

Delivering wind to the world



BBC Kurt Paul

BBC Chartering's Mads Poulsen talked to PES about how the demand for wind energy is increasing and the growth in size of the blades being used to harness it. This is a company which is uniquely positioned, with both the fleet capacity and the vessel diversity, required to meet the challenge of bigger blades and a rise in demand.



Mads Poulsen

PES: Hi Mads, it's great to welcome you back to PES Wind. We have spoken together on many occasions and it's great to have your perspective on chartering in our industry. We would love to know how BBC is positioned to keep up with the developments in the wind turbine transport sector?

Mads Poulsen: We are following developments in the industry very closely in order to develop an early understanding of the market as it evolves. We have conversations all the time with people who have key insights into current market developments, and we've been participating in studies that map risk and performance.

Over the past years we've seen the introduction of bigger blades, and we continue to follow this tendency with great interest. We expect this trend to continue, and even though it will present new challenges, BBC Chartering remains ideally positioned to meet these challenges with our diverse and capable fleet and our market approach.

PES: Does BBC continue to offer customized transport solutions?

MP: Indeed, we're constantly trying to stay ahead of the curve through innovation, rather than competing solely on rates. It's natural for us to think of creative solutions, so that we can meet our client's needs, whilst still maintaining efficient schedules and competitive rates.

At times we have even produced our own steel work to satisfy a client's requirements. We have a technical department unrivaled in the industry, capable of developing innovative, efficient and flexible solutions.

PES: The offshore wind industry seems to be picking up steam, not only in Europe, but also in Asia and the U.S. Does BBC anticipate expanding into these markets as well?

MP: Yes, offshore is the next big market for wind, even though we expect the onshore market to continue developing as the world's demand for clean energy continues to rise.

Offshore wind is an entirely different business with its own specific requirements and high standards, but an efficient transport solution is still always the goal. Offshore does pose some difficulties when it comes to certain lifting capacities and deck/hold configurations, but as you know BBC Chartering is the largest privately owned commercial ship operator in the world, with access to a large pool of vessels, and this allows us to offer a variety of solutions.

Given the nature of our existing fleet, combined with our ability to take on additional specialized tonnage, we remain confident that we will have a significant role to play in the coming market.

PES: Since the wind market is very economy

driven in certain countries, are you seeing peak demand geographically?

MP: No doubt the U.S. remains the largest market for wind turbine shipping. It is a big and diverse country, and this presents its own challenges. This year we saw a peak of activity going into the Great Lakes, where there are both vessel and seasonal restrictions for deliveries.

BBC Chartering is ideally placed to take part in the activity in this trade lane, due to the size and diversity of our fleet. Also, we see that the supply chain/ports in the U.S. Gulf area are being stretched to the limit, due to the heightened demand for clean energy in the U.S. before the PTC expires. This causes some congestion that has led us to consider alternative ports.

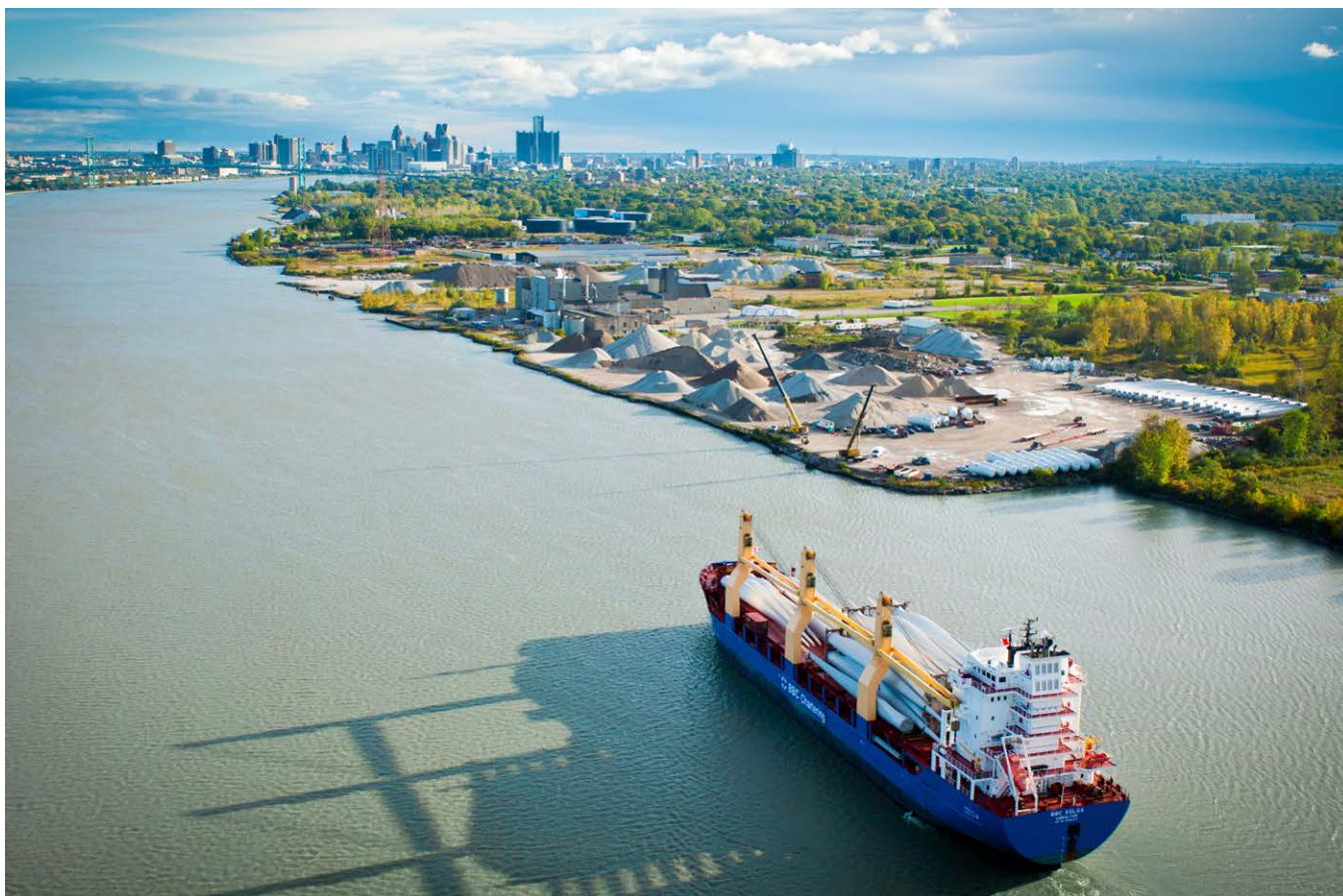
PES: What makes your solutions stand out from the competition? Why should potential clients choose you?

