

BBC moves up a level with fleet renewal

Dale Crisp

GERMANY'S BBC Chartering is another that has leapt into the gap caused by the Beluga collapse, establishing a global project division "aiming at the exclusive delivery of high-profile, heavy-lift project tenders".

Earlier this year the company reported about its extensive fleet renewal and modernisation program titled "new wave" as it took delivery of the new heavy-lift vessels *BBC Everest*, *BBC Fuji* and the latest addition *BBC Amber*.

The program effectively moves BBC up a size in the market, increasing the fleet's lifting capacities from a previous maximum of 500 tonnes to 800 tonnes, "a milestone in the company's development" according to managing director Svend Andersen.

"We are aware of the fact that operating and marketing of vessels capacity is not sufficient if we strive for a leading role in this high-end cargo market. Many projects in this range follow a different sales cycle and delivery process if compared to our traditional business, especially regarding the

required transport engineering," Mr Andersen said.

"We can clearly see the benefits of a project oriented organisation for these types of cargo. By the end of 2013 we plan to operate 22 vessels in this segment. This requires us to step up and assume our responsibility as a competitive player in this segment. We are committed to follow this call."

To this end the company has also hired 18-year project cargo and heavy-lift veteran Roberto Frigeni to head up the new BBC project division, which is set up as a cross-functional service unit.

"We have installed a global team of experts that puts a distinct focus on project related activities." Mr. Frigeni said.

Action

"We are prepared and we will continue to strengthen the world-wide setup of our services supplying the required resources which will enable us to effectively manage and deliver on project tenders and their engineering requirements. The transport engineering represents a weighty line of action."

The company says it will



Photo: BBC

ONE OF A KIND: The *BBC Fuji*, part of the company's "new wave" program increasing capacity.

use its three global service hubs Leer, Singapore and Houston for the set up of its project division activities.

Leer will be instrumental in coordinating the local and global tender management and sales engineering efforts but also provides centrally-located shared services for transport engineering, research and development and HSEQ management.

Meanwhile, in another Beluga 'inheritance' BBC Chartering has taken over coopera-

tion with the Hamburg-based company SkySails.

The background is the recently-acquired multi-purpose vessel *BBC SkySails* (ex *Beluga SkySails*) that, BBC says, can offer charter clients the possibility for 'greener' sea transports. The 9821 dwt vessel is fitted with the latest prototype of the SkySails auxiliary wind propulsion system. The system uses a kite with a surface measuring 320sq metres which can deliver an engine load relief

of up to 2000 kW in favourable wind conditions.

"There are many technological developments underway that have the potential to innovate and influence the future of shipping," BBC's Andersen said.

"By adding *BBC SkySails* to our fleet we can offer an innovative service that allows to measurably reducing emissions and hence credibly and visibly supports a charter client's corporate sustainability strategy."

Besides fostering 'green

shipping' awareness, the company claims the cooperation will also pursue the goal to further probe and improve the practical application of the towing kite system on board.

Stephan Wrage, CEO of SkySails believes the propulsion system is cutting edge technology that offers cargo owners and shippers "the possibility to share our joint responsibility for green actions".

The company says it notices high attention from single market participants, but also from industry associations that like to take leadership roles in strengthening green awareness and call for responsible actions amongst peers.

"We look forward to develop such ideas together with BBC Chartering and other interested parties," Mr. Wrage said.

"Interested cargo owners and shippers are welcome to contact us and make use of a vessel visiting opportunity."

BBC Chartering began operations in 1997 with a fleet of ten multi-purpose vessels but now markets more than 140 and claims to have the largest multi-purpose and heavy-lift fleet.