

# Finding the right solutions

Transporting wind power components by ship requires a lot of expertise and experience. Employing its own team of experts with many years of specialist knowledge in this arena, shipbroker COLI provides the appropriate tonnage – made-to-measure for all cargo components, including complete wind turbines.

When the ship intended to carry the cargo ties up at the port of loading, the majority of the work done by the COLI team has already been completed, even though the loading procedures are yet to begin. That's because during the initial bidding phase, the experts of the company's "Wind Desk" will have already gone through all the important and relevant questions associated with the shipment.

The COLI Wind Desk is a team of employees who specialise in wind power components. The Wind Desk with a focus on European shipments is located in Bremen, and the company also has a Wind Desk in Hamburg that focuses on worldwide shipments. Furthermore, each member of the team concentrates on a particular manufacturer, since products differ even though they belong to the same group of goods.

By setting up these teams of experts many years ago, COLI has responded to the emerging and increasing significance of wind power and the resulting shipping business. Today, its customers are benefiting from this foresight because the specialists take care of the entire process from A-Z, arranging the shipment of wind power components by sea. And with this team, everything is 'under one roof', and customers can make use of their own personal contact who is responsible for them, and is available around the clock to keep them continuously informed.

All the necessary details are collected

in the bidding phase. It is initially of prime importance to 'understand' the cargo components in order to find a suitable vessel for the job. It is essential to take into account the customer's specifications, the sequence, and the requirements of the goods to be transported. The experts calculate how much space will be needed in order to exploit the vessel's capacity to best effect, and look for the right type of ship. Then they check which carrier has the appropriate tonnage available.

Constant monitoring and knowledge of the current positions of the ships and their readiness for loading play an important role. As a shipbroker, COLI has many options to choose from when it comes to selecting the appropriate vessel type, thanks to contact with shipping lines established over many years and a precise knowledge of the market (which is a further advantage for the customer).

Next, the potential candidate vessel for taking the cargo is checked again in detail by the experts. In addition to the technical plans of the ships, other points carefully considered include the location of the tanks, for example, so that any welding work necessary for securing the cargo can be carried out. A first stowage plan, issued before booking, is studied in order to utilise the space to optimum effect and to avoid broken stowage. Costs are saved in this way, as it is not necessary to use larger ships than needed, and a competitive rate can be offered.

COLI's aim is to find the most cost-effective – but at the same time safest – solution both in terms of the tonnage and the ports. That includes identifying the best ports of entry for the shipment's final destination, so that the most economical route for the customer is found as there are always several options to choose from. This is all part of the comprehensive consultancy provided by COLI. After gathering all costs, the bid submission follows.

Usually an offer is available very shortly after the inquiry has been received – because COLI has a broad-based, global personnel and logistics set-up and the offices work hand-in-hand and can offer solutions rapidly.

Once the order has been placed, they check whether the goods have been made available in time for loading and whether the ship will arrive at the port in time. As COLI also acts as a port agent for ports of the Weser and the Elbe River, its employees maintain continuous contact with the ship directly and also all parties involved. They are present most of the time when loading, and they issue the documents.

The complete chain of communication is also maintained when the ship is at sea. There are daily updates throughout the journey, with position and weather reports so that any delays can be identified at an early stage and the arrival time at the destination port can be calculated.

Even when COLI has completed its



assignment smoothly and without any difficulties, the job is still not over for the specialists from the Wind Desk; that's because COLI ensures sustainability and reliability, and at the customer's request also takes care of problems that do not fall directly into its own area of responsibility. These might include such things as communication with the stowage company in the event of problems with storage. But it also checks its own performance. Have all the manufacturer's requirements been complied with? And what adjustments will have to be made in future projects in order to get the job done and to satisfy the customer's wishes?

COLI's wind power specialists see it as their duty to complete every shipping job on time, meeting the highest quality standards with the most modern tonnage and the necessary care and safety, even taking into account imponderables such as bad weather, tidal range and port capacity.

COLI Schiffahrt & Transport Bremen GmbH has in recent years developed into a specialist for providing marine transports for wind power components. In this interview, Branch Manager, Thomas Hölker, explains how they are successful with customised solutions and personal support.

