV

by various partners and shipping companies. The volume of orders generated within LogCoop has climbed continuously since the company joined the working group. F.W. Neukirch can also draw on numerous experiences in the breakbulk sector. This Bremen company was responsible for handling the transport of a steel bearing to Sydney. The colossus weighed a mighty 3.5 tons and measured approx. 3 x 3 metres. Its over-width, especially, proved a challenge on the land route. In a custom-built wooden crate and with essential highway permits and freight documents, it was shipped on flat containers.

A.L.S in Arnsberg in the Sauerland had other heavy-weights to handle, hydraulic cylinders with a length of 18 metres for delivery to India. Packed in crates, these travelled on a special vehicle to Hamburg, where they were grouped and loaded. They were later trucked from the destination port Nhava Sheva in Bombay to their inland consignee.

#### **BY SHIP INTO THE SOUTH CHINA SEA**

Acito Logistics, Weil am Rhein, won the contract for

#### **About LogCoop**

LogCoop is a logistics alliance for medium-sized companies in the transport/logistics sector. Founded in May 2013, LogCoop offers know-how and sector-specific solutions in the logistics field. Within various networks, the alliance facilitates the combination of separate resources and utilization of synergies. LogCoop actively promotes exchange of cross-industry knowledge and information on pioneering innovations, and hence close intermeshing between members. In 2016 the Logcoop storage network was founded as the first of its kind. Meanwhile, almost 80 members from Germany and 13 other countries cooperate in this, combining their storage capacities totalling 4.1 million square metres. As a promoter and representative of their interests, LogCoop cooperates with various partners and initiatives of service to the logistics sector.



## **C. Steinweg (Süd-West Terminal) GmbH & Co. KG**

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Especially bulky shipments require customized packaging to ensure safety during transport

transporting the aircraft fuel tanks. Packed in seaworthy crates, these Airbus elements were collected by a suitable low-loader from the inspection company in the Rhineland-Palatinate, then stowed and secured by a

certified company in Hamburg in accordance with the required quality standards. This sensitive cargo then left the Port of Hamburg on a one-month sea voyage to the island state. ■ LogCoop/red



## Four questions to ... Carsten Berger, General Manager and member of the Executive Board at LogCoop

***LogCoop is an alliance of medium-sized forwarders and logistics service providers. Where do you see your main strengths?***

Aiming to provide one-stop shopping, as an alliance LogCoop assembles the complete range of services from medium-sized companies in the transport & logistics sector. Currently our network has over 200 members throughout Europe, for whom we facilitate a natural pooling of resources and exploitation of synergies. The LogCoop storage network and the B2C forklift takeaway network are unique in Germany.

***How are you able to support individual companies?***

LogCoop sees itself as a neutral partner for mainly owner-managed companies and assists these to boost their competitiveness. Promoting cooperation and utilizing individual expertise are our essential modules. The basic instrument is LogCoop's Intranet, which not only mutually networks members, but also supports them in everyday business related to transport tenders or storage enquiries. In addition, our regional and industry meetings provide the framework for an active exchange of expertise.

In addition, LogCoop also offers many consultancy services – from tender management and process optimization via marketing & distribution to joint trade fair showcasing.

***Your Sea Freight Working Group has opted for a special area. What does it aim for?***

The aim of the neutral Sea Freight Working Group is to illustrate one-stop supply chain management for medium-size companies. This is also covers the jobs needing to be done with containers, naturally also breakbulk. The 19 members currently belonging to the working group meet every eight weeks to organize themselves. Individual knowhow in the sea freight area is stupendous, and so is the potential within LogCoop. Two projects have already been implemented here this year.

***Why has LogCoop joined HHM?***

We are a member of HHM because the Port of Hamburg is a gateway to the world for us as a medium-sized logistics alliance and we are a reliable partner for its network in all areas of transport and storage logistics. ■ Ralf Johanning



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# Heavylift delivers hydraulic hammer for the offshore industry

**The Hamburg-based shipping company SAL Heavylift has specialized in transporting such extra-heavy elements as blades, generators or tower sections for wind power units. Its heavy-lift vessels move around the globe with highly trained technical crews.**

SAL Heavy Lift sees itself as a traditional Hamburg firm. "Even though we were founded as a family firm in Lower Saxony in 1980, in Altes Land, South of Hamburg," explains Christian Hoffmann, the shipping company's spokesman. The bulk of the fleet was built in Altes Land at Sietas Werft, the shipyard based there. "This too demonstrates our commitment to the region," he adds. Meanwhile owned by family-run shipping group Harren & Partner of Bremen, SAL is now based in Hafen City, Hamburg's maritime quarter.

SAL owns a fleet of 22 heavy-lift vessels that is deployed wherever needed all over the world. "These consist of top-category vessels in the heavy-lift segment. They have lifting capacities from 550 up to 2,000 tons," says Hoffmann. "We are a tramp shipping company, sailing to wherever we are needed," he explains. On board are the company's own well trained crews and engineers, offering industrial customers a technical service on both transport and

logistics. Movement of the ships during worldwide deployment is planned by the headquarters staff in Hamburg.

Typical loads transported by SAL vessels are wind power units and/or elements for wind farms, such as blades, generators or tower sections. In addition, for the offshore wind sector the company transports enormous, heavy foundation sections that can be 100 metres long and weigh up to 1,000 tons and more. SAL also serves port crane manufacturers, and transports tugboats, ferries or workboats to recipients all over the world.

Other customers come from the oil/gas industry. The specialist in heavy-lift elements sails out and back, for example, with heavy-lift segments for refineries. From Hamburg, SAL also ships heavy-lift hammers. These are 25 metres high and weigh approx. 580 tons. The offshore industry requires them for ramming home long, heavy piles. "These are handled through Wallmann & Co's universal terminal here in the Port of Hamburg," explains



© SAL Heavy Lift

Hoffmann. SAL also frequently calls at Steinweg's terminal, for example to take over large generators or turbines. SA vessels can be as fast as 20 knots. So we can offer our customers short transit times," he adds.

What is known as the semi-liner service on routes from Europe to Asia also forms part of the globally operating group's core business. One example departs from Hamburg, bound for Busan in South Korea. Depending on where it is needed, a ship could stop off in India or Thailand. "In other words, we sail along these routes with several vessels, but not to a fixed schedule," is how Hoffmann describes the company's activities. For some years now, there has also been a similar semi-liner service for the entire conti-

ment of Africa. In a next step, SAL aims to conquer a larger part of the Atlantic. "We are currently expanding our presence in South and North America substantially," he adds.

SAL currently employs 150 shore-based staff plus around 450 seafarers afloat. In mid-April the Hamburg shipping company formed a commercial alliance with Jumbo Shipping of the Netherlands. "This is a joint venture that will from now on market the fleet concerned as a single entity," says the SAL spokesman. With offices and exclusive agents in 24 countries, the new Jumbo-SAL Alliance has 30 ships, each with a lifting capacity of up to 3,000 tons. These will now be deployed worldwide. ■ Nicole de Jong



# Fully loaded westbound

**This year the Chinese-Polish joint venture Chipolbrok celebrates its 70th anniversary. It is currently successfully sailing with 14 of its own ships and six on charter.**

Chinese products seem to be of ever-growing interest for the European market. These consist, not just of raw materials, but equally of consumer goods and the complete industrial and wind power plants that Chipolbrok is more and more often transporting East-West. This makes a positive impact on Chipolbrok's business. "Currently we have a good run to Europe. Eight vessels sail fully loaded to various ports in Europe. Among these are two XL charter vessels," states the company.

