

HWG–Newsletter 03/2015

“The cooperation between HWG and UVC is a successful project”

Interview with Markus Heinig, Managing Director of the UnternehmensVerband Cuxhaven Elbe-Weser-Dreieck e. V. (UVC)



Mr. Heinig, how would you describe the duties and responsibilities of the business association of Cuxhaven?

The UVC is one of the first employer associations in the post-war period. The association has been representing the interests of companies of all economic branches in the North-West of the Elbe-Weser triangle since 1946. The UVC stands for ensuring and promoting good working and business conditions. For this purpose, our association concentrates on representing business

interests in public and at institutions.

Additionally, as employers, our members are counselled in labour and social law and also represented in and out of court. The legal representation is carried out by two fully qualified lawyers specialized in labour law. Jan Mittelstedt, syndic in the UVC, and me are the two lawyers in the association. Furthermore, we strengthen the region of Cuxhaven by cooperating on state and federal level with other employer associations in Niedersachsen, and with institutions nationwide.

The UVC currently has 150 member companies from nearly all regional business sectors. Our members are divided into 15 business groups, which conform to the represented branches of the UVC, e.g. "port industry", "fishing industry", "metal industry", "new energy" and "hotel and catering industry". We are proud that, right from the start, the association was able to represent all business segments and act as their spokesman. This function will remain a key task for us in future.

What events does the UVC plan for this year?

Besides the previously mentioned collaboration with different regional associations and institutions, the UVC regularly arranges HR manager groups, seminars in labour law and regular meetings for entrepreneurs.



Recently, we organized a movie night at the "Bali"-cinema, which is also a UVC member. Shown were movies produced by the Economic Development Agency of Cuxhaven, e.g. the image film "Offshore and Maritime Industry Park Cuxhaven" and other movies, i.e. relating to the fishing industry. The movie night had 61 very interested participants. Events like this provide an excellent basis for information exchange, are a forum for new ideas as well as a good opportunity for networking.

In addition, we host regular business-talks with our Lord Mayor Dr. Getsch and District Administrator Mr. Bielefeld as well as our traditional annual conference, which regularly takes place in fall and presents highly notable guest speakers from politics and business.

How would you evaluate the business development in Cuxhaven and how do the HWG and the UVC affect it?

The maritime economy is among the most important segments in Cuxhaven. In the fishing industry alone, more than 40 businesses employ approximately 1600 people. Cuxhaven is the biggest fishing location in Lower Saxony and delivers its fish products all over Germany and even within Europe. Clients are, for example, wholesales, supermarkets and fish markets. Fresh fish and seafood are highly desired and favoured by our tourists. Furthermore, Cuxhaven has an ideal strategic location and has an excellent port infrastructure, which provides ideal conditions for cargo handling, logistics and transportation tasks, as well as attracting businesses from the offshore industry.

While in the last few years new settlements for offshore business were difficult because of the open discussion regarding the EEG feed-in tariffs, recently announced new projects bring hope for new business settlements. The wind energy industry holds great potential for the region, not only by attracting new businesses to settle down but also by providing jobs and therefore motivating young people to move to Cuxhaven.

The cooperation with HWG is of high importance for the UVC. The HWG and its competent and committed managing board support the local development of the maritime economy actively, contributing enormously to the creation and preservation of jobs, both in the city and the surrounding region. This is what the UVC identifies with.

The UVC supports and welcomes the efforts of the HWG in working to establish the best possible conditions for the local maritime economy, which will generate economic growth and additional jobs. Thus, the UVC endorses the expansion plans for our port with the construction of LP 4 (Berth No. 4) and of other port projects, and in general the gradual, overall optimization of the transport infrastructure of the "Cuxland" for ensuring a powerful and unobstructed traffic flow.

The cooperation between HWG and UVC is a successful project. For the future, we will continue to cooperate with the HWG and other regional industry associations and institutions in order to ensure the sustainable welfare of the local economy.

New liner service connects Cuxhaven and Norway

HWG member Cuxport takes over cargo handling and marketing



From 1 April, the Norwegian shipping company Nor Lines is offering a weekly ro-ro liner service between Norway and Cuxhaven. The connection will be operated by two new vessels, running with liquefied natural gas (LNG): the MV “Kvitbjørn” and the MV “Kvitnos”. Consequently, Cuxhaven will be the first German sea-port with regular calls of LNG cargo vessels. Besides rolling cargo, the

vessels are also able to load containers and general cargo.

The Cuxport GmbH takes over the cargo handling in Cuxhaven. The HWG member is also contracted as port and booking agent and is additionally responsible for the overall marketing of Nor Lines in Germany.

