

## HWG Newsletter 04/2016

### BVWP 2030: Realistic chance of implementation within coming years

*Interview with Jan Mueller, representative of the seaport operators from Lower Saxony in the executive committee of the Central Association of German Sea Port Operators (ZDS)*



**Jan Mueller, in March the Federal Transport Infrastructure Plan (BVWP 2030) was published. It allocates 9.3% of the funds to German waterways. What is your view on this ratio, especially since road and rail will have stakes of 49.9% and 41.3% respectively?**

As far as I know, all waterway construction projects relevant for Lower Saxony's seaports have been incorporated in the Federal Transport Infrastructure Plan (BVWP 2030), mostly in the "priority needs" or the "priority needs + elimination of bottlenecks" sections. In terms of financing, there is a real chance that these measures will be implemented in the coming years. The BVWP 2030 clearly enjoys better financial support than its predecessors. In my opinion, implementing transport projects, in general, and waterway engineering works, in particular, will essentially depend on the planning capacities available and the progress of the respective legal procedures. It is no secret that there is a lack of engineering capacity. Even more of an issue is the environmental legislation that is becoming more and more restrictive. We can certainly expect the measures affecting the waterways, in particular, to be the target of legal action by the environmental associations.

**At the same time, the handling of seaborne cargo at German seaports dropped by 2.6% in 2015, while Antwerp and Rotterdam were setting new records. What do you think is the reason for this? Does it have anything to do with the lack of infrastructure development?**

Comparing the German and the ARA ports for one year only yields little information. In my view, it is necessary to consider the long-term trends. The sea traffic forecast drawn up as part of BVWP 2030 shows significant increases for the German ports, and especially those on the North Sea. Overall, the transshipment volume in the German seaports is set to rise from 270 to 470 million tonnes between 2010 and 2030. This, of course, will only come about if transport infrastructure is expanded.

**Late March saw publication of the port concept for North Rhine-Westphalia, according to which German seaports will gain in importance. What do you see as being the strengths of German seaports in comparison to their neighbours, especially those in Belgium and the Netherlands?**

The strengths of German seaports lie in their geographical orientation towards the sales and producer markets as well as in the excellent interlinking between seaports and the rail transport network. Efficient hinterland transport via the rail network is certainly one strength compared with Antwerp and Rotterdam. The linkage of northern German seaports to the national railway network is therefore very important indeed. It is pleasing to see that Alpha Variant E has at long last been included in BVWP 2030, and this establishes the connection of northern German seaports to the south of Germany in line with the future demands. However, road transport connections also need to be highlighted, and these have been further improved by the construction of the A20 motorway. In general, I think that sufficient goods volumes exist to satisfy all of the north-range seaports. A mainport strategy, as has occasionally been advocated by the port of Rotterdam, should be rejected in view of the enormous concentration of traffic concentrations that this would cause.

**Siemens is setting up a facility in Cuxhaven, now AMBAU is also relocating its activities from Bremen to the city. How important is the port of Cuxhaven for Germany as an offshore location?**

As a matter of principle, I do not wish to comment on company relocations. Irrespective of this, it is important to focus attention on Lower Saxony as a location for the offshore wind industry. Both the geographical proximity to the wind farm sites planned in the North Sea and the fact that Lower Saxony's ports can be used as production sites for offshore wind facilities make the ports attractive locations for further companies in the offshore sector to set up business. The fact that Siemens is setting up its offshore production in Cuxhaven is a good example of this and one that could act as a trigger for development within the location.

## Starting signal for berth 4

### HWG members celebrate start of construction work at new multi-purpose terminal



Late April witnessed the long-awaited start of construction work for berth 4. The port facility operated by HWG member Cuxport will be completed by the end of 2017 and will soon be providing room for transport vessels with draughts of up to 14.30 meters on a quayside with a total length of 290 metres. In addition to the companies involved and representatives of the city, the list of invited guests also included

the politicians Enak Ferlemann, parliamentary state secretary in the Federal Ministry of Transport, Uwe Santjer, member of Lower Saxony state parliament, and Daniela Behrens, state secretary in the Lower Saxony Ministry for Economy, Labour and Transport.

“With the construction of berth 4 in Cuxhaven, we are setting an important milestone in the ongoing port development in Cuxhaven. In recent years, the Federal State has developed the port of Cuxhaven to become the leading offshore base on the German North Sea coast. Cuxhaven’s position is boosted by the new Siemens production plant, the establishment of the German Offshore Industry Centre and the construction of the new berth. The investment costs of € 36 million will be money very well spent. The message being sent from Cuxhaven is clear: we are showing industry how powerful the ports of Lower Saxony are and that it is definitely worth locating here,” said Behrens.