After her detour around the Cape of Good Hope, for instance, in mid-May the 'Qian Kun' was in Hamburg, after already delivering wind power plants and smaller consignments of all kinds in Antwerp, her first discharge port. The vessel unloaded similar products in the Port of Hamburg. From there she continued to Szczecin to deliver a large shipment of industrial components. Finally, in Gdansk typical liner cargoes consisting of big bags, machinery and steel products were landed.

This small example on the East-West route shows that the Chinese-Polish group has an eventful history that commenced on 15 June 1951. At the time, the recently founded People's Republic of China was seeking trading partners with a distinctly maritime economy and came across Poland. The result was a new company, of which two equal parts were reporting to the Shipping Ministry of the People's Republic of China

and the Communications Ministry of the People's Republic of Poland. Today an under-secretary still represents each country's stake in the company. Also unchanged is the fact that parity applies to filling all management positions and higher levels of the hierarchy. Cooperation between the two nationalities functions extremely well.

The cooperation agreement was signed in Tianjin on 15 June 1951. This provided for the headquarters to be set up in Tianjin, with one branch going to Gdynia, Poland. To negate the blockage then of investments in China, the company was declared as a broker. It was able to commence operating as such, instead of calling itself a shipping company. This resulted in the name 'Chinese-Polish Ship Broker Company', later emerging as the 'Chipolbrok' brand. The basis for the employment of the vessels was initially the bilateral exchange of goods between Poland and China. Goods flows followed from all over Europe, though primarily from Eastern European countries via Gdynia. For decades, the port served as the hub for Chipolbrok's East-West services. The company is among the world's leading heavy lift shipping companies, when large, bulky project shipments need to be despatched. In addition, Chipolbrok also reinforced its dry freight operations, which led to optimization of ship deployments and returns. The emphasis in shipping activities is on the

**The 'Paderewski' regularly calls at the Port of Hamburg**

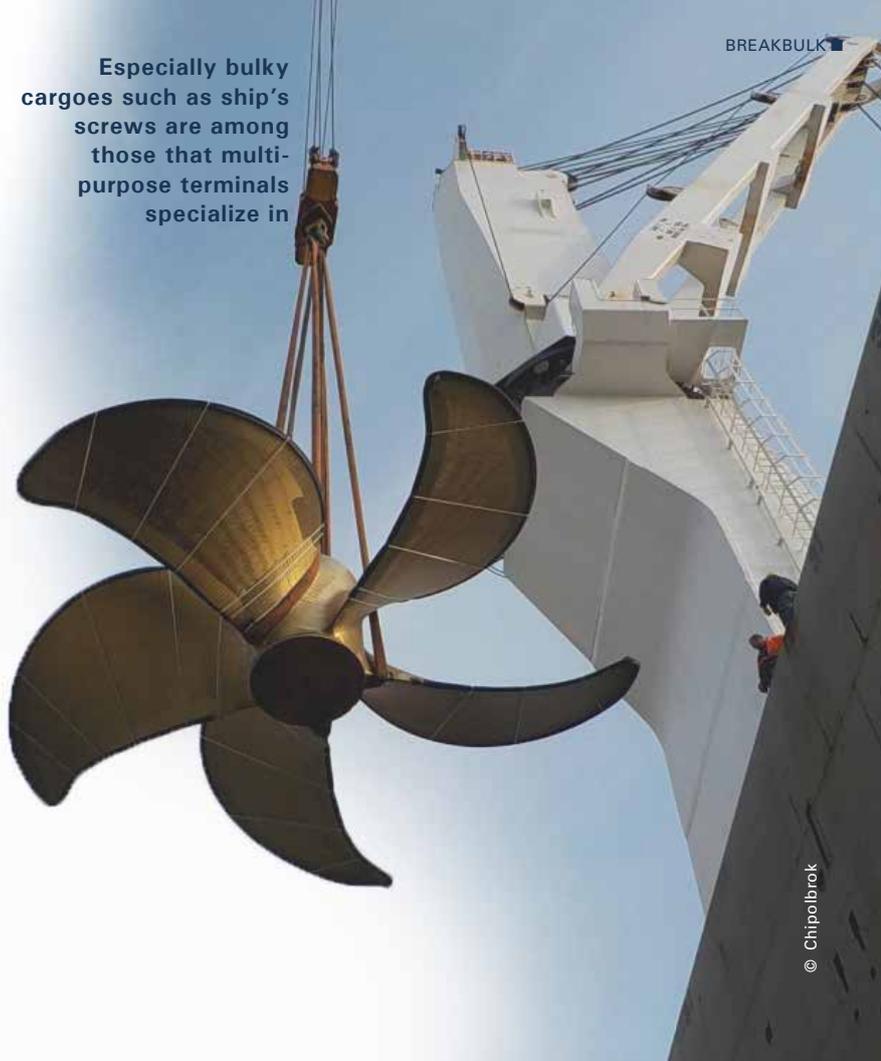


© Chipolbrok

Especially bulky cargoes such as ship's screws are among those that multi-purpose terminals specialize in

main trade from China and the Far East to Europe, as well as separately to America, both directed by the Shanghai office. The Gdynia office is responsible for the service from Europe to the Middle East, India, SE Asia, China and the Far East. So the present organization and responsibilities will remain unchanged. Despite providing services globally, independence is and will remain one of Chipolbrok's great advantages. In the course of its 70-year history, the company has repeatedly invested in new ships and ship types. Most recently, for instance, in 2015 a new generation of multi-purpose freighters of the 'Pacific' class was acquired. These have crane capacity of up to 700 tons, hatches with a length of up to 50.56 metres, load capacity of almost 40,000 cubic metres and cargo capacity of 31,600 tons. They therefore topped anything previously in the fleet.

While vessels of the 'Rijeka' class are no longer in the fleet, and just one remains in service at all, sailing in the service of an owner close to the group, then the age of the first of the 'Orkan' class should not be overlooked. The first ships of this class are gradually approaching the 20-year age limit. To rejuvenate the fleet, Chipolbrok is therefore planning new and different vessels. The company has not yet revealed where and when these will be built. ■ Chipolbrok/red



© Chipolbrok



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# Handling heavy-lifts in the Port of Hamburg

The Universal Port of Hamburg offers a wide range of terminals for cargo of all types. Here is an overview\* of the heavy-lift terminals in Germany's biggest port.



## Wallmann & Co.

The multi-purpose terminal at Reiherstieg Süd in the Port of Hamburg has focussed especially on breakbulk. And, it's fine when the going sometimes gets really heavy. Operating in tandem, the two Liebherr LHM 600 cranes can lift over 400 tons over the quay wall. In addition Wallmann possesses two Liebherr LHM 500 cranes, each with a capacity of 150 tons. Among the additional equipment, there are 40 forklifts and reach-stackers with a capacity of 50 tons, 80 terminal trailers up to 150 tons and diverse tractors. Regular customers at Wallmann are businesses loading deep-sea drills. By road, the terminal is easily reached Via the A1 autobahn.