Michael de Reese, Managing Director of Cuxport, comments on the relevance of this connection for the economy: “This liner service offers our customers the best possibilities to supply the Scandinavian and German markets. The vessels will call at many small ports in Norway, serving niche markets. These ports are mostly located in the North of the country and are very difficult to reach by truck.”

The liner service, with its modern LNG vessels, will run weekly between Cuxhaven and a number of Norwegian ports, e.g. from Oslo-Fjord via the West coast to Hammerfest in the North of Norway. Because of their use of LNG, these vessels are extremely environmentally friendly. The emission value of liquefied gas is considerably low compared to other fossil fuels. Also, transport by LNG vessels requires 65% less energy than road transport.

Besides the environmental aspect, the new vessels also offer the best conditions for different kinds of goods. The ships, which are approximately 120 metres long and 21 metres wide, have a loading capacity of 122 TEU and up to 1.000 lane meters for RoRo cargo. They are also equipped with a deck crane, able to lift 80 tons. Beyond that, the vessels have side ports for general and refrigerated cargo. The shipping company will provide their own 45 foot containers as well as 40 foot roll trailers for the new liner service.

ITB 2015: Cuxhaven presents new boardwalk

HWG member “Nordseeheilbad Cuxhaven GmbH” demonstrates the renewed way to Thalasso



In a press conference on 5th of March, the Nordseeheilbad informed about the completion of the 4 kilometres long beach promenade, which connects Cuxhaven with the Thalasso Centre of therapeutic baths. Between 2011 and 2014, the paths were completely renewed and sustainably designed. The centre itself is partly still under refurbishment. The project of a bridge from the centre to the beach promenade is in planning.

In the press conference, managing director of the Nordseeheilbad Cuxhaven GmbH Erwin Krewenka also reported on the positive development of the wreck and fishing museum “Windstärke 10” (wind force 10).

Additionally, at the end of March a new website relating to health tourism will be launched: verein.cuxlandvital.de .

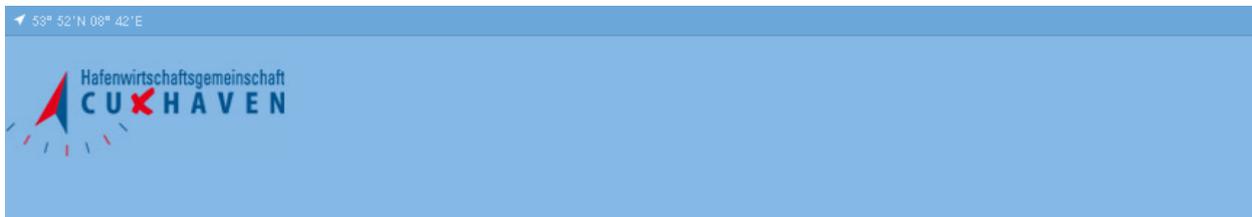
In 2007, Cuxhaven participated for the first time in the ITB Berlin, which is the leading trade fair for the travel industry worldwide. Mr. Krewenka stressed that the positive feedback and overall public interest give reason to actively present Cuxhaven as a tourism location on the trade fair every year and introduce it to a broad audience.

Cuxhaven is a well-established offshore base

Successful presentation at the EWEA Offshore in Copenhagen

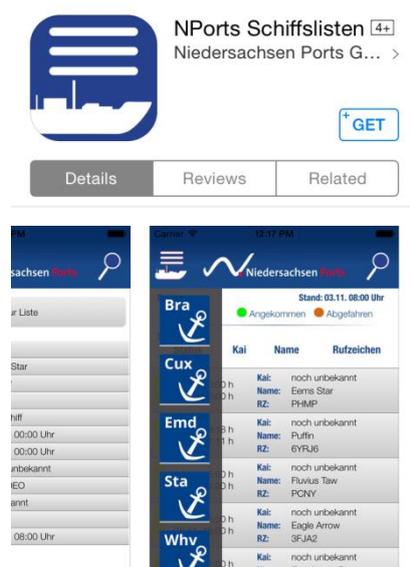
From 10-12 March 2015, the HWG presented itself at the EWEA Offshore 2015, participating at the booth of the Sea Ports of Niedersachsen. The EWEA Offshore is the leading trade fair for the offshore wind energy industry. Cuxhaven's advantages and services as an offshore port were introduced at the joint booth of the port marketing company Seaports of Niedersachsen GmbH and the port infrastructure corporation Niedersachsen Ports. Additionally, workshops and presentations were given: Olaf Lies, Minister for Economy in Lower Saxony, chaired a seminar called „Lower Saxony – your location on the German coast“, which introduced the benefits of the state's sea ports, the diversity of wind energy research and the products and services of the regional offshore industry. Furthermore, during a tour of the exhibition, Mr. Lies held various conversations with German and internationally acting companies about prospects for the offshore industry under the new German EEG act.

