

HWG Newsletter 11/2014

"Offshore sector set to experience increased upswing in the coming years"

Interview with Jos van der Meer, CEO of Mibau Baustoffhandel GmbH



Mr van der Meer, how would you describe your company?

MIBAU is an international producer of crushed rock and the quarry it operates in Norway is the biggest of its kind in Europe. Crushers are employed there to produce stones of a variety of sizes. This natural stone is unloaded by large self-discharging ships in more than 40 ports. It is used in the form of sand, chips, gravel or stones as a construction material in a wide range of industries, for instance as a high quality raw material in the concrete and asphalt industry and as a building material in roadway, railway track and waterway construction.

What function do armour stones have?

Stones weighing from 1 kg up to an individual weight of 20 tonnes are marketed as armour stones. They are used both for coastal protection in embankments and jetties as well as for securing harbour bottoms at berths. Via Cuxhaven they are also used for scour protection in offshore wind farms. The stones guard the foundations of the wind turbines against being flushed away by the current and also ensure their long-term stability.

What fields of activity are located in Cuxhaven? What is it that characterises the location?

Cuxhaven is well integrated in the transport network to and from Bremen thanks to the A27 motorway. But it is the offshore sector that is undergoing particular development here. We have established Cuxhaven as the base port in the German Bight for loading goods onto special-purpose ships. Cuxhaven is the ideal location for these ships. By operating our terminals at Lentzkai and berth no. 9, we can offer an optimum service for all ship sizes. The easy access, short loading times and excellent framework conditions are justly rewarded.

What developments and projects is MIBAU currently concerned with? What are the current challenges in your sector?

The offshore sector is set to experience an increased upswing in the coming years. However, it is very important that we continue to optimise our services and offer more efficient solutions. In this respect, MIBAU has its own patented scour protection process that offers excellent protection despite the reduction in stone size. This process offers excellent prospects with plenty of potential for both the port of Cuxhaven and MIBAU itself.



Demand for better hinterland connections

Northern German CDU port politicians meet in Cuxhaven



The spokesmen for ports in the CDU state parliamentary groups from Hamburg, Bremen, Lower Saxony, Schleswig-Holstein and Mecklenburg-Western Pomerania met in Cuxhaven at the end of October and passed a resolution concerned with the performance and competitiveness of the northern German seaports. Participating in the meeting were also Enak Ferlemann, parliamentary state secretary at

the Federal Ministry of Transport and Digital Infrastructure, Daniel Hosseus, managing director of the Central Association of German Seaport Operators, Dr. Andreas Schmidt, spokesman of the Working Group for Seaports in Lower Saxony, and Hans-Peter Zint, chairman of the Cuxhaven Port Association (HWG).

"Northern Germany is a strong economic location and this is how it should stay," said Bernd-Carsten Hiebing, port spokesman for the CDU parliamentary group in Lower Saxony. As success factors, he made reference to the region's well-positioned, innovative companies and research institutes as well as the high-performance infrastructure, of which the ports of northern Germany are a significant part.

"The demands formulated in our resolution set out the conditions that are required to ensure that the ports of northern Germany are able to maintain and expand their strategic importance," Hiebing continued. These include enhancing connections with the port hinterland, the methodical implementation of important transport projects, improving the flow of traffic for large and heavy transport, and not least making use of the opportunities afforded by green shipping. It was also emphasised that state involvement in the seaports must remain a possible option and should not be seen as constituting "state aid" in the European sense.

New track junction in Nordholz increases capacity

On 18 November 2014, the new track crossing point in Nordholz was rendered operational at a ceremony whose invited guests included Enak Ferlemann, parliamentary state secretary at the Federal Ministry of Transport and Digital Infrastructure, and Ulrich Bischooping, management representative of Deutsche Bahn AG for the states of Lower Saxony and Bremen. The Cuxhaven Port Association was represented by HWG chairman Hans-Peter Zint.

With the new, 1,000-metre-long passing track, freight trains can now regularly use the largely single-track Cuxhaven-Bremerhaven line, which had hitherto been unavailable for freight trains during daytime due to the needs of public transport. Now, the track can be used by one freight train per hour, which doubles the potential capacity of this line. "The expansion of the Nordholz railway station into a junction station is part of the overriding Hechthausen Electronic Signalling project (ESTW) and is the result of innovative engineering. Cuxhaven can now be reached by all kinds of trains from Bremen/Bremerhaven around the clock," said Ulrich Bischooping.

The new passing track can accommodate freight trains of up to 750 metres in length. According to Enak Ferlemann, the new track represents a considerable increase in the line's capacity and, in turn, that of the region as a whole. Hans-Peter Zint also praised the rapid completion of this infrastructure project and stressed its great importance and positive impact for the further development of port handling activities in Cuxhaven.

In addition to this, the work along the track includes technical renewals at the "Feuerweg" level crossing and the installation of new lights at the "Nordholzer Weg" level crossing. Residual work, which will not affect operations, is likely to continue until spring 2015. The EU, the federal government, the railway company and the municipality of Nordholz are investing a total of 16 million euros in the overall project.

Introducing HWG: a corporate portrait of AMBAU GmbH



Profile

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| Company Name: | AMBAU GmbH |
| Established: | 1993 |
| Line of Business: | Offshore and onshore wind energy |
| Locations: | Am Mellensee, Gräfenhainichen, Bremen, Cuxhaven, Dessau-Roßlau |
| Portfolio: | Offshore and onshore: foundation structures, steel towers, fixtures and installations, secondary steel, service |

Interview with Joachim Görlitz, Managing Director

Question 1 – How would you characterise your company?

Every company claims to be innovative, reliable and strong performing, and we are no exception. But to me, it is also important to be different.

We concentrate on offering our customers the greatest possible benefits while acting as a fair partner. Businesses are only credible when they produce results. Our constant goal is to deliver a high quality product at a fair price and at the scheduled time. We concentrate on what we are good at, and over the last 21 years, we have taken a leading position on the



market for the offshore and onshore sectors. Of course, this has only been possible thanks to the good quality of our team. It is important to lay down clear goals, to organise, decide and follow up, and to develop and stimulate people. Employees must develop an ability to see the bigger picture and understand that everything focuses on customer satisfaction.

Moreover, our five interconnected production sites allow us to respond flexibly to the demands of the growing renewable energy market and ensure we are well placed to look towards the future.

Question 2 – Why did you become a member of the HWG?

As a local business, a well-functioning infrastructure is an integral component of our activities. The Port Association not only presents its members but also represents the interests of each and every company in the worlds of politics and business, ensuring we have a sustained position in the market. A community is always stronger, and people are more likely to listen to a group than a sole company voice. Then there are the synergies that members can benefit from in their projects thanks to the diversity of the association's members.

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

What is important is that our products and services remain able to make an essential contribution to the energy supply of coming generations. Germany must not question the pioneering role that it has in the field of renewable energy sources. But this is down to the politicians. They are the ones who must lay down the necessary framework conditions to ensure that the energy turnaround can be successfully implemented. We are working in a fascinating industry, and one with many and varied challenges, which we will be only too happy to face in the years to come.

For further information about this company, please visit: www.ambau.com



Hafenwirtschaftsgemeinschaft Cuxhaven e.V. sent you this notification.

Imprint

Issue 11/ 2014 from 02.12.2014

Editor: Gwendolyn Dünner - Medienbüro am Reichstag GmbH

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