**PES:** What services does COLI offer at its Bremen office?

**Thomas Hölker:** The Bremen office specialises above all in arranging the shipment of wind power components by sea within Europe. However, now the business has expanded and also reaches beyond Europe to the countries of the Mediterranean and the Black Sea, so to North Africa and Asia. Plus, we have accumulated a wide range of experience in the area of wind power, because we have already worked with all the well-known manufacturers. Apart from this, we also function as port agents in Bremen and we arrange

marine transports of steel products and project loads within Europe.

**PES:** In what way does inner-European business differ from global business?

**TH:** Inner-European competition is much stronger and more transparent. As a result of this, rates are much more price-sensitive than on other routes. In that respect, our decades of experience as shipbrokers are crucial, scheduling is important, as well as the sequence in which ships are to sail. We examine precisely how broken stowage can be avoided, thus systematically saving costs, and as a result we can guarantee our clients very good prices.

**PES:** What range of services do you offer for the shipment of wind power components?

**TH:** Our advantage is that we have many options and we can select the right partner out of many for the customer. We listen carefully to the customer's wishes, respond quickly, develop concepts and offer customised, individual project solutions for their respective needs. The COLI Group has a very good network of contacts around the world and we get all the information needed for comprehensive consulting.

**PES:** What are COLI's major strengths?

**TH:** We 'understand' the cargo and we know exactly what to do and where to turn our attention. The customer gets personal support from the experts on our 'Wind Desks'. These are teams that specialise in wind power components and these Wind Desks take care of the entire process from A to Z. The advantage for the customer is that with this team, everything is handled in one place and the customer always has the same contacts. And another major strength is the advice we provide, because we do not simply work to the specifications of the customer, but try to find the best possible solution.

**PES:** Do you have an example of successfully-executed shipments to hand?

**TH:** There are many; our spectrum ranges from partial shipments such as three nose cones, each weighing 800 kg, through to 72 complete wind turbines in five lots as a total project, which we shipped to Italy.

**PES:** What status do your partners have?

**TH:** In our business, partnership and reliability are the key factors. We work with all the well-known carriers that are in the break bulk business, numbering around 40 worldwide, but also with less well-known firms in the niche sector, like pontoon shipments.

**PES:** What is your business forecast for this year and next?

**TH:** The past year has been very difficult, but we have found the right approaches and we have become more flexible. COLI now has the major advantage of being set up in such a way that we can adapt. We are continuously developing and can approach new customers, new shipping routes and even new partners. For that reason, we expect the second half of the year to go well for COLI. We

have acquired follow-up projects and demand is increasing; the financial environment is stabilising and many projects that have been postponed in the last 12 months are now being implemented.

Of course, we still have to take the initiative, to approach manufacturers and to be open for new business. But we are very optimistic that as a result of our specialisation in wind power components in particular, we will continue to gain new contracts and follow-up orders. We have already been working on new business segments for some time now, such as the offshore wind energy segment, which is sure to play a greater role in the future. And it is important to be in there from the beginning. ■

For more information, please visit: [www.coli-shipping.com](http://www.coli-shipping.com)

## About the company

COLI Schifffahrt & Transport was founded in Bremen and Hamburg in 1974 and has gradually expanded its activities to such an extent that today it can be considered as the COLI Shipping & Transport Group.

With offices in the main North European seaports, Singapore and Japan, the COLI Group has been structured to offer professional cover for all types of marine transportation. Apart from liner activities, COLI has developed vast experience as agents and brokers in cross trades and chartering of all kinds of project and heavy lift cargoes.

The group's head office is located in Hamburg, Germany.

COLI's group activities can be divided into distinct niche markets such as wind power, however, the overall picture allows COLI to offer a global perspective, which is ultimately of benefit to shippers and receivers.

COLI's diverse experience with a multitude of commodities throughout the Middle East, South East Asia, North and South America as well as the domestic markets of Europe, means that whatever

the requirements may be, COLI has the ability and experience to fulfil them.





[www.coli-shipping.com](http://www.coli-shipping.com)

## Customized solutions for project and heavy lift cargoes

More than 35 years of experience as broker in the ocean transportation of project and heavy lift cargoes qualify us as your professional partner for marine transport. Our experienced specialists around the world provide you with support for any uprising need.

Solutions Beyond the Ordinary

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