Dr. Hans-Joachim Stietzel, Head of the Economic Development Agency of Cuxhaven, presented the benefits of Cuxhaven as an offshore base in his lecture "Cuxhaven – from the Offshore Base out into the North Sea". Talks with manufacturers and service providers proved that Cuxhaven is internationally well-established as a location for producing, installing, servicing and maintaining offshore wind parks.



Ship positions "to go"

NPorts-App with up-to-date information and ship list is now ready for download



The ship position lists of the Lower Saxon ports are a tremendously helpful tool, which have so far only been accessible through the website of Niedersachsen Ports GmbH & Co. KG (NPorts). From now on, these lists and further information can be retrieved from the mobile app, enabling the user to be informed about current ship positions in all of the five ports in Lower Saxony (Brake, Cuxhaven, Emden, Stade and Wilhelmshaven).

The data of announced, arrived and sailed vessels are automatically updated every four hours and can be filtered by arrival time, quay, vessel name or call sign. For each vessel, additional information about terminal, arrival time and departure port is also provided. The search function

makes it easy for users to find the desired vessel.

The free app – called “NPorts Schiffslisten” – is available for mobile phones with system software by apple, android or windows.

Cuxport enters a contract with Siemens

Logistic services for offshore converter platforms now operated through Cuxhaven



Starting Mai 2015, Cuxport takes over the logistics services for supplying the offshore converter platforms BorWin 2, HelWin 1, HelWin 2 und SylWin 1, which are located in the North Sea. Contracted duties are acceptance, storage and consolidation of different goods like spare parts, consumption materials and

provisions, as well as stuffing and stripping of containers, loading and unloading of supply vessels chartered by Siemens, handling heavy cargo and arranging pre- and post-carriages. Cuxport will also act as port agent for the offshore supply vessels, scheduled to call at Cuxhaven on a monthly basis.

"We were already involved in the commissioning of platforms by Siemens in the North Sea and operated everything through Cuxhaven. Both parties benefit from the extension of this cooperation," states Michael de Reese, Managing Director of Cuxport.

The converter platforms BorWin 2 and HelWin 1 have already been bundling the AC (alternating current) produced by the wind parks around Borkum and Helgoland for a couple of weeks, converting it into DC (direct current) and transmitting it via sea cable to the main land. Platforms HelWin 2 and SylWin 1 will be put into operation soon.

The HWG introduces itself: SPEDITION LÜHMANN GmbH & Co. KG

Profile

Company name:	SPEDITION LÜHMANN GmbH & Co. KG
Year founded:	1926
Industry:	truck forwarding company
Locations:	Cuxhaven, Bremerhaven
Portfolio:	logistics regarding fish products, warehousing (2.500 m ² suitable for frozen, refrigerated and dry goods), sea port forwarding company, temperature-controlled food logistics

Interview with Jens Lühmann, managing director:



Question 1 – How would you describe your company?

Logistics around fish products, temperature-controlled food logistics of all kinds

Question 2 – Why are you a member of HWG?

We are engaged in logistics nationwide and even in Austria, but want to keep operating from the coast because we can ensure cost-efficient services to and from the sea port of Cuxhaven ("hinterland connection"). Being a HWG member is of great interest for us, because Cuxhaven's potential and abilities can then become known beyond the regional borders.

Question 3 – What are your personal wishes for the company?

Further development for the Port of Cuxhaven and expansion of our services in the offshore business – all this based on our good geographic location and our 24/7 service availability for our customers.

This newsletter was sent to you by Hafenwirtschaftsgemeinschaft Cuxhaven e.V.

Legal notice

Issue 03 / 2015, 25.03.2015

Editors: Gwendolyn Dünner, Nadine Groß - Medienbüro am Reichstag GmbH

Photo copyrights: Unternehmensverband Cuxhaven e.V., Medienbüro am Reichstag, Reederei Nor Lines, Medienbüro am Reichstag, Cuxport

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

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

E-Mail: info@hafenwirtschaftsgemeinschaft.de

Chairman: Hans-Peter Zint

Register court: Amtsgericht (District Court) Cuxhaven – Register number: VR 496