Since March 2021, Wallmann has become part of the Deufol Group. The provider of digital supply-chain solutions and packaging has extended its portfolio with this acquisition.

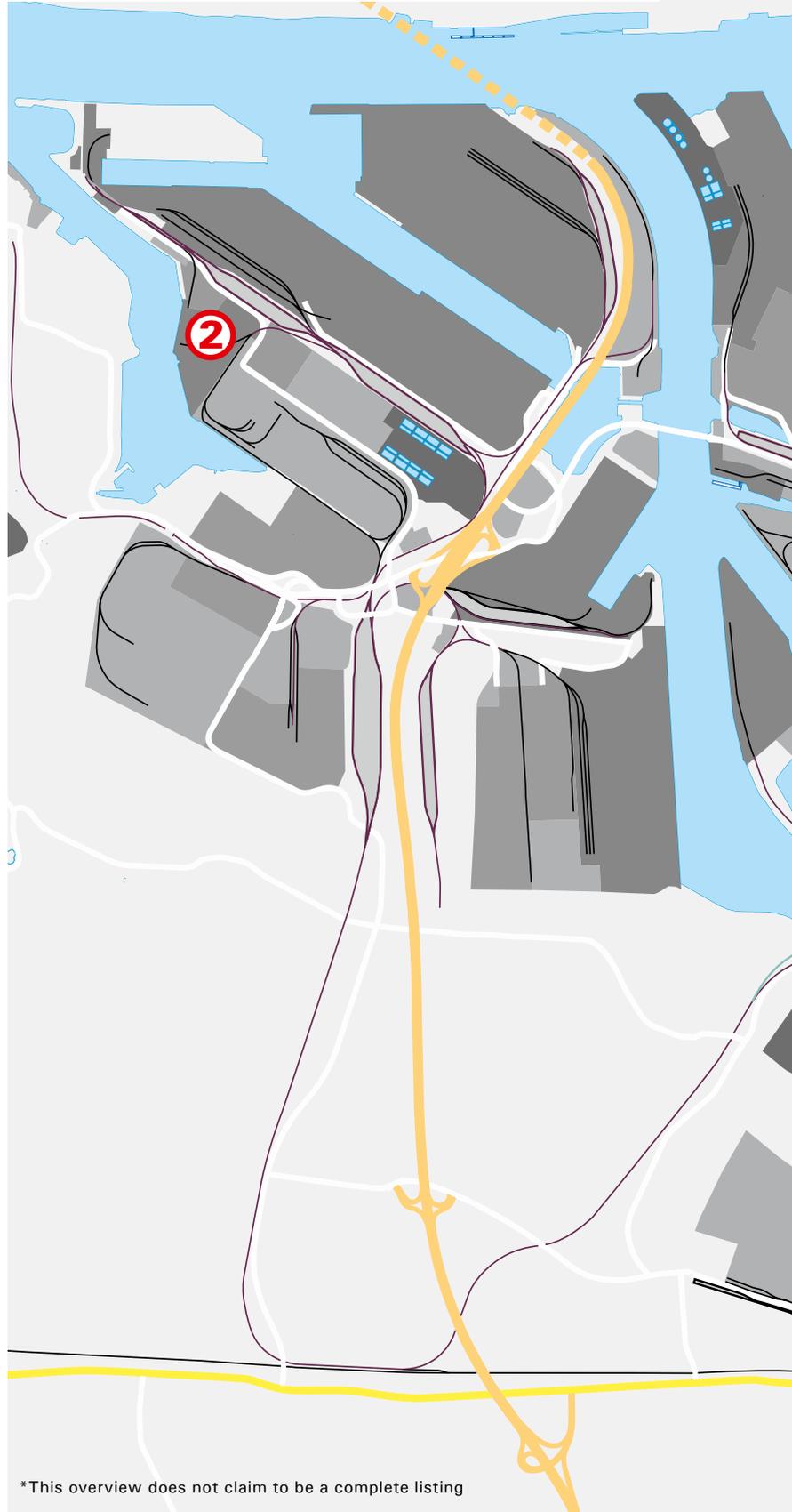
-  **Maximum draft: 13 m**
-  **Rail, road, inland waterway**
-  **Maximum crane capacity: approx. 400 tons**
-  **Shed capacity: 51.000 m<sup>2</sup>**
-  **Open-space capacity: 45.000 m<sup>2</sup>**



