

## HWG Newsletter 01/2015

### “We can make a difference in Cuxhaven”

#### Interview with Kai Uwe Bielefeld, administrator of the district of Cuxhaven



**Kai Uwe, as a member of the steering committee of the Hamburg metropolitan region you promote the Cuxhaven district's economic development. What are the benefits of being part of the Hamburg metropolitan region?**

The Hamburg metropolitan region is among Germany's three largest metropolitan regions and stretches over four federal states. As a result and coupled with the fact that Hamburg is so well known and is Germany's oldest city, it is perceived the world over as a major conurbation. Cuxhaven stands to gain from the strong marketing carried out, the projects that have attracted funding and the industries associated with Hamburg. Cuxhaven's ties to Hamburg are especially apparent in the offshore and port business, because the training of skilled personnel, production and preparation for shipping must be located as closely as possible to the port. Due to the companies and industries located here, Cuxhaven is very important.

#### **What role does Cuxhaven play in combating the shortage of skilled personnel?**

With regards to the lack of skilled personnel, the pull exercised by big cities was recently stressed at a regional conference by the Hamburg metropolitan region recently held in Buchholz. Retaining young people and offering them both an attractive workplace and an appealing environment to live in are important issues for the district of Cuxhaven. The offshore wind industry and logistics businesses in Cuxhaven offer a wide range of jobs. The district therefore pays special attention to supporting youngsters who have dropped out of school and people changing careers. Examples include projects like “Second Chance” which provides personal help and tutoring, group sessions and project days to school students. Our goal is that nobody should be left out, whether they are skilled or unskilled workers. Of course there are also many attractive job opportunities for university graduates and specialists in Cuxhaven. In this case the focus lies on attracting skilled personnel and their partners due to the high-quality of the environment they could live in and the good transport connections to Hamburg.

## **What is your forecast for the district of Cuxhaven in 2015?**

We have seen good economic development over the last two years that will hopefully continue this year as well. While the process of retaining the existing companies and industries continues unabated, we should now aim at jointly forging ahead with attracting new offshore companies in the region. Cuxhaven is unrivalled when it comes to the immediate availability of land. Forecasts for the offshore wind industry also show a renewed upward trend. In 2013/2014, key sections of the two wind farms Amrumbank West and Meerwind Süd/Ost were completed and handled to a large extent via Cuxhaven. All of this demonstrates the location's relevance and potential. In other words we can make things happen in Cuxhaven. After clarifying the uncertainties concerning the REA surcharge last year, there is now a need to guarantee grid connection and grid management and come up with solutions together. All in all, due to the positive development of the offshore wind industry, but also of manufacturing industry in Cuxhaven, I'm optimistic about 2015.

## **Offshore figures 2014 – new momentum for the industry**

The offshore wind energy's expansion figures for 2014 were presented in Berlin in January. The bottom line was that in the past year, Germany had passed the gigawatt mark in terms of offshore wind turbines feeding electricity to the grid. Following a brief by the four associations VDMA Power Systems, German Wind Energy Association (BWE), Wind Energy Agency (WAB) and the Offshore Wind Energy Foundation (SOW), Deutsche Windguard identified a total of 258 offshore wind turbines installed, with an overall capacity of 1,049.2 megawatts.

As a business location and offshore base port, Cuxhaven also contributed its fair share to this result because it was involved in manufacturing, transporting and installing a large number of offshore wind farms.

Some 142 wind turbines with a total capacity of 528.9 megawatts went online in 2014, therefore more than doubling the number of new installations compared to the previous year. Norbert Giese, chairman of the VDMA steering committee for the offshore wind industry and board member of the German Offshore Wind Energy Foundation, comments on the development of the offshore industry in the new year: "We are expecting up to 2 gigawatts of new offshore turbines to go online in 2015 as well. By the end of 2015, we will have a total of about 3 gigawatts of installed capacity up and running. This equals an

investment of about 10 billion euros in the domestic market by the German offshore wind industry.”

Klaus Meier, the WAB’s chairman of the board, emphasized that by the end of 2015 approximately half of the 6.5 gigawatt capacity envisaged for 2020 will be connected to the grid. He added that the amendment to the REA had given investors new confidence in Germany as an industrial base which in turn would push the switch to renewables.

## New geared vessel for HWG member Bremer Reederei



HWG member Bremer Reederei E & B GmbH (BREB) has added the multi-purpose vessel MS BREMER FORTUNA to its fleet and it’s equipped with powerful on-board cranes. The 9,000-tonne new-build vessel comes from Zhejiang Zhenyu Shipbuilding Co. Ltd. Shipyard in China. She

completed her maiden voyage from China via South Korea, Sri Lanka, Saudi Arabia, Egypt, Turkey and Italy to Europe in 2014.

