

HWG–Newsletter 09/2014

New Crew Transfer Vessel

Interview with Sören Wulf, Managing Director of Otto Wulf GmbH & Co. KG



Herr Wulf, how do you assess the potential of the offshore sector in Cuxhaven for your company?

The offshore industry, which is still relatively young, has become very important for Cuxhaven. The offshore wind farms along the North Sea coast have created a value added chain in which our

firm also has its place. Among other things, over the last few years we have already delivered heavy components like Tripiles or Tripods for the foundations of the wind turbines with a tug and the pontoon 'T.O.W.III'. Furthermore, we transported all blades for the offshore wind farm Global Tech 1 with our special transport vessel MV KUGELBAKE. Thus offshore wind has great potential for small and medium-sized companies like ours.

At some point in the future, the wind parks will all be finished and fully in operation. What direction will Otto Wulf take then?

The work on an offshore wind farm is not completed once it is built. Wind turbines need regular maintenance and inspections have to be carried out, including underwater works. In order to be able to meet future requirements, we decided to build a lightweight crew transfer vessel (CTV) catamaran, the 'Baltec A240', in Cuxhaven at the Mützelfeldtwerft. The CTV has been constructed by Stefan Schulz, owner of the Baltec Ship Design GmbH, and is purpose-built for the fast and safe transfer of offshore personnel.

How can a medium-sized company like Otto Wulf realise a project of this kind?

For our 'Offshore Taxi' we founded our own subsidiary, H&W Offshore Service GmbH. Apart from myself and my cousin Andreas Wulf, the company is also backed by Hans-Jürgen Hartmann of Mibau, Valerio Becker and Anton Baraev of WP Offshore. If you want to start something innovative, you have to take the first step together. This cooperation generates many different ideas, and in the end the optimum result should emerge. We bear the financial risk together and participate jointly in the success.

What are the advantages of this CTV when it comes to servicing an offshore wind farm?

Due to the lightweight construction, the 'Baltec A240' does not require powerful engines and consumes only six litres of diesel per nautical mile at a cruising speed of 20 knots. Moreover, with the smaller engines, a chief engineer is not required, which reduces the operational costs.

Thanks to the special design, the CTV remains stable even in rough weather conditions and high sea states. The catamaran, which has a maximum speed of 27 knots, is equipped with a dynamic positioning (DP) system and can cover the whole spectrum of wind farm maintenance, inspection and service.

But the main feature of this CTV is a new and innovative wave compensation system (rolling jack). The system offers a safe and stable means of transferring technicians from the boat to the wind turbine and back by compensating the movements of the ship. In this way, we improve the safety of the service personnel.

Business Meeting 2014: Cuxhaven as a Service Port for Offshore Wind Farms



On 12 September, this year's Business Meeting of the HWG took place in the Hapag-Hallen building at the Steubenhöft Pier, with the participation of Daniela Behrens, State Secretary in the Lower Saxony Ministry for Economics, Labour and Transport. Under the slogan 'Service Logistics for Offshore Wind Farms' the meeting addressed the question of ensuring

supply and disposal services during the commissioning and the operation phase of the wind farms in the North Sea and the Baltic Sea.

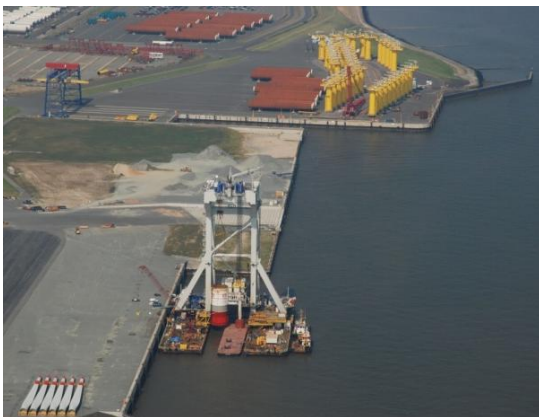
David Kolpin, Operations Manager EWE Offshore Solutions, and Björn Wittek, Managing Director Rhenus Offshore Logistics (Bremen), presented their logistic concepts to an audience of about 100 representatives from the industry. In the construction phase of the offshore wind farms and transformer platforms, the provision of tailor-made solutions for supply and disposal is key. However, as soon as the wind farms are in regular operation, Wittek expects a demand for greater standardisation and cost-optimised logistics.

During the organised bus tour for the participants to the Offshore Base Cuxhaven, Roland Schneider, Head of Marketing at Cuxport, explained the advantages of a multipurpose

terminal for the offshore activities. In the presentation of the Offshore Terminals I+II, Dr. Hans-Joachim Stietzel, Head of Business Promotion, emphasised the ideal conditions that Cuxhaven offers the offshore sector.

In her welcoming speech, State Secretary Behrens underlined the versatility of the port facilities in Lower Saxony and confirmed that Cuxhaven has one of the best port infrastructures in Europe for the construction of offshore wind farms. This would enable the whole value chain for the sector to continue to be represented at the offshore hub of Cuxhaven.