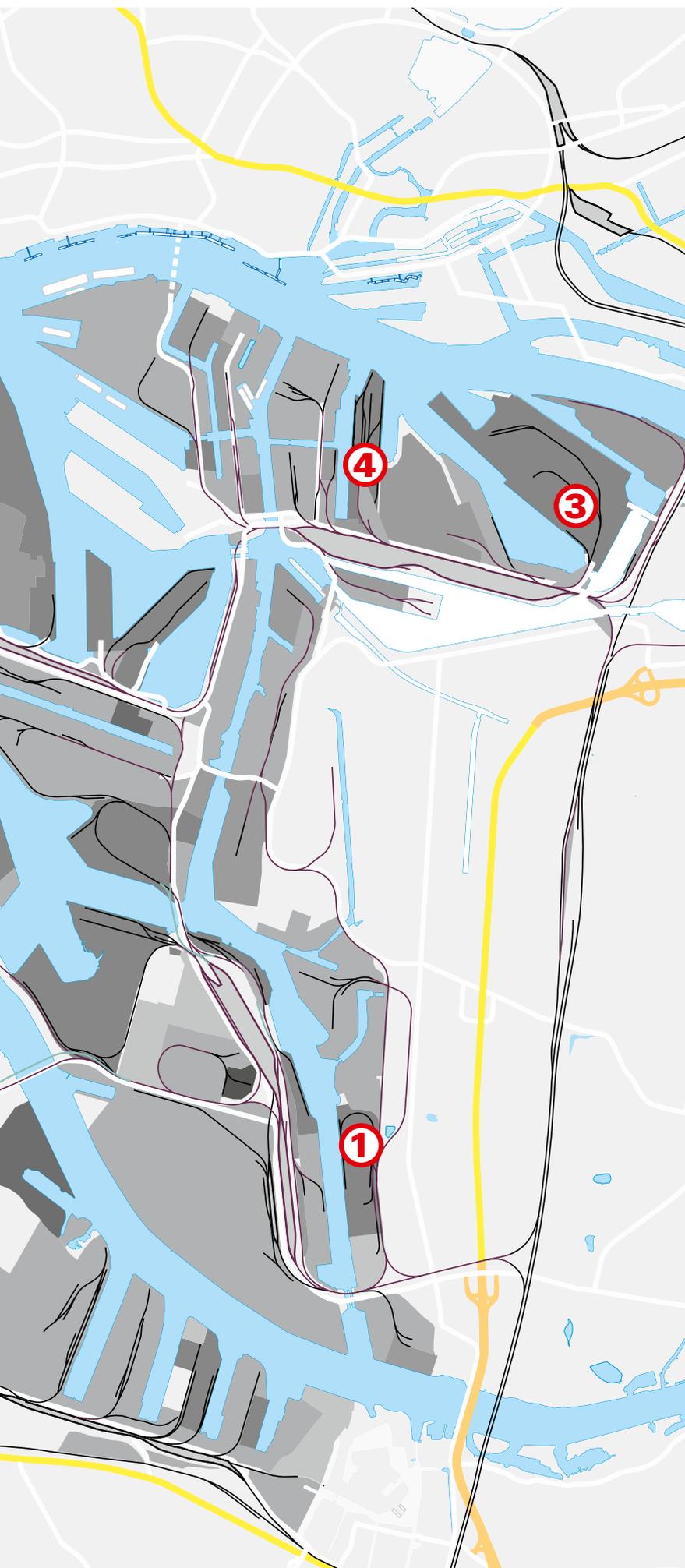
## Rhenus Midgard

With both general and bulk cargo, Rhenus Midgard operates two terminals in Hamburg. While the Dradenau terminal mainly handles general cargo, the Harburg terminal handles breakbulk. At Dradenau, generally machinery, plant and equipment for industry and production facilities go over the quay wall. Cargo that cannot be directly carried further are stored either in a shed or open space. The terminal possesses a multimodal infrastructure.

-  **Maximum draft: 10,5 m**
-  **rail, road, inland waterway**
-  **RoRo ramp**
-  **Maximum crane capacity: 104 tons**
-  **Shed capacity: 50.000 m<sup>2</sup>**
-  **Open-space capacity: 124.000 m<sup>2</sup>**



\*This overview does not claim to be a complete listing



### Unikai

At Unikai, on an almost 50 hectare site, almost 400 employees work 24/7 carrying out highly complex logistics services. This is the major terminal in the Port of Hamburg specializing in rolling cargo, clearing the modern RoRo and ConRo ships.

About our terminal: competence centre for RoRo cargo, container handling for ConRo shipping, handling of general cargo and heavy lifts, such as project cargo, lashing and packaging service for containers, trailers and general cargo, handling all necessary Customs clearances, cooperative planning of your loading questions, comprehensive e-services, tracking and reporting. Where historically, sacks and bails were moved on handcarts, today there are cranes with a capacity of up to 100 tons. On the historic O'Swaldkai site, separated from containers and general cargo, vehicles wait for loading.



**Maximum draft: 11,5 m**



**Rail, road, inland waterway**



**RoRo ramp**



**Maximum crane capacity: 104 tons**



**Shed capacity: 43.500 m<sup>2</sup>**



**Open-space capacity: 430.000 m<sup>2</sup>**



### C. Steinweg

C.Steinweg offers ships more than a kilometre of quay facilities. Every ship can find a berth here, no matter whether it is a sea-going ship or inland waterway vessel. With the biggest cranes, Süd-West-Terminal can handle cargoes of up to 275 tons. For anything heavier, floating cranes assist with handling.

The multi-purpose terminal is designed to handle, store, or even prepare cargo of all kinds. Moreover, its multi-modal access offers a free choice of mode of transport, facilitating use of the most cargo-friendly one. Breakbulk liner shipping companies regularly call at C. Steinweg terminal. With Chipolbrok Gdynia/Shanghai, MACS Hamburg, CNAN Algier, as well as BBC Chartering, the Hamburg terminal is integrated in a range of relevant worldwide trades.

red



**Maximum draft: 11,5 m**



**Rail, road, inland waterway**



**RoRo ramp not ready for use**



**Maximum crane capacity: 275 tons**



**Shed capacity: 80.000 m<sup>2</sup>**



**Open-space capacity: 100.000 m<sup>2</sup>**

# Handling heavy lifts in the Hamburg Metropolitan region

All around Hamburg, many ports are able to handle project cargo. Here is an overview.\*



## Brunsbüttel

The Elbe port in Brunsbüttel, as the biggest universal port in the SCHRAMM Group, provides handling facilities for all kinds of cargo.

Apart from liquids, various breakbulk and general cargoes, as well as heavy lifts are handled. Both the port's draft and high crane capacity facilitate clearance of large units. Transit and project shipments are regularly handled in the Elbe port.

With its strategic position on the Elbe at the entrance to the Kiel Canal, Brunsbüttel has direct access to both the North Sea and the Baltic, being connected to the European inland waterway network, as well as industrial sites adjacent to the port. In the area of hinterland services, there are efficient transport services with several modes of transport: road, rail, feeder and inland waterway, providing the optimal preconditions for a logistics hub. For multi-modal container services especially, the existing intermodal terminal is an important link in the transport chain and of great importance for container distribution.



**Maximum draft: 14,8 m**



**Rail, road, inland waterway**



**Maximum crane capacity: ca. 240 tons**



**Shed capacity: 27.900 m<sup>2</sup>**



**Open-space capacity: 483.900 m<sup>2</sup>**



## Rendsburg

Rendsburg Port Company is the operator of the heavy lift port in Osterrönfeld specializing in the handling and storage of general cargo, heavy lifts, project cargo and containers. In recent years, among other things, the Company has developed into an important handling hub for onshore wind craft components in North Germany.



**Maximum draft: 9,5 m**



**road, inland waterway**



**Maximum crane capacity: 250 tons**



**Shed capacity: 450 m<sup>2</sup>**



**Open-space capacity: 36.000 m<sup>2</sup>**

For international shipping, the authorized heavy lift Rendsburg Port directly on the Kiel Canal offers the ideal starting point for forward-looking companies with high aspirations, searching for direct access to both the international sea trades, as well as to the European inland waterway network. The adjacent industrial zone of some 50 hectares, offers sufficient land for settlement, production, handling and storage of high-volume heavy plant, manufactured elements for the wind energy field and classic heavy machinery.



\*This overview does not claim to be a complete listing



### Glückstadt

Glückstadt Port Company, a member of the SCHRAMM Group, has operated the outer port in Glückstadt since 1994. It constitutes the central point of contact on-the-spot for everything related to shipping.

The Port of Glückstadt is located on the Lower Elbe, meaning that it lies within the direct catchment area of Hamburg Metropolitan Region. The port's strategic location on the North bank of the Elbe offers the optimal hub for general, breakbulk and project cargo, as well as all kinds of heavy lifts. In addition the port is equipped with state-of-the-art equipment for container handling. Various areas of industry, including paper, cement and timber specialists, as well as power stations, are supplied through the Port of Glückstadt.

The agricultural industry's supplies of fertilizers, animal feed and grain are handled through Glückstadt's outer port. With a complete area of 29,000 sq.m, the port offers a quay wall length of 470 metres.

-  **Maximum draft: 6,00 m**
-  **road, inland waterway**
-  **Maximum crane capacity: 45 tons**
-  **Shed capacity: 4.100 m<sup>2</sup>**
-  **Open-space capacity: 20.000 m<sup>2</sup>**



### Kiel

Ostufierhafen is the fruit and logistics centre on the Kiel Fjord. From here, the ferries sail out into the Baltic Sea. All kinds of forestry products are handled and special shipments carried out. Kiel is also very well equipped for heavy lifts and project cargo. A striking example of this is the transshipment of a power station generator weighing 100 tons that was delivered by inland waterway vessel.

