

## HWG Newsletter Q4/2016



Dear readers,

Let me introduce the new quarterly version of our English newsletter for the Cuxhaven Business Association (HWG). As we announced last year during our readers' survey, we have been looking for a more efficient and effective way to keep you informed. We believe that this new quarterly format will continue to provide you with this service while concentrating on the most important developments at the Port of Cuxhaven.

In this first issue of the quarterly newsletter, we look back on the developments surrounding the new Siemens settlement in Cuxhaven as well as AMBAU GmbH's relocation and expansion of services. We summarise the event roadshow "Port meets Mainland" by Seaports of Niedersachsen, in which several HWG members took part, and report from two exciting business travels – a visit to Namibia and taking part in a delegation to Iran.

Please enjoy reading this first issue.

Kind regards,

Hans-Peter Zint  
Chairman of the Cuxhaven Business Association

## AMBAU takes over CSC production site

### The HWG member is significantly broadening its spectrum in Cuxhaven



As of 12 October 2016, AMBAU GmbH has taken over the former assembly site, the associated storage facilities and the 500 t gantry crane of Cuxhaven Steel Construction GmbH (CSC). In the additional facility, which AMBAU already had been renting for some time for the purpose of expanding its capacity, it is planned to conduct the partially automated coating and final processing of raw steel towers, offshore foundations and other large construction parts. The production site is being renovated accordingly at this time.

The original AMBAU facility, which also has existed since 2008 in Cuxhaven and is located directly adjacent to the former CSC production site, will therefore be fully focused on so-called black manufacturing, which is to say the construction of towers without any painting or final finishing. The final finishing in the new site includes, for example, the installation of ladders, platforms and electronic components in and on the tower segments.

Thanks to the extension, capacity at the Cuxhaven site will nearly triple to include 200,000 square metres of storage, a gantry crane with a lift capacity of up to 500 tons directly on the pier and access to berths for jack-up vessels. In April 2016, the company had announced that it would relocate its production from Bremen to Cuxhaven entirely. "In the course of this, we will try to take on as many workers as possible from Bremen in the Cuxhaven operations," said Holger Müller, sales director of AMBAU GmbH.

## The first subsuppliers for Siemens have been announced

### Half time at the Siemens project: many opportunities and options remain



plant.

One year ago in September 2015, the establishment of Siemens in Cuxhaven was announced with a finalised contract. Since then, a lot has happened: the site construction and preparation of the production site's foundation are complete and the main construction work for the facility is making fast progress. At this time, the Agency for Business Development of the City of Cuxhaven is working with the Employment Office and Siemens to find subsuppliers and employees for the offshore wind turbine

Siemens has received more than 1,000 job applications. And even though the first spate of open positions has been filled, there are still many opportunities available. Especially, roles remain open in the fields of production, supply chain management, quality assurance and workplace security.

Moreover, the first subsuppliers for the Siemens factory have signed on: Nordmark is planning the construction of a manufacturing facility for large-scale cast and welded components for offshore wind power installations in the direct vicinity of the Siemens plant. The Danish company is investing more than 100 million Danish crowns (over 13 million euros) in the production facility, which will encompass 5,000 square metres. The subsupplier will employ 35 people in Cuxhaven.

The inbound logistics and production supply chain work for the new Siemens offshore wind turbine plant will be taken over by the Bremen logistics service provider STUTE Logistics (AG & Co.) KG, which

is a wholly-owned subsidiary of Kühne + Nagel Group. With the establishment of STUTE as a logistics partner, the creation of a further 100 jobs are anticipated at the location.

Dr Hans-Joachim Stietzel, director of the Cuxhaven Business Development Agency, emphasised: “We welcome these first new arrivals. Others will follow. The establishment of new businesses, which is being carried out in close cooperation with the Cuxhaven Port Development Association, reflects a long term process which will take many years and create many positive effects for Cuxhaven.”

## Port Meets Mainland

### A series of presentations introduces Lower Saxony’s ports to the mainland



With the new series titled “Port Meets Mainland”, which was introduced in autumn, Seaports of Niedersachsen and the Container Terminal JadeWeserPort in Wilhelmshaven are illustrating the developmental potential of Lower Saxony’s nine ports. The first events in the series were held in the previous year in the cities of Cologne, Bielefeld and Dresden. The many invited guests included numerous representatives of the

logistics sector and of cargo and shipper interests.

