

HWG Newsletter 05/2016

“Enjoy a hands-on experience of seafaring!”

Interview with Jenny Sarrazin, head of the “Windstaerke 10” Shipwreck and Fisheries Museum Cuxhaven, Germany



Ms Sarrazin, the Windstaerke 10 Shipwreck and Fisheries Museum has existed in its present form since 2013. What is your view of the museum’s development and the interest it has inspired?

Just under 50,000 people visited our museum in each of the first two years. This is a good base to build upon. We are even more pleased about the positive response we have received from our guests time and again. Last year’s visitors survey confirmed that more than 90 percent of the respondents enjoyed their visit a lot or very much. Many visitors are children for whom we have prepared special programmes.

Many of the museum’s exhibitions have a child and family centred approach. What contribution can the museum make to inspiring the younger generation to pursue fishery and shipping?

Cuxhaven’s rise owes much to the fishing industry. Despite this, fishery only plays a minor role in how Cuxhaven’s younger generation perceives themselves. I think the Windstaerke 10 Museum can make a significant contribution to reclaim this lost identity and prepare the groundwork for making seafaring occupations an interesting option for young people again.

Storms, sinking ships and maritime search and rescue are central topics in your museum. What makes Cuxhaven the place to tell the history and development of sea rescue operations?

We really have incredibly exciting topics! Stories about distress and rescue at sea are truly dramatic. What’s more, the working conditions on the old side trawlers during fishing operations on the high seas were extremely harsh.

As regards the building, our museum combines two former halls for fish packaging with a modern hall in the middle. This way our exhibition immerses visitors in an authentic space that is also highly attractive. Moreover, we are located in the heart of the port area, very close to the waterfront. Here, you can virtually come face to face with what sailing the seas was like. And you can easily imagine how rough it can be out at sea, when strong winds are blowing.

What are your plans for the museum's future development?

We were off to a good start, but we must of course see to it that our museum remains attractive. This means we will not just offer exciting special exhibitions, but will also continue developing our permanent exhibition and bring it in line with current trends. Interactive displays are an essential part of our appeal, not just for kids. A visit to the museum should be highly enjoyable!

Another rift for offshore wind?

Only two years have passed since the most recent amendment to Germany's Renewable Energy Act, and meanwhile the Energy Ministry has already put the next reform bill on the table. It provides a tendering model for offshore wind energy that according to the ministry aims at reducing electricity prices. As can be heard from industry players, operators are willing to accept these changes, but not however the planned limitation of additional installations. According to the bill, tenders are to be capped at 730 megawatts a year. The Offshore Wind Energy Foundation recently announced this is too low a figure and would lead to a lack of flexibility. It claims that an abrupt cut is threatening the future expansion of offshore wind energy.

This brings back bad memories of 2013, when Altmaier, then Environment Minister and currently chief of staff for the Chancellor's Office, deeply upset the industry with plans to abruptly stop allegedly offshore wind energy induced power price hikes – with devastating effects, indeed: projects were shelved, many companies had to resort to short time work or even dismissal of employees. Cuxhaven, too, was severely affected by the last abrupt cut. Reduced expansion hit port locations especially hard, because previously high investments had been made here in order to build an infrastructure suitable for offshore purposes. The positive recent development – with a record of additional three gigawatts of installations in 2015 – and therefore full offshore capacity utilization in the ports seems to be at risk again. Against this background and considering optimizations in installation logistics already reducing capacity requirements in ports, the construction of a further offshore handling terminal in the North Sea also seems to make little sense.

The industry's demands are clear. It needs long-term, stable basic conditions for its projects, which require high investment sums and long planning periods. In addition to a constant rate of expansion – at not too low a level – this includes security for connection to the grid, which is also a process that takes about five years' time from planning to implementation. Otherwise, there will again be the threat of layoffs in an industry that meanwhile employs more than 18,000 people and whose value chain extends from the coastal states down to the southern federal states. Moreover, wind energy at sea is considered one of the main pillars of success for the energy transition. The offshore crisis in 2013 has shown one thing: If politicians do not set clear and reliable general conditions, many companies and projects will migrate to foreign markets.

HWG members present Cuxhaven in Antwerp

Seaports of Niedersachsen's exhibition stand at Breakbulk Europe was very well attended



This year again, HWG and several of its members were represented at the joint stand of Seaports of Niedersachsen at Breakbulk Europe. From May 24 to 26, 2016, Cuxhaven-based companies used the tradeshow for breakbulk and project logistics as a major market place. Seaports that organized the fair stand enlarged it this year to 54 square meters "in order to underline the tradeshow's

high significance" and illustrate "the high capacity of Lower Saxony's seaports for transshipment of large quantities of general and project cargo," says Inke Onnen Lübben, Managing Director Seaports of Niedersachsen GmbH, the company responsible for port promotion.

The concept has proved to be successful: on all three trade fair days, the stand attracted great interest from the visitors. Sub-exhibitors including the companies Cuxport, DFDS Seaways as well as Cuxhaven Port Business Association itself also used the space for discussions with customers and new business contacts. The event organizers of the worldwide largest breakbulk trade fair had expected more than 8,000 visitors. Lower Saxony's seaports presented themselves as specialists for transshipment and storage of breakbulk cargo like iron, steel and paper products and project cargoes with high breakbulk weights and oversized dimensions (such as for offshore wind components), which are also routinely handled in the ports.

