

HWG Newsletter 02/2015

“Maritime economy is a significant leading market for Lower Saxony”

Interview with Olaf Lies, Minister for Economy, Employment and Transport in Lower Saxony



Mr. Lies, the 2014 trade accounts of seaports in Lower Saxony show an explicit upward trend. What do you expect for the coming years?

The maritime economy is a significant leading market for Lower Saxony. The key elements are the sea and inland ports, which reflect the entire diversity and range of the Lower Saxon sea ports and are essential for the German logistics industry. We aim to ensure, expand and strengthen the competitiveness of the ports in Lower Saxony. Therefore, we are in close dialogue and exchange with the ports and are currently working on prospects together.

We are aiming to achieve durability for the future and to launch the right investments. In 2015 alone, the federal state's very own infrastructure corporation Niedersachsen Ports (NPorts) plans to invest 80 Million Euros into the maintenance and expansion of the Lower Saxon sea ports. Here, together with the federal state, NPorts puts its focus on the wind energy and automobile industries, agriculture and container handling.

In order to generate capacities for automobile handling, e.g. in 2015, the dolphin berth in Cuxhaven will be expanded and the one in Emden will be completed. Also, project planning regarding a berth for mega carriers will be finalized and with it Emden's position as the second biggest port for automobile handling in Germany. In Brake, a central point for the handling of agricultural goods, the Südpier will be renovated and a second berth for mega carriers will be built. In Cuxhaven, the planning of berth no 4 (LP 4) continues steadily and we hope to realize it in the near future.

As a long-term prognosis for sea transport in all Northern German sea ports, we expect an average growth of three percent per year until 2030.

The container handling in all German sea ports will double (+4.3% p.a.), however the significant growth will be predominated by the two existing container ports Hamburg and Bremerhaven and the new deepwater port Jade-Weser-Port in Wilhelmshaven.

How would you evaluate the opportunities for further development in Cuxhaven?

In the last years, the federal state strengthened the port of Cuxhaven and turned it into the leading offshore port on the North Sea coast. The existing berths are already intensively used for equipping offshore wind farms. Unfortunately, higher political decisions stopped us in our tracks, but the new EEG and the extension of the acceleration model have helped us to get back on track. The optimization of the existing berths requires reliable new businesses to settle down, so that the port infrastructure can be expanded on a demand-oriented basis. The federal state's government will continue to develop the offshore terminal, on the basis of a concrete decision for a location. Not many European ports possess such good conditions for potential future businesses, cargo handling and logistics processes of the offshore industry. For area enlargement, the planning of project LP 4 was pushed forward by a notification procedure. Hence, I am very optimistic that Cuxhaven will further strengthen its position as a strong centre for the maritime industry in Lower Saxony.

In relation to the publication of the trade accounts, the "Hafen+" programme was introduced, which encloses ecological, economic and social activities of port companies and port management. To what extent does Lower Saxony lead the way with such a programme?

In their respective surroundings, the Lower Saxon ports develop diverse and innovative solutions for sustainable logistics. "Hafen+" labels the surplus, which exceeds the classical service of a port of handling goods and commodities. Particularly great emphasis is laid on sustainability. In this programme, activities of the port companies and the port management shall merge and not remain isolated. Furthermore, we will set our focus not only on the ecological and economic but also on the social aspects, focussing on the environment and social responsibility. Considering the demographic change and the shortage of qualified personnel, these actions are enormously important.

The ports of Lower Saxony observe a positive growth

State invests in port infrastructure expansion

On 16 February, NPorts and the Lower Saxony Ministry for Economy, Employment and Transport held a press conference in Oldenburg, where the statistics for overall cargo handling in all the state's ports were published. The total volume in 2014 amounts to 46.4 million tons and results in an increase of 1% compared to the previous year (46 million tons in 2013). Correspondingly, the total seaward bulk handling also increased by 1%, adding up to 39.3 million tons in 2014 (38.76 million tons in 2013). However, general cargo handling decreased by 2%, falling from 7.23 million tons in 2013 to 7.05 million tons in 2014, which can be attributed to decreased container handling. Automobile logistics achieved an increase of 7% in the handling of new built cars in and through the ports in Lower Saxony: 1,702,706 cars were shipped in 2014 (1,597,948 cars in 2013).

Inke Onnen-Lübben, managing director of Seaports of Niedersachsen GmbH, states: "We are quite pleased with the results of cargo handling in our nine ports in Lower Saxony and the sea transport in general. In several ports, we have noticed great developments in business segments with high potential for value adding services, such as cargo handling and storage of general cargo, agricultural goods and project cargo for the wind industry, as well as automobile handling."