MP: Two reasons: our ships and our people.

I've already talked about the size of our fleet, but this really is an important point to make. We've got access to more than 150 vessels, and we've got a lot of different vessel types to choose from. So, when clients come to us with specific requirements, we are more likely to be able to give them the transport solution they need.



BBC Moonstone



BBC Volga

The size of our fleet gives us more capacity and the diversity of our vessels gives us more flexibility. Our clients want to hear ‘yes’, and with a fleet like ours we are able to say it.

It’s not just a large fleet of vessels that we bring to the table, when we talk to clients about moving their cargo. We bring our clients a world-wide team of experienced and capable professionals. Our chartering and technical staff are very good at coming up with creative solutions to difficult problems, and our operations department is well known for getting the job done and the cargo delivered.

PES: We would love to hear about any current or future projects.

MP: Well, currently we’re servicing large clients with projects all over the world, but mainly we’re seeing a lot of activity moving to the United States. We’ve been very busy in the Great Lakes, where a handful of our vessels are particularly well suited.

This is especially true when it comes to the longer blades, as the line of sight restrictions on the Great Lakes are very strict.

The schedules are quite demanding, but we work in close cooperation with our clients, and of course we bring a large and versatile fleet, so we’ve been able to deliver these projects in a timely manner.

PES: Moving into the remainder of 2020 and beyond, what are your predictions for the wind industry in general and your company in particular this year?

MP: Looking ahead, this is definitely a peak year for wind in North America, which looks very strong until at least 2024 for onshore. Thereafter the market is expected to decline somewhat, but will receive an uplift from offshore wind.

For the rest of the world there’s going to be good activity as the global energy market continues its transition to renewables, and we have every reason to believe that the ongoing transition to wind energy will continue for the foreseeable future. All of us at BBC Chartering continue to follow the market with great interest and great optimism.

PES: What do you think will be the greatest opportunities and challenges for the wind industry in general and BBC Chartering in particular, over the next few years?

MP: As I mentioned when I talked about the offshore market, the size of the components and the growing volume of projects will pose a challenge as the green transition gains momentum.

Getting schedules to fit with carrier capacity will be crucial, because there will be multiple projects ongoing at the same time, not to mention all the other restrictions, like port restrictions and the technical capability limitations that will need to be considered.

These are the demands and restrictions we face every day, so there’s nothing new here. We just look at every project as an

opportunity to tailor a high-quality solution that fits the unique situation.

For onshore we don’t foresee much change. The industry is very cost driven, and so we think sourcing will remain as it is, despite COVID-19. As I mentioned, blades will prove to be more difficult to move as they grow larger and demand more square/cubic meters. Blades are only going to become more challenging to move, but it’s our job to figure out how to move them. And we will.

www.bbc-chartering.com

About us

BBC Chartering leads the industry with the world’s largest fleet of multipurpose and heavy-lift vessels. It’s a diverse and capable fleet, with 150 ships from 4,325 to 56,800 DWT able to lift up to 900 metric tons.

In a global network of 31 offices, there’s a world-class team of chartering and operations professionals with years of experience and deep local knowledge, backed by unmatched technical and engineering expertise.

Project, heavy-lift, breakbulk, and general cargoes from any industry. With these ships and these people, we can take almost anything almost anywhere.