

HWG–Newsletter 08/2014

Interview with Inke Onnen-Lübben, Managing Director of Seaports of Niedersachsen

Ms Onnen-Lübben, how do you view current developments at the seaports in the state of Lower Saxony?



Developments at the seaports in Lower Saxony are basically very positive. We were able to significantly expand important business areas in terms of generating added value, such as handling vehicles or wind energy components for the onshore and offshore sectors in the first half of 2014. And that was not all: we also achieved excellent results in the agricultural goods sector. As a port group, we recorded a slight loss of 2 percent in handling marine cargo during the first half of 2014, but this was largely due to a shortfall in

bulk commodity volumes, primarily crude oil. These kinds of commodities are subject to economic fluctuation. Companies only deliver the amount of crude oil that the associated refineries will accept for their production work. In addition, more efficient combustion engines and optimised heating systems have reduced the overall sales potential in Europe. However, crude oil operations will continue to remain at high levels, as the modern refineries in Europe are very efficient and will therefore remain successful in the market. Still, any shortfall in the handling of bulk commodities is very noticeable as our statistics are presented in tonnes. In contrast, the figures for handling “light” wind energy components or vehicles, which account for much of our work, unfortunately only have a marginal effect on the statistics recorded in tonnes. However, when all is said and done, this is the standard used for the comparison with other seaports.

We have an optimistic outlook on the second half of the year. The handling companies at our ports are talking about an increase in demand from customers and a satisfactory volume of orders.

In terms of cargo types, where do you see the greatest growth potential?

I think the offshore sector, for example, will continue to provide good prospects in the medium term. The new Renewable Energies Act envisages the expansion of offshore wind power to 6.5 GW by 2020 – and about half of this figure, 3 GW, needs to be in place by the end of 2015. According to the WAB, the Wind Energy Agency in Germany, offshore windfarms generating around 3,300 megawatts of power are presently either under construction, completed or already connected to the national grid. That means there is still a shortfall of roughly 3 GW, which needs to be installed by 2020. We assume that the new Renewable Energies Act will re-establish planning certainty and therefore more offshore projects will be introduced. Our offshore ports in Lower Saxony are perfectly suited and ready to serve them, because we already have the required heavy load infrastructure at our disposal.

and superstructure and also have gained valuable experience through previous projects, thus enhancing our level of skills by the lessons learned. However, we need to remember that the logistics are practically the final part of any project. If the new Renewable Energies Act is soon to initiate more offshore projects again, companies first need to clarify financial issues and start production before these projects reach the logistics sector and our ports at a later stage.

The onshore wind power sector, which is very different from the business involved in offshore logistics, remains important as well. The production of onshore wind turbines is now a mass production business and manufacturing companies have continued to optimise their processes during the past few years. The handling companies at our ports in Lower Saxony have correspondingly aligned their logistic processes. The prospects for further increases in volumes in the onshore sector are very positive at all our ports.

In addition, we continue to expect further growth potential in the automobile sector, as well as for break bulk freight like forest products or iron and steel. The same goes for the field of bulk commodities – particularly agricultural goods. I'm also convinced that we'll be able to record significant increases in handling figures for containers in a few years' time.

Which major events are still pending in your diary in Germany and abroad this year?

We're preparing the 24th Lower Saxony Ports Day in Papenburg at the moment, which will take place on 10 September. This sector meeting regularly provides a platform for intense discussions on developments, opportunities and challenges for the seaports in Lower Saxony.

We'll be presenting the facilities and services at our seaports for the wind energy sector at the WindEnergy fair in Hamburg with a joint seaports trade fair booth on 23 – 26 September. Many company representatives from the port sector in Lower Saxony will use our booth in hall B5 (booth number B5.118) to continue promoting the process of dialogue with the sector. For this event we're once again teaming up with our colleagues from Niedersachsen. We'll then be able to explain the existing port structures, our comprehensive experience and the huge potential of the ports in Lower Saxony for the wind energy sector to the hopefully many visitors who visit our booth.

We'll then use the Breakbulk Americas trade fair in Houston, USA, which takes place between 30 September and 2 October, to present the facilities of the seaports in Lower Saxony. Under the common "German Ports" umbrella brand, we will present our services together with the ports of Bremen/Bremerhaven and Hamburg. Once again, we're hoping for excellent discussions with shipping companies, freight forwarders and shippers from the break bulk sector – after all, our seaports in Lower Saxony offer outstanding facilities for handling and storing their goods.