Cuxhaven, as a strong port, contributed significantly to these positive results. Here, overall cargo handling increased by 2%, rising from 2.65 million tons in 2013 up to 2.7 million tons in 2014. The main domains were general cargo and automobile handling. General cargo, which includes project cargo components for the offshore industry, increased by 14% mounting up to 983,592 tons (865.952 tons in 2013). Additionally, 392,389 new vehicles were shipped last year from Cuxhaven, compared to 367,090 vehicles in 2013.

This positive development is accompanied by modernizations of Cuxhaven's infrastructure. For the expansion and renewal of an existing berth, a dolphin berth will be constructed this year in the *Amerikahafen*. In order to enlarge the port capacities, steady progresses are made in planning the urgently needed LP4. In this context, Minister for Economy Olaf Lies assured an investment of 35 million Euros for the realization of this project.

Olaf Lies stated at the press conference in Oldenburg that overall, the federal state plans to invest approximately 80 million Euros this year in the expansion and maintenance of the ports in Niedersachsen.

The Nautical Association of Cuxhaven puts great effort into securing the future of German shipping

Politicians, representatives of associations and businesses welcomed at panel discussion



The topic “The German maritime industry – employment situation of German seafarers” of the panel discussion on 16 February held by the Nautical Association of Cuxhaven (NVC) found numerous interested participants. Notable guests at the Captain Ahab’s Club were Enak Ferlemann, Parliamentary State Secretary of the German Federal Ministry of Transport; Dr. Valerie Wilms, member of the Bundestag (B90/Die Grünen); Dr. Ottmar Gast, spokesman of the German Ship Owner Association (VDR); Captain

Prof. Dr. Christoph Wand, chairman of the German Captains and Ship Officers Association, and Peter Geitmann, representative of the Labor Union ver.di.

The panel discussed the problematic lack of employment opportunities for German seafarers. Chairman of the NVC, Captain Ralf Gütlein, critically questioned why German vessels are rarely staffed with German crew, whereas the Danish and the Dutch vessels almost only have crew of their own nationality. Additionally, graduating students from the Maritime College have no opportunity to fulfil their seagoing service as watch keeping officers, which is compulsory for their training. Several attending students from the Maritime Colleges Cuxhaven and Elsfleth vividly described the currently dim prospects for young students.

Furthermore, the “Maritime Bündnis“ (Maritime Alliance), a joined campaign by the Federal Government, the Ministries for Economy, Transport and Culture of the Northern German coastal states, the German Ship-owner Union and the Labor Union ver.di, is in crisis by now.

While the approaches in trying to solve the above-mentioned issues were not promising, the evening reached a hopeful conclusion by referring to the National Maritime Conference in October 2015 in Bremerhaven, where this subject matter will be discussed among other important topics.

The HWG introduces itself: Sartori & Berger GmbH & Co. KG

Profile

Company name:	SARTORI & BERGER GmbH & Co. KG
Year founded:	1858
Industry:	Maritime Services
Locations:	Cuxhaven, Kiel, Brunsbüttel, Hamburg, Stade, Bremerhaven, Wilhelmshaven, Lübeck, Rostock, Sassnitz
Portfolio:	Port Agency, Kiel Canal Agency, Ferry Services, Terminal Operation, Stevedoring, Cruise Agency, Shore Excursion, Ground Handling, Offshore, Customs, Shipbroker, P&I

Interview with Jens B. Knudsen, CEO:



Question 1 – How would you describe your company?

Cosmopolitan, reliable, highly qualified, customer-friendly, mobile

Question 2 – Why are you a member in HWG?

The HWG strengthens Cuxhaven as a port by supporting aims shared by all sea ports, maritime services und production businesses. Additionally, the HWG provides fast and efficient information exchange. Together we are strong!

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

I hope that young people, who are genuinely interested in our company, continue to take the chances and challenges offered to them with enthusiasm and delight.

Further information about the company: www.sartori-berger.de

53° 52' N 09° 42' E



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

Legal notice

Issue 02/ 2015, 17.03.2015

Editors: Gwendolyn Dünner - Medienbüro am Reichstag GmbH

Photo copyrights: Ministry for Economy, Employment and Transport in Lower Saxony, Nautischer Verein Cuxhaven e.V., Sartori & Berger GmbH & Co. KG

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