Captain Arne Ehlers, managing director of Bremer Reederei E & B GmbH: “The operational management of the MS BREMER FORTUNA is carried out by our office in Cuxhaven. The multi-purpose vessel will operate in contract-based liner shipping starting from the North Sea and Baltic Sea or the Adriatic Sea to Algeria and transport a variety of goods for several well-known customers.”

The vessel is deployed jointly by Rörd Braren shipping company as the owner and ship management company and Bremer Reederei E & B as commercial operator under a German flag and with a German crew. The MS BREMER FORTUNA is a vessel type that has already proven its worth and has made a name for itself in international general cargo shipping. Her hold has been designed to provide full and combined load transport. The vessel offers transport services for various bulk and breakbulk loads such as sawn timber, wood pulp,

steel products, paper, cement, machinery components and construction materials of all kinds. These will be shipped in the North Africa trade, which is BREB's main business.

Real benefits – in particular for this trading area – are the powerful ship cranes that ensure fast unloading in the North African ports. Transportation for positioning turbine components for the wind industry is envisaged for voyages back, for example from Italy or Spain to the northern part of the continent. The MS BREMER FORTUNA was already deployed for a shipment from Lower Saxony to Oran and Bejaia in Algeria at the end of November.

## New production facility for Lipromar in Cuxhaven

**In future, fish protein will also be produced in Cuxhaven as well as fish oil and fishmeal**



After a seven month construction phase, the wholly owned subsidiary of HWG member Vereinigte Fischmehlwerke Cuxhaven (VFC) opened its new production facility on 13 January 2015. The guests invited also included Norbert Rethmann, honorary chairman of the Rethmann Group and senior mayor Dr Ulrich Getsch. In their speeches they pointed out how vital it is to develop business.

Since back in 2011, Lipromar has been turning fresh fish and fish by-products into pure fish oils that contain a high portion of healthy Omega-3 fatty acids. The company is now adding a production line for fish proteins to their product range for the food industry.

Only about 50 per cent of the fish from fishing or fish farming reaches the consumer's plate. "Because of their composition, by-products such as heads, trimmings or backbones are just as interesting for the food industry and should be used instead of just being wasted", says Bodo von Holten, managing director of Lipromar GmbH.

"Lipromar GmbH is the logical continuation of success business activities pursued by VFC. Because fish oils and fish proteins are valuable and versatile ingredients in the food industry", explains Dr Andreas Wohltmann, head of the company's research and

development. Functional fish proteins for instance serve as aromatic substances or as emulsifiers in order to permanently mix grease and water. Non-functional proteins are useful elements in the nutrition plans of athletes who want to increase their muscle mass.

Vereinigte Fischmehlwerke Cuxhaven GmbH & Co. KG has been part of SARIA Group since 2004. As part of its aim to make its activities more international, the company has dropped the name Vereinigte Fischmehlwerke Cuxhaven and will now call itself Bioceval from 1 March 2015. The SARIA group's companies have already been active in processing fish by-products in Spain and France for years under the Bioceval name.

## The HWG introduces itself: Profile of Boots- und Schiffswerft Cuxhaven GmbH

### Profile

|               |  |
|---------------|--|
| Company name: | Boots- und Schiffswerft Cuxhaven GmbH  |
| Year founded: | 1945: Founding of the company under Mews<br><br>Since 2001: Boots- und Schiffswerft Cuxhaven with new building and new partner   |
| Industry:     | Shipyards  |
| Location:     | Cuxhaven   |
| Portfolio:    | Offerings in ship repair, engine construction and metalworking, plastics technology and fitting out yachts. 500 m <sup>2</sup> multi-purpose hall with an entrance height of 7.00 m including heated space for GRP work. Open space of approx. 500 m <sup>2</sup> . Slewing jib crane for boats of up to 16 tonnes. Slip facility for vessels of a maximum of 300 tonnes and 9.00 m in width. Shaft-lathe. |

## Interview with Roland Busch, CEO:



### **Question 1 – How would you describe your company?**

We are a long-established company with a motivated workforce having a diverse range of skills in ship repair, engine building and metalworking, plastics technology and fitting out yachts.

### **Question 2 – Why are you a member of HWG?**

HWG supports the port businesses in Cuxhaven, which we as a shipyard are part of, and therefore we're happy to be a member.

### **Question 3 – What do you personally wish for your company?**

To continue to have satisfied customers, motivated employees and full capacity on a permanent basis.

For further information on the company, see their website: [www.marinakontor.de](http://www.marinakontor.de)

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