Located at the exit from the Kiel Canal, Kiel enjoys unlimited access to the national inland waterway network. This mode of transport is clearly predestined for handling major heavy lifts, since transport by road is hardly conceivable for such out-of-gauge and enormously heavy shipments. From Kiel, breakbulk and enormous quantities of general cargo are carried by inland waterway craft.

-  **Maximum draft: 11,5 m**
-  **Rail, road, inland waterway**
-  **RoRo ramp**
-  **Maximum crane capacity: 140 tons**
-  **Shed capacity: 73.800 m<sup>2</sup>**
-  **Open-space capacity: > 100.000 m<sup>2</sup>**



### Lübeck

Lübeck port operator – LHG - Lübecker Hafen-Gesellschaft concentrates on two main specialities at its facilities: Rolling cargo – RoRo business and breakbulk. This includes forestry products – cardboard packaging, paper, cellulose, lumber and steel - profiles, coils, slabs, etc.

Above all in the area of forestry products, LHG has made a name for itself. The Port of Lübeck is the biggest port of arrival on the Baltic for this type of cargo. Each type of forestry product is demanding in its own way, and is appropriately handled by experienced LHG employees. They possess absolutely the right equipment and comprehensive shed capacity covering around 306,000 sq.m.

As a trendsetter in forestry products, and in collaboration with customers and manufacturers, LHG is developing the exact solutions needed to facilitate safe, fast and efficient logistics. This, for example, includes customized conveyancing units and clamping pressure tables.

-  **Maximum draft: 9,5 m**
-  **Rail, road, inland waterway**
-  **RoRo ramp**
-  **Maximum crane capacity: 100 tons**
-  **Shed capacity: 306.000 m<sup>2</sup>**
-  **Open-space capacity: 1.650.000 m<sup>2</sup>**



### Stade

Stade lies directly on the Elbe between Hamburg and Cuxhaven. On a consolidated area, safeguarded against high water, and with tide-free access for sea-going vessels, the Port of Stade facilitates the handling and storage of breakbulk and general cargo. Overland, there is very good infrastructure in the Elbe-Weser region. Via the A1 autobahn, the port is easily accessible from the South. The port is closely integrated into the regional industrial structures. There is a high level of competence and experience in the dangerous goods field. Clearance of breakbulk – both liquids and solids – is a hallmark here. As a northern extension, a 24 hectare multifunction terminal complete with a rail-siding is at the planning stage.

-  **Maximum draft: 14,5 m**
-  **road, inland waterway**
-  **RoRo ramp**
-  **Maximum crane capacity: 30 tons**
-  **Shed capacity: unknown**
-  **Open-space capacity: unknown**



E

## C. Steinweg Hamburg



- Maximum draft: 11,5 m



- Multimodal infrastructure



- Maximum crane capacity: 275 tons



- Shed capacity: 80.000 m<sup>2</sup>



- Open-space capacity: 100.000 m<sup>2</sup>  
Additional site at Steinwerder:  
Approx. 40.000 m<sup>2</sup>



- 1.350 metres of quayside facilities



- Five port cranes



- Four berths

**C. STEINWEG**  
Süd-West Terminal

# No two shipments are alike

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## C. Steinweg guarantees truly all-round service with its Multi-Purpose Terminal in the Port of Hamburg.

Cargoes, merchandise, routes, services, customers – these all have one common denominator with C. Steinweg in Hamburg: Versatility. The trained observer will spot something new virtually every day at the terminal across the river from the Elbe Philharmonic Concert Hall. From outsize sections and heavy loads with unit weights of up to 270 tons, via industrial plant to made-to-measure crates or palletted goods. No item is identical with another and it's this that makes manifold challenges of breakbulk business at C. Steinweg's Süd-West Terminal so stimulating.

'Never say never' could almost be the motto of this terminal operator in the heart of Hamburg. This is not just a matter of the bulkiest or heaviest project cargo, especially of the broad range of activities for a diverse range of cargoes. "We devise offers for almost every form of conventional cargo. Along with outsize plant elements, we also clear such massive general cargoes as steel or forestry products, and ship Big Bags of feedstuffs and palletted cargoes," reports Rainer Fabian, CEO of C. Steinweg Hamburg, continuing: "Our primary aim is to meet all the requirements for the cargoes being shipped. For industrial companies, one important aspect is to optimize the supply chain and transport costs." The terminal offers sufficient space, equipment, workshops and trained staff on site to store, sort and palletize, assemble or dismantle cargoes, and have these given seaworthy packaging by specialist external providers.

Breakbulk liner shipping companies regularly call Terminal C. Steinweg. With Chipolbrok Gdynia/Shanghai, MACS Hamburg, CNAN Algiers and BBC Chartering, the Hamburg terminal is involved in a large number of the routes with worldwide relevance. Similarly, cooperation has continued with heavy lift shipping companies that include SAL, UHL and Spliethoff. C. Steinweg officially took over the terminal activities for Chipolbrok in the Port of Hamburg at the end of 2016. An average of one vessel per month is discharged and loaded. "We are delighted about the trust meanwhile accorded us by Chipolbrok for almost five years. Flexible though we are, for us it is equally vital that we prove a reliable partner for our customers," explains Fabian.

Group structure also enables C. Steinweg to offer reliability in the international context. With its headquarters in Rotterdam, it employs 5,000 staff on four continents. Its locations benefit from the partners' global IT solutions and local know-how. This network makes the terminal operator and logistics

an exemplary cog within a cargo cycle. Its branch in South America, for example, provides direct contact with a mining operator. From there, copper concentrates are exported to the processing industry in Europe, for example. On the other hand conveyor belts are transhipped in Hamburg for transport to the mining operator as a vital element in the mines' equipment. Conveyor belts for export constitute one of the main general cargoes at the Süd-West Terminal. Explains CEO Rainer Fabian: "The conveyor belts are a firm feature in our quayside operations. For around 20 years, we have been clearing these for various shipping companies and underpinning the metal-processing industry's supply chain. We are

**"Our primary aim is to meet all the requirements for the cargoes being shipped. For industrial companies, one important aspect is to optimize the supply chain and transport costs."**

reckoning with a continuing stable trend. "About 1,800 tons of conveyor belts for the mining industry were exported during the first quarter of this year." Since the fourth quarter of last year steep growth can be reported in the steel sector. Business started in October with a new customer, and by year-end reached a monthly volume of around 5,000 tons. With tonnage then totalling almost 7,000 tons in each of the early months of this year, this figure has already been further boosted. Against the background of the continuing corona pandemic and its consequences, Rainer Fabian remains confident: "We are currently very satisfied with the way business is going and reckon with a stable year. We monitor the market very precisely and remain flexibly positioned for our customers. C. Steinweg's cargo handling experts are currently reacting to the trend for various products already being transported in containers to revert to general cargo vessels. ■ C. Steinweg/red