Cuxport, the operator of the terminal, had spent a long time working at the limits of its capacity, and the pleasure was very apparent in the comments from the company’s CEO Hans Peter Zint on the start of construction work: “There is no sensible alternative to the construction of berth 4. We, and especially our customers, can only use the given potential for growth by gradually increasing handling capacities. We will integrate the new berth into existing operations and continue with our multipurpose strategy, which has a proven track record of success.” The company is already operating a multifunctional transshipment terminal in the deep water port of Cuxhaven with berths 1 to 3. The new quay facility will connect with the existing multipurpose terminal in a south easterly direction. Storage and handling capacities will be developed on an adjacent site of 8.5 hectares in area.

The Port Landlord Lower Saxony Ports GmbH (Niedersachsen Ports) wasted no time in signing the contracts. After all, “we are now systematically continuing a development that we initiated with the dolphin berths and the ferry terminal,” said NPorts CEO Holger Banik. “We need this additional berth in Cuxhaven and therefore all the stops have been pulled out.”

## Supply Chain Day in Cuxhaven

### **HWG members give students an insight into the day-to-day business of logistics**

On 21 April 2016, companies from the logistics industry throughout Germany opened their doors to visitors in order to present the various processes and professions involved in their trade, as part of Supply Chain Day. Cuxhaven-based companies were also involved in the event once again, which was being organized by the Federal Logistics Association (BVL) for the ninth time.

In an event managed and organized by the Economic Development Agency Cuxhaven (AFW), some 80 young men and women from the region’s secondary schools, accompanied by their teachers, were able to visit a number of companies. The HWG members Cuxport GmbH and DFDS Seaways

GmbH gave the students introductions to the practical aspects of many jobs related to maritime logistics and transshipment in ports. At Otto Wulf GmbH, students were shown how sophisticated logistics services are able to implement offshore projects out at sea. KVG Stade offered a guided tour of the company including presentations of the various jobs in the local public transport sector. Richard Heinbokel & Co. GmbH, the hazardous material haulier, also contributed by showing students around its individual departments.

“Cuxhaven is a lively centre with attractive future prospects for a number of exciting jobs in transport and logistics,” said Christian Rogge from the Economic Development Agency (AFW). “We hope that we have been able to spark the interest of the next generation and generate some enthusiasm for these professions.”

“Once again, Supply Chain Day in Cuxhaven proved to be a resounding success. Students showed great interest in the guided tours and we hope we will be able to welcome many of them back as new apprentices,” said Hans-Peter Zint, CEO of Cuxport GmbH and Chairman of HWG.

## Seaports of Niedersachsen on tour in Brazil

### Lower Saxony ports under the spotlight at Intermodal South America



Under the umbrella brand “German Ports”, seaports from Lower Saxony and Bremen took the opportunity to promote themselves on a joint stand at the Intermodal South America trade fair in Sao Paulo from 5 to 7 April. The event is regarded as one of the major transport and logistics trade fairs in South America and provides an excellent opportunity to showcase the logistics services of Seaports of Niedersachsen.

This was now the tenth time that the Seaports of Lower Saxony and Bremen have been represented at the fair in Brazil to present their diverse range of services together with their versatile handling facilities and logistics capabilities to trade visitors. Brazil is the most important trade partner in South America for Germany. The main import goods include cars, automotive spares, chemical products and machines. Among the most frequent exports from Brazil to Germany are raw materials and products from the agricultural and foodstuff sector as well as iron ore, wood pulp and crude oil. “These are all goods that seaports in Lower Saxony know well and handle frequently, which makes them ideal European hubs for import and export activities between South America and Europe,” said Inke Onnen Lübben, Managing Director Seaports of Niedersachsen GmbH, the company responsible for port promotion of the seaport of Lower Saxony.

## HWG introduces her members: Economic Development Agency Cuxhaven

### Profile

Company name:	Economic Development Agency Cuxhaven
Year founded:	2005
Industry:	Municipal Agency
Location:	Cuxhaven
Portfolio:	Consultancy services for commercial and municipal development; start-ups and R&D; innovation and training; industrial development and company expansion; commercial properties; project development; network creation; network management; locational marketing and communication; regional cooperation arrangements; German Offshore Industry Centre

### Interview with Hans Joachim Stietzel, Head of the Economic Development Agency of the City of Cuxhaven



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

It adopts an expert and comprehensive approach, is creative, dedicated and motivated – and always aims to deal with the issue directly by working together with the customer.

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

Creating networks – especially in a maritime economy – is one of our primary missions. HWG provides an ideal platform for an economic development agency such as ourselves to assimilate ideas from the maritime economy and initiate suitable projects and also to present our own concepts and work together with our partners to optimize them.

53° 52' N 09° 42' E



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

I'd like to continue with my entire team to deliver our share in promoting Cuxhaven as a business location and helping the maritime industry to thrive.

Further information on the company is available at: **[www.afw-cuxhaven.de](http://www.afw-cuxhaven.de)** and **[www.offshore-basis.de](http://www.offshore-basis.de)**

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