Instead of discussing the advantages of individual ports, the goal was to demonstrate based on best-practise examples, how logistic chains for products out of the region visited could benefit cargo interests in that region. Thus, in Cologne, one focus of the discussion was on general cargo transports from inland sources to Immingham, UK, via Cuxhaven; in Bielefeld, it was on construction site logistics for a Westphalian shipper; and, finally, in Dresden, it was on joint projects with the paper industry.

“On the whole, existing customers were very pleased that we presented ourselves to the mainland,” said Seaports of Niedersachsen’s Manager for Cuxhaven Roland Schneider. The Danish shipping line DFDS Seaways, which also runs a freight-ferry service out of Cuxhaven, was present at each event, had an opportunity to engage in fruitful exchanges and acquire customers. Finally, as each evening wound down, the regionally available logistical possibilities were explored along with new ways to take advantage of the ports along the German North Sea Coast.

In 2017, further cities will be visited. It has already been resolved to hold events in the Berlin/Leipzig region. Inke Onnen-Lübben, General Manager of Seaports of Niedersachsen, stated: “We want to powerfully anchor an awareness of our Lower Saxony seaports with shippers, owners and freight forwarders.”

## Port Business Association trip to Namibia

### Board member leads talks on possibilities for cooperation with Cuxhaven



Port Business Association board member Dr Hans-Joachim Stietzel took advantage of an invitation from the Namibian ambassador to travel to the Namibian capital of Windhuk in November 2016. There, he participated in the conference “Invest in Namibia” and led talks with local businesses, individuals and institutions. The goals of the trip were to introduce the businesses in Cuxhaven and explore investment

and cooperation opportunities in Cuxhaven’s fishery sector and generally between the port group Namports and Cuxhaven.

The waters of Namibia in southwest Africa are among the best fishing grounds in the world. Roughly 120 fishery companies are present there and they employ approximately 15,000 people. 98 percent of the harvested fish are exported, which represent roughly one quarter of the country’s overall exports. EU states such as Spain, the Netherlands and Italy are the main buyers of fish and fish products from Namibia, and the production sites have an accordingly high standard. Overall, 300 ships and 15 factories are involved in fish processing. The fishery industries are primarily located near Walfis Bay and the port city of Lüderitz.

In the context of his trip, Dr Stietzel inter alia met with the Namibian fishery minister Bernhard Esau, the manager of the Namibian port group Namports and the Walfis Bay Corridor Group, the Confederation of Namibian Fishing Associations, the Namibia Investment Center and other relevant enterprises. Prior to this, the Cuxhaven Port Business Association and the Cuxhaven Fishery Business Association prepared and financed the journey.

“For Cuxhaven, Namibia is a very intriguing market. On the one hand, the fishery industry is relevant, given Cuxhaven’s expertise as a fishery port and fish processing location, which opens up numerous opportunities to cooperate. But the port shipping industry also has great potential, especially for dry bulk, break bulk and project cargoes,” said Dr Stietzel.

Namports is currently constructing a new container terminal in Walfis Bay, which is also usable for non-containerised cargoes and will extend the current port capacity from 350,000 TEU to 750,000 TEU. The project includes 600 metres of additional quays and is 55 percent complete.

## Port Business Association board member travels to Tehran

### Cuxhaven recognises great potential in the Iranian market



The Cuxhaven Port Business Association, represented by its Chairman Hans-Peter Zint, participated in a delegation led by Lower Saxony's Economics Minister Olaf Lies to Iran. The trip took place from 5-8 November 2016. The goal of the trip was, inter alia, to strengthen the business relationships to Iranian companies.

Representing Cuxhaven's port businesses, Hans-Peter Zint led discussions with shipping companies

throughout the journey. "For our member companies, Iran is an exciting new market. This applies both in terms of imports as well as exports. We hope, therefore, that this journey will generate numerous valuable contacts in the maritime sector as well as to cargo interests and that it will promote projects accordingly," said Zint. "Cuxhaven has ideal multi-purpose terminals and the perfect environment to ship RoRo, break bulk and project cargo, meaning that planned infrastructure investments in Iran can be supported."

In order to support companies entering into the Iranian market and in order to arrange economic and political contacts, Economics Minister Lies opened a Lower Saxony 'embassy' in Tehran on 6 November 2016. Minister Lies said: "After our highly successful delegation last year, it was clear for us that these budding Iranian contacts needed to be strengthened. Especially for companies in Lower Saxony, this country, with its 80 million inhabitants, represents a great opportunity, and we are determined to make good use of it. For this reason I am very pleased that we are the first German state to take this step and open our own office in Tehran."

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

#### Legal notice

Issue Q4 / 2016, 13.03.2017

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