New heavy-duty area for the logistics hub at Cuxhaven



The managing directors of the Cuxhaven Port Development Company, Dr Ulrich Getsch and Peter Miesner, presented the new logistics space measuring 5.5 hectares to the public on 5 August. The area is almost complete and located at the Offshore and Maritime Industry Park Cuxhaven (formerly known as the Offshore Terminal Cuxhaven). The tarmacked zone, which is 380 metres long and between 120 and 190 metres wide, is ideally suited for handling parts

for offshore wind parks. The area's load-bearing capacity is particularly important for the offshore sector: the space can cope with up to 25 tonnes per square metre.

The facility is situated immediately adjacent to berth 9, so that heavy parts can easily be moved alongside the quay to be loaded on board of the construction vessels, which are able to jack up on the firm port soil next to the berth. The first user will move into the heavy-duty area in September. Through the completion of this logistics space Cuxhaven once again is expanding its ideal conditions to act as an installation and production port for the offshore wind industry.

Today, there are plans to construct three or four wind parks in the North Sea during the next few years. The port of Cuxhaven with its infrastructure and superstructure is ideally prepared to cope with the specific demands of the offshore wind energy sector.

Hand in hand with this port extension project, the marketing of the adjacent industry and business parks is also continuing. The Cuxhaven business developers not only have their eye on companies in the offshore sector, but also on firms that specialise in the construction of industry plants, heavy steel units, new driving technologies or other offshore applications. The aim is to set up a broad cluster of value creating industries.

The Port Association introduces its members:

A portrait of Cuxport GmbH

Profile

Company name:	Cuxport GmbH
Founded in:	1997
Sector:	Port handling & logistics
Business sites:	Cuxhaven



Portfolio: Cuxport operates a multi-purpose terminal at the deep-sea port of Cuxhaven. In addition to a wide range of port handling facilities, Cuxport also offers an ideal geographical location for all types of maritime traffic and excellent links to destinations further inland.

Interview with Hans-Peter Zint, Managing Director of Cuxport

Question 1 – What are the outstanding features that describe your company?

Cuxport is a dynamic, efficient and growth-oriented port logistics centre. Our business approach is to serve a widerange of sectors, and we support them at our terminal and in Cuxhaven in general with customised services and our broad logistic expertise. Examples for this are our tailor-made solutions for the automobile industry, but also the cooperative approach and high flexibility needed to accommodate the frequent and fast changes within the service needsforthe offshore wind projects.

Question 2 – Why are you a member of the Port Business Community?

We believe we can achieve much more by networking with other companies and pooling resources. A good local network is important for this. Many other members of the Port Business Community have therefore been our close partners for the past years. By cooperating within the Cuxhaven Port Association we're able to increase the attractiveness of our business site and improve the efficiency of our performance. On national/international level Cuxport also benefits from our Association's membership in the Seaports of Niedersachsen port marketing company.

Question 3 – What do you personally want to see happen at your company?



I'd like to see the fast realization of our planned port extension - and in this context I'm particularly thinking of the construction of the Cuxportberth 4. This is the only way to safeguard our current range of services, expand the established market position and enable continuous growth for the Port of Cuxhaven. Young people in Cuxhaven will also benefit from this, as we'll be able to go on offering them good training and job opportunities.

You can obtain more information on the company at: www.cuxport.de

Save the date: WindEnergy fair in Hamburg on 23 – 26 September 2014



In 2014, the WindEnergy fair is taking place in Hamburg for the first time. The wind energy sector will be attending the leading trade fair for the wind industry from 23 – 26 September. The exhibitors and visitors will be able to obtain information about the current state of the wind industry and future prospects. More than 1,000 exhibitors from over 30 countries will attend the exhibition this year.

Several members of the Cuxhaven Port Association will also be presenting at the WindEnergy event, including the Cuxhaven Economic Development Agency, AMBAU GmbH, Cuxport GmbH, the Cuxhaven Port Development Company CuxHafEn GmbH, OMM Offshore Marine Management, the Sea Survival Center Cuxhaven and Otto Wulf GmbH & Co. KG.

These and other companies from Cuxhaven present an impressive showcase for the important role and high performance of this North Sea Port for the installation and service of completed, presently under construction and future offshore windfarms.

Husum last hosted the trade fair, which takes place every two years, in 2012. The trade fair was a complete success with 36,000 visitors and a twenty percent increase in the number of exhibitors compared to 2010 – in all, 1,171 exhibitors presented their goods and services at the leading trade fair in 2012.

53° 52' N 09° 42' E



This message was sent to you by the Cuxhaven Port Business Community (Hafenwirtschaftsgemeinschaft Cuxhaven e.V.).

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