Steel Colossus works with Precision



Conventional transport by installation ships or pontoons is not the only way to ship foundation piles to the offshore site. Since mid-August, Cuxport supports the Dutch installation company Ballast Nedam Offshore for the E.on project 'Amrumbank West' with an alternative transport technology. The monopiles are lowered into the water in Cuxhaven by a shore crane and towed by a tug to the offshore construction site. On arrival at the offshore site 'Amrumbank West', one of the most powerful floating cranes in the world, the 'Svanen', picks up the floating monopile, raises it into an upright position and continues with the installation.

The great advantage for this project is that the installation becomes more flexible thanks to the availability of the two installation methods.

International Exchange of Experience:

Informative Visit of Indian Government Representatives in Cuxhaven

On 22 September 2014, the HWG welcomed a government delegation from India on a visit arranged by the German Offshore Wind Energy Foundation. The meeting took place under the programme 'Facilitating Offshore Wind in India'.

Dr. Ulrich Getsch, Lord Mayor of Cuxhaven, Hans-Peter Zint, Chairman of the HWG, and Dr. Joachim Stietzel, Head of the Wirtschaftsförderung Cuxhaven (Economic Development

Agency), welcomed the delegation in the town hall. An interchange took place on a wide range of topics. Afterwards, the guests from India visited the Offshore and Maritime Industry Park in Cuxhaven and gathered information on the capabilities of the location.

Hans-Peter Zint: “An exchange of experience is fruitful for both sides. Cuxhaven profits from many years’ experience in the offshore wind industry. Meetings of this kind can be an important first step for a potential business cooperation.”

From Cuxhaven, the Indian delegation left for Hamburg to visit the international WindEnergy exhibition. Leading representatives from the HWG were also present at the exhibition. They gave an in-depth view of Cuxhaven’s role as a location for the production, installation and service for offshore wind farms.

The HWG introduces itself: company portrait of Erwin Gooss GmbH & Co. KG



Company Profile

Company name:	Erwin Gooss GmbH & Co. KG, Cuxhavener Kühlhaus GmbH
Founded:	1928
Sector:	Frozen warehousing, port logistics and other services
Locations:	Cuxhaven and Otterndorf
Portfolio:	150,000 m ³ cold storage facilities, 1,000 m ² dry storage, 800 m ² fenced outdoor area and a co-packing business (Best Harvest GmbH)

Interview with Axel Stahlbuck, Managing Director Erwin Gooss GmbH & Co. KG

Question 1 – What words would you use to characterise your company?

Customer-oriented, innovative, versatile, reacting flexibly to market requirements, efficient, reliable, well-equipped for the future, service-oriented.

Question 2 – Why are you a member of the HWG?

The HWG represents business in the Port of Cuxhaven in its entirety. Thus in policy and industry, both at a national and international level, the HWG creates the necessary awareness and establishes important contacts for the location as a whole, and also for the individual sectors represented in the port. A single company on its own could not achieve the same results.

Question 3 – What do you personally wish for your enterprise?

Stable markets, much fairer competition with comparable basic conditions regarding regulation and taxation – at least within the EU, a balanced future, a supportive regional economic policy, better transport links and a thriving business.

More information on the company is available at: www.gooss.de

Folker Kielgast is the New CTO at NPorts



On 1 October of this year, Folker Kielgast (60) took on the position of Chief Technical Officer at Niedersachsen Ports GmbH & Co. KG. He succeeds Hans-Joachim Uhlendorf, who will be retiring on 31 December 2014.

Kielgast has been Chief Technical Officer at the JadeWeserPort Realisierungs GmbH & Co. KG. since 1 November 2008. In his dual role, Kielgast will now take on tasks and responsibilities in both port companies to which he can apply his extensive know-how. Kielgast has more than 30 years of professional experience with which to support the successful realisation of projects. Kielgast's 30 years professional experience and know-how will help to realise the various projects.



This Newsletter has been sent to you by the Business Association of the Port of Cuxhaven (HWG, Hafenwirtschaftsgemeinschaft Cuxhaven e.V.).

Impressum

Issue 09/ 2014, 9.10.2014

Editors: Franziska Bücker, Jeanette Laue - Medienbüro am Reichstag GmbH

Photo copyrights: Otto Wulf GmbH & Co. KG, Cuxport GmbH, Agentur für Wirtschaftsförderung Cuxhaven (B. Schlüsselburg), NPorts

Hafenwirtschaftsgemeinschaft Cuxhaven e.V., Hamburg-Amerika-Str. 5, 27472 Cuxhaven

Phone: +49 4721 666406, Fax: +49 4721 52629

Email: info@hafenwirtschaftsgemeinschaft.de

Chairman: Hans-Peter Zint

Register Court: Amtsgericht Cuxhaven – Registration number: VR 496