Wallmann cranes can hoist several hundred tons in tandem operation



### Wallmann

-  - Maximum draft: 13 m
-  - Multimodal infrastructure
-  - Maximum crane capacity: 400 tons
-  - Shed capacity: 51.000 m<sup>2</sup>
-  - Open-space capacity: 45.000 m<sup>2</sup>

© Wallmann

## Tradition meets innovation

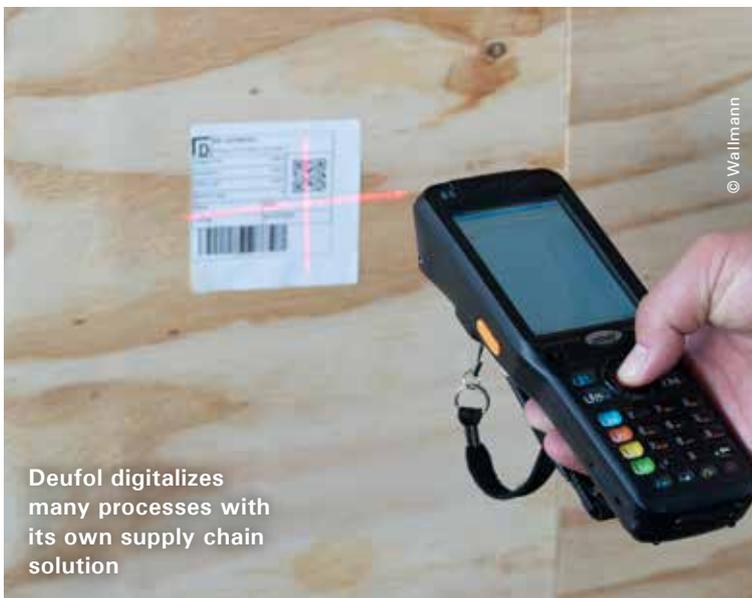
**The Wallmann Terminal in Hamburg represents a long tradition of handling conventional general cargo. Acquisition of the company will provide packaging and supply chain specialist Deufol with the knowhow to further expand its range of services.**

Recent years have brought considerable change in the conventional general cargo market. On the one hand, many cargoes have been switched over to containers. On the other, customers wish for active support in the transport process at all levels. "In the last few years we have increasingly seen a change in how we handle our activities. Many customers want more services above and beyond the normal handling process plus storage," says Hubertus Ritzke, a member of Wallmann's Management Board, adding that: "With the takeover by packaging and supply chain specialist Deufol, in precisely that area we shall now have far more to offer and are looking positively to the future."

Wallmann was in fact ready well positioned in the breakbulk business with the terminal. At up to 400 tons, for a long time the lifting capacity of the four cranes was alone sufficient to ensure full orderbooks for these heavy cargo specialists. In addition, all outsize and bulky shipments simply found their way to the terminal on account of its multimodal links. These consist especially of gigantic generators, or industri-

al plant that can be delivered direct to the terminal by inland waterway craft, to be further readied for deep-sea transport. Other project shipments arrive at the terminal by road or by rail.

Requiring a high degree of expertise, this essential section of the supply chain for heavy or bulky cargoes is extremely complex and time-consuming. Not every



Deufol digitalizes many processes with its own supply chain solution

© Wallmann

industrial company possesses the corresponding knowhow. That is where Deufol comes in. The Hofheim-based group has developed the Sea Port HUB for its customers. Deufol offers this solution at three ports, including Hamburg. "We analyze, consolidate and digitalize our customers' supply chain in the context of a 'Deufol HUB' both suitably and individually adjusted for them," says Aleksandar Jovanovic, a member of Wallmann's top management. "In Hamburg too, customers will now profit from packaging, transport and logistics services holistically customized for them, including transshipment on to, or from, the oceangoing vessel," explains Jovanovic. For Deufol, the Wallmann Terminal accordingly represents an ideal addition. The site with an operational area covering over 125,000 square metres, 50,000 of these in sheds, offers ideal conditions for consolidating large-scale logistics projects. With this scheme, Deufol aims to build up a hub within its customers' entire supply chain.

For an improved overview of these processes, experts have developed an appropriate digital solution for customers. This aims to give them a transparent summary of the status, location and due dates of their cargoes. "The Deufol Supply Chain Solution (D-SCS) developed



**Deufol will consolidate all services offered at the Wallmann Terminal**

by us therefore fully covers all stages of the supply chain for every project, commencing with production of the goods, via the entire packaging process to ensuring delivery and handover," stresses Jovanovic. While the D-SCS displays the separate steps in the supply chain, the great bulk of the work itself is done at the Wallmann Terminal in Hamburg. Here cargoes are assembled or dismantled, packaged, prepared for shipment, and finally loaded. The terminal is indeed well prepared for the future. ■ Ralf Johanning



Fricke-Schmidbauer

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## Rhenus Midgard



- Maximum draft: 10,5 m



- Multimodal infrastructure



- RoRo ramp



- Maximum crane capacity: 104 tons



- Shed capacity: 50.000 m<sup>2</sup>



- Open-space capacity: 124.000 m<sup>2</sup>

© Rhenus Midgard



© Rhenus Midgard



© Rhenus Midgard

# Flexibly deployed

**In 2020 the Port of Hamburg handled more than 40 million tons of breakbulk and bulk cargoes. Rhenus Midgard accounted for approximately 3.7 million tons of the total. Whereas in the Port of Hamburg generally, vehicles and forestry products form a large share of the breakbulk segment, Rhenus Midgard's Dradenau Terminal primarily handles machinery, industrial/production equipment, and paper. The facility also handles steel products and palletized trade wares, yet these are mainly shipped in containers.**

For Rhenus Midgard Hamburg, the advance of containerization has led to a downturn in its traditional breakbulk business and in parallel, to a great volume of conventional general cargo in open-top containers, and on flat-racks, or OOG flat-racks.

Rhenus Midgard handles general cargo in Hamburg mainly at its terminal on the Dradenau, whilst bulk cargoes are primarily cleared at its Harburg terminal. The two form the basis of Rhenus-Midgard activities in Hamburg. For handling general cargo, apart from mobile port cranes, the terminal operator uses reach stackers and various forklifts from heavy-load to small stackers, as well as special equipment for sensitive shipments.

## CUSTOMER REQUIREMENTS TO THE FORE

Rhenus Midgard repeatedly handles large-scale breakbulk assignments in Hamburg. Just recently, for instance, the company organized transshipment of steel products. These were brought to the Dradenau Terminal by coaster, then being transported onwards by rail and truck. Rhenus Group's worldwide network of 820 locations enables it to offer holistic logistics solutions for cargoes of all types, from bulk via breakbulk to project cargo. Timely planning, consolidation of shipments and outstanding flexibility produce optimal utilization of transport units employed, and enable customers' needs and requirements to be met.