NPorts promotes engineering professions at *bonding* recruitment fair

The Port Infrastructure Company Niedersachsen Ports (NPorts) presents new trainee programme



At the student-organised recruitment fair *bonding*, NPorts presented their various occupational fields and new trainee programmes. Held in Braunschweig on May 24 and 25, the fair provided the opportunity for companies to introduce and present themselves directly to students. “We want to hold face-to-face talks and provide a detailed description of our tasks and daily working routines to interested students,” says Andreas Demuth, head of project

management at Lower Saxony Ports.

The new trainee programme will help graduates firstly to gather initial job experiences as civil engineers and secondly to actively cooperate in projects and in day-to-day business. In the process, they are supported by experienced mentors. “We want to kindle a spark of enthusiasm,” adds Demuth.

However, it is not just civil engineers that are sought after: at Lower Saxony Ports there is also work for industrial engineers, mechanical engineers, electrical and surveying engineers; tasks are widely spread and range from strategical planning of ports via development of mechanical plants (such as e.g. locks) up to hydrographic surveys in ports.

“We have an ongoing need for skilled personnel and young professionals and want to position ourselves for the future in the best possible way. As one measure, we intend to use our good contact to Technical University Braunschweig to bring our offers closer to students, graduates and job starters,” explains Sabine Nitschke, head of personnel and administration at Niedersachsen Ports, adding that the company also offers career perspectives and high workplace safety, in addition to interesting and varied tasks.

The recruitment fair *bonding* in Braunschweig has already been liaising between students and companies since 1988. It is a student initiative with the goal of building a bridge between both



groups, which has become a regular success with 100 firms on 1,750 square meters on two days a year.

Feedback on the HWG newsletter

We invite you to evaluate our newsletter

The newsletter of Cuxhaven Port Business Association has now been published for five years and provides monthly reports about business developments and major issues concerning the Port of Cuxhaven. It is still essential for us to give our readers a say on the topics addressed in the monthly newsletter.

For this reason, we cordially invite you to answer our short questionnaire and tell us your opinion of the HWG newsletter. You will find the link to the anonymous questionnaire [here](#). We look forward to your response and hope to continue attracting your interest.

An introduction to HWG: Kravets & Kravets Partnerschaft Rechtsanwalt Attorney-at-Law mbB

Profile

Company name:	Kravets & Kravets Partnerschaft Rechtsanwalt Attorney-at-Law mbB
Year founded:	2013
Industry:	Law
Location:	Cuxhaven
Portfolio:	available and ready to go 24/7/365, unrivalled language competency (German / English), academic and practical expertise at the highest level, internationally demonstrated in publications, presentations and legal forensics

Interview with lawyer Erik Kravets, M.A., founding partner



Question 1 – How would you describe your company?

We are proud of our consistent, high level of legal professionalism, have a passion for shipping and believe the reason for our excellent track record is the fact that we protect our clients and help them achieve success – rather than just aimlessly billing hours.

If you find the right lawyers for your company you will avoid costly mistakes – from a long term perspective – and be able to capitalize on useful strategical opportunities.

Question 2 – Why are you a member of HWG?

Because we love Cuxhaven! We want to help build up this community and strengthen our neighbours.

As in 2015, this year again (i.e. November 2016) we will organize a conference on all legal aspects of the offshore industry and maritime commerce. Naturally, we will make it possible for all Maritime College students to attend free of charge. Experts from New York, Boston, London, Rotterdam, Oslo, Hamburg and many other major cities will be following our invitation to give presentations and build up their networks in Cuxhaven.

Last year we had the pleasure of welcoming Michael Gray, Consul General of the United States, as our keynote speaker. Likewise attending were Professor Jason Chuah of City University in London, Taco van der Valk and Emily Dérogée as representatives of the Netherlands Transport Law Association and a delegation from Hamburg Süd KG's claims department.

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

A world in which no dispute makes it to litigation –where parties settle their differences of opinion out of court in a civilized way and, naturally, by involving their attorneys who can accurately and comprehensively draft the intentions of the parties.

Also: stronger and closer connections between Germany and the United States. We do our part by teaching courses at Maritime College in Cuxhaven in the context of the German American Maritime Institute and via exchanges with Baltimore, Maryland and Port of Hueneme, California, as well as our long-standing links with the US consulate in Hamburg.

For further information on the company, see their website: www.kravets.de and www.maritime-institute.de

53° 52' N 09° 42' E



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

Legal notice Issue 05 / 2016, of 14.06.16

Editors: Gwendolyn Dünner, Alisa Loenneker, Fabian Hoppe, Kevin Hohmann - Medienbüro am Reichstag GmbH

Photo copyrights: Shipwreck & Fishery Museum Windstaerke 10, Seaports of Niedersachsen, NPorts, Medienbüro am Reichstag GmbH, Erik Kravets

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 (District Court) Cuxhaven – Register number: VR 496