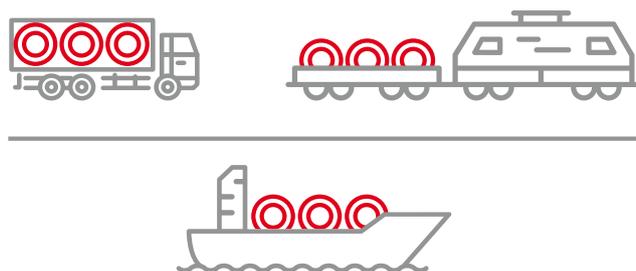
Rhenus Midgard in Hamburg is especially notable for these individual solutions for its customers. For the transport of a bio-diesel plant consisting of containers, breakbulk and project cargo from Germany via Hamburg to Eastern Europe, for example, the company organized packing on the spot, and similarly, the pre-carriage run by truck and inland waterway craft to Hamburg, handling and consolidation there, then loading and shipment to Eastern Europe. Not least its ability to implement complex and individual solutions is the reason why Rhenus Midgard has successfully come through such crisis situations as Brexit and the Corona pandemic. Helge Behrend, CEO of Rhenus Midgard Hamburg, stresses that "With our diversity of commodities and the

flexibility of our logistics services we have enjoyed success, both during the corona pandemic and even during Brexit, and demand for our services has further increased."

## POOLING OF SERVICES

One essential aspect of rising demand is the pooling of services plus optimal deployment of the car-

In the Port of Hamburg, Rhenus Midgard is deliberately promoting the transfer of container and breakbulk shipments from trucking on to the Elbe.



riers involved. In the Port of Hamburg, Rhenus Midgard is deliberately promoting the transfer of container and breakbulk shipments from trucking on to the Elbe. The Greenliner, a combination of pusher boat and lighters, is regularly deployed on weekdays, transporting the bulk of the freight handled on the Dradenau. Last year, approximately 16,000 units were shifted in this way, being readied for onward transport by road, rail or inland waterway craft. Aiming to bring the freight handled to customers as rapidly as possible, Rhenus Midgard collaborates closely on the hinterland leg with Rhenus Partnership, Deutsche Binnenreederei, Rhenus Rail and Rhenus Freight. ■ Rhenus Midgard/red

# Hamburgians think holistically

**Pieter Wasmuth, Chairman of Port of Hamburg Marketing's Advisory Council and CEO of Company Partners consultants explains in his contribution, how the Port of Hamburg can keep pace with its competitors.**

Dear readers,

I am delighted to be given the opportunity today to introduce myself to you as the new Chairman of Port of Hamburg Marketing's Advisory Council.

I have always been powered by thoughts of innovation and the future. In senior posts in companies such as Shell, Senvion and Vattenfall, for many years I shared responsibility for positioning Northern Germany as a location fit to tackle a sustainable future. Since 2007, moreover, with my consultancy Company Partners, I have monitored essential processes for change. I look forward to being able to contribute this corporate expertise to my new honorary assignment.

The Port of Hamburg is a true hub. Geographically, it connects the high seas, European inland waterways,

and the hinterland. First and foremost, however, the port stands for innovation: Unceasing resolve and willingness to progress further make the port what it is.

For generations now, Hamburg merchants have embraced holistic goods flows, from source to destination. That remains true today. A host of questions therefore need to be answered for the future. The most essential is this: How can we in Hamburg continue to succeed in keeping up with the competition? We need to do more than simply deepen the navigation channel, and change needs to be accomplished more swiftly than hitherto.

A further reality is the 'New Silk Road' right from Xuzhou in China into Central Germany. For the Port of Hamburg, this opens up a new land transport route, and hence a far-flung network of international trading hubs. The existing connection between Eastern Europe and the Port of Hamburg is vital – and must be continuously developed. Potential markets require fresh, perhaps different, thinking. What changes will be essential to remain competitive in the cruise sector, for example?

One particular challenge over coming decades will be to sustainably ensure power supply for the port, ships and industry. Holistic thinking is essential here on climate protection and existing infrastructure. The debate on follow-up use of the Moorburg power station site with North Germany as the 'hydrogen powerhouse' can help further boost its attractiveness as an industrial base, as well as long-term national and international networking. Provided that our approach is in the finest Hanseatic tradition, determined, speedy and solution-focussed, success will follow.

Digitalization also needs a rapid boost, if we are to be able to both run traffic/logistics and conserve resources more efficiently. HHLA Container Terminal Altenwerder serves as the model for the entire Port of Hamburg: Thanks to a high degree of digitalization and the automation of work processes, within less than 20 years it has become the world's most efficient container terminal. We should like to pick up the baton there, but at the same time should not lose sight of another theme: Securing jobs.

The recently founded Advisory Council for Port of Hamburg Marketing wishes to assist in developing all these aspects, and with new ideas to provide additional stimuli for a Hamburg truly fit for the future. The Advisory Council looks forward to our cooperation! ■

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“Above all, the port represents innovation: Unceasing resolve and a willingness to develop further make the port what it is”

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## Logistik-Experten für alle Güter

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# PETER PICKHUBEN'S PINBOARD



## 'Help from the Port'

Every year, many vessels are restored and refurbished to the latest standards. Especially with cruise ships, items of furniture are frequently discarded despite being in good condition and suitable for further use. On the other hand, many people lack what they need. This is where the 'Help from the Port' comes in. Since 2009, the association has been a kind of broker for donations, matching such surplus items as furniture and office equipment and other everyday chattels with the needs of people who depend on assistance from communal organizations. The strong maritime involvement primarily stems from the fact that the idea for the association was born somewhere among Hamburg docks and container gantry cranes. It keeps in contact with the shipping companies and is notified as soon as a ship approaches the Port of Hamburg with donations to offload. Voluntary helpers then look after Customs formalities and organize transport to the depot for donated items. With its work financed

## By the way

... you can also find my favourite port on social media. Take a look:

-  HAFENHAMBURG
-  PORTOFHAMBURG
-  PORTOFHAMBURG
-  PORT OF HAMBURG



Why not fly by?  
Or download the Port  
of Hamburg app



The 'Help from the Port'-Team

© Der Hafen hilft!

## JSC Russian Railways is new member

Peter Pickhuben welcomes JSC Russian Railways Logistics - RZDL as a new member of the Port of Hamburg Marketing family. RZDL is one of the leading companies on the Russian forwarding market. The company was founded in 2010 in the context of the development of logistics business within Russian Railways Holding. RZDL is present in Russia, and abroad with subsidiaries. It offers a variety of services. This begins with multimodal services, continues via freight deliveries by all means of transport in Russia, the GUS countries, Asia, Europe and worldwide, via provision of storage and terminal services. Supply chain management and logistics outsourcing, management and transport/logistics processes for companies, as well as consultancy and inspection services, are also provided. The company portfolio includes a full-scale container service within Russia, and between Asia and Europe. It also offers out-of-gauge and heavy lift freight delivery by all carriers.



## Heavy lifts no problem for Elbferry

After the successful launch of the new Elbe crossing between Brunsbüttel and Cuxhaven in March this year, the Elbferry shipping company not only seeks passenger and car traffic, but continues to expand its freight and hazardous goods logistics on a large scale. Thanks to its powerful engines, the LNG-fuelled 'GREENFERRY 1' covers the route diagonally across Elbe in just 60 minutes. The space available makes her an ideal bridge builder for the logistics sector. Elbferry's marketing team recently succeeded in generating a first heavy lift shipment. Spedition Kuhnert used the ferry for a heavy lift shipment of 14 trucks. The concrete elements required as supports for a rail underpass in the Flensburg area were rapidly transported from Lower Saxony to Schleswig-Holstein without any problems. That saved many kilometres plus considerable costs and avoided the detour via the Elbe Tunnel bottleneck at Hamburg. For details of special shipments call +49 48528360150 or click on [sales@elbferry.com](mailto:sales@elbferry.com)



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## New podcast: Hubi's Port Chat

Every other Friday since the 832nd Port Anniversary, voices can be heard direct from the port. With his 'Hubi's Port Chat' (Hubis Hafenschnack), Hubert Neubacher, owner of Barkassen Meyer launches, presents tales from the port in a blend of fascination and passion. The focus is on interviews with differing characters, people in all manner of jobs. They speak of their everyday life, its challenges, great and small. The port is the one element linking them all.

In the first episode Heike Masuch, HPA nautical officer and organizer of the Port Anniversary, speaks of her love of the port, and what makes her native city so special. The next Port Chat will feature Gregor Mogi, owner of the launch company GREGORS and Maritime Circle Line. He will discuss cooperation among launch owners and what brought him into the port despite other plans.

The episodes can be found wherever podcasts can be heard. Peter Pickhuben is looking forward to future programmes, set to be released at regular intervals.

## HHM grows with LTE Germany

LTE Germany has joined Port of Hamburg Marketing. Peter Pickhuben is delighted that HHM has an additional member. LTE Germany is notable for developing innovative and individual transport plans for modern rail freight traffic. Block train services across between two and five borders are its core business. The company's services also include operation of waggon sets and single-waggon services in several European countries, as well as connecting branch rail networks on the 'first and last mile' principle. Active in nine European countries, the company provides contract-to-delivery carriage from one source. This also includes preparing the required waggon material plus coordination of pre- and post-carriage tours by road. Private sidings are also served.



Port of Hamburg

# Port of Hamburg Marketing establishes a new online format with 'PORTtalk live'

**Whether Infrastructure, Breakbulk or Rail – Port of Hamburg Marketing is tackling economic, technical and political topics intensively with its online discussion sessions.**

Matching the current cover of Port of Hamburg Magazine, 'PORTtalk' live recently addressed the Breakbulk topic. During the one-hour discussion moderated by Axel Mattern, HHM's Joint CEO, the session concluded that the market has changed greatly. "The market environment for multi-purpose terminals is formed by the strong trend towards containerization of the last 25 years, extreme waterside competition increasingly powered by the growing focus on the segment among container shipping lines, putting traditional liner shipping under ever-growing pressure," was how Hubertus Ritzke, a member of Wallmann's top management, summarized matters. On top of this, he said that customers' demands of terminals are becoming increasingly complex. Speaking as a manufacturer and also a shipper, Eric Hein Hein, Sales Manager for Liebherr, confirmed this. "In breakbulk, especially, we find ever-greater loads being transhipped by our customers, with cargo dimensions also constantly growing. To cater for our customers' requirements, we are optimizing our

cranes in line with these."

While terminals and crane manufacturers are adjusting rapidly to the new conditions, a bottleneck is occurring in the infrastructure. Almost all speakers therefore called for modern and intact infrastructure for all carriers. In the opinion of Daniel Mansholt, HPA's Head of Rail Development, the Port of Hamburg as Europe's largest rail port is well positioned here. "In recent years we have invested vast sums in expanding infrastructure, and in future too we shall adapt our port rail network to requirements. As the link between port operators with their own sidings, on the one hand, and DB Netz's network, on the other, we shall also be equipped for further growth in the area of out-of-gauge shipments," explained Mansholt.

Inland waterways constitute an additional transport route. Petra Cardinal, CEO of BEHALA Berliner Hafen- und Lagerhausgesellschaft, is convinced that it only makes sense to transport especially heavy and bulky freight by water: "On waterways, we can in future make further advances on cargo weight and size. BEHALA at present has one RoRo heavy-lift lighter with a capacity of 820 tons. We are in the process of developing an additional heavy-lift lighter capable of accepting a higher load with the same draft," stresses Cardinal. With such schemes, waterways could gain additional market shares, especially in the breakbulk sector.

This short extract demonstrates just how informative the new online format is. The first events of this kind have also shown how well it has been received. As moderators, our CEOs Ingo Egloff and Axel Mattern have welcomed between 250 and 600 participants/viewers. So HHM plans to continue to market 'PORTtalk live' once a month. ■ Ralf Johanning



Joint CEO Axel Mattern moderated the PORTtalk live on the subject of Breakbulk

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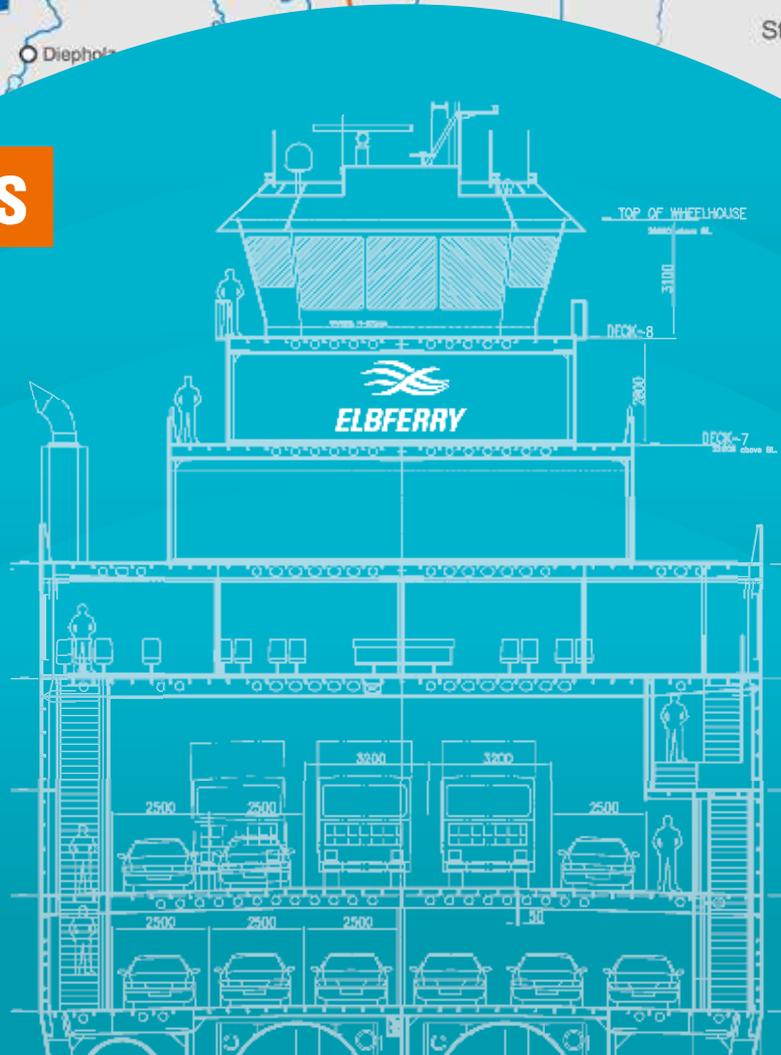
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