



Martin Schulz

Experts in offshore wind logistics

Words: Martin Schulz, Managing Director of Buss Offshore Solutions

Buss Offshore Solutions GmbH & Co. KG is a member of the Buss Group in Hamburg. It was founded in 1920 as a stevedoring company. Today, it is made up of several units, which are active in different areas of maritime logistics. One of them is the Buss Offshore Solutions GmbH.

Right from the start the company, which is also located in Hamburg, has been an active player in the offshore wind logistics industry, and has established itself successfully in this specific business sector. Focusing on heavy, challenging loads, a team with international experience

develops tailor-made logistic solutions for its customers.

Buss Offshore Solutions handles the project planning and management at all stages between the manufacturing plants and the offshore installation sites: from handling, trans-shipment and interim

storage to pre-assembly, maintenance and the required engineering services.

This logistics consultant has its own terminals such as the Orange Blue Terminal, Eemshaven in the North Sea and the Mukran Port Terminals, Sassnitz in the Baltic Sea.



Additionally Buss Offshore Solutions offers its know-how by consulting international clients during all stages of port development, project preparation or project execution.

Meanwhile we have successfully completed our fourteenth major project, including various offshore wind projects such as Veja Mate, Gemini, GodeWind, and many more. We were responsible for all kinds of logistics and project management services, related to the handling and transshipment of the world's heaviest monopiles in the offshore industry so far.

2017 was another successful year for us. The year started with project planning and management of base port services for the Nordsee One offshore wind farm. Nordsee One comprises 54 wind turbines from Servion, which adds up to a total of 378 main components. We were in charge of the planning and coordination of all services required prior to the start of project and at the terminal.

These services were the preparation of the area, transport and interim storage on the terminal premises, the pre-assembly of the complete towers and rotors on site and the subsequent delivery of components to the quayside. Buss Offshore Solutions managed this project in close cooperation with its Orange Blue Terminal.

After completing Nordsee One, the Merkur wind farm project started immediately. We took over the project planning and management for the base port operations as well as the engineering works of the tower foundations and also assisted Orange Blue Terminal with the storage design and layout. Merkur wind farm will encompass 66 GE Haliade 150-6MW wind turbines. The estimated completion date will be the end of 2018.

Our third project last year, was the Baltic Sea wind farm Arkona. Buss Offshore Solutions was closely involved in project planning for the storage and pre-assembly of 60 transition pieces at Mukran Port. The Arkona wind farm is scheduled for completion in 2019.

The main challenges of these major projects are always the communication management between the various parties involved, coping with unexpected changes and short term requirements, which are influenced by external factors. Consequently the project planning and management plays an important role and has to respect the individual requirements of each project.

Take Nordsee One as an example, one of the big challenges was preparing the components on time at the quayside, so

that the installation vessel could load them within the time scale assigned for this. The 65-metre high towers comprised of two sections each, which were installed at the terminal beforehand. Large cranes were used and had to be installed on top of each other on a foundation specially engineered and built for this project. The rotors were also stacked and prepared for the load out to the installation vessel in the port.

We used our own self-propelled modular transporter (SPMT) for the on-site transportation of the components, such as the pre-assembled rotors with a diameter of 126 metres. But not only the size of the components, but also external factors such as the weather conditions, or the wind window required a high level of flexibility from all parties involved.

It's our job to know what is happening at the terminal at all times. We have to ensure the project runs smoothly and keep to the schedule, to avoid any postponements and the corresponding related costs.

Besides managing major projects, Buss Offshore Solutions made two strategically relevant decisions to sustain and expand its market position in the last year. One important step was the foundation of a company with an own brand, independent from other business fields of the Buss Group.



Buss Offshore Solutions' Service Portfolio

We operate in a market that is fundamentally different from all of the others that Buss is involved in. We support international customers, as well as business partners, in the offshore and onshore industries as well as oil & gas. Necessity dictates that we serve them differently to, for instance, our sister company Buss Port Services.

In order to extend our distribution power worldwide we took a second important decision: From January 2018, Buss Offshore Solutions became a shareholder of the offshore wind service company WINDEA Offshore, which includes other shareholders: Bernhard Schulte Offshore GmbH, EMS Maritime Offshore GmbH and SSC Wind EMEA GmbH.

WINDEA brings together different disciplines in a synergy centre, offering marine services with its own vessel fleet, other maritime and nautical services, wind technology, port and logistics services, and integrated medical care in offshore wind farms and therefore covers extensive services in the offshore wind sector.

The WINDEA shareholders offer various important services for the offshore wind industry. All of them are experts in their own field, and therefore perfectly complement our existing service portfolio. In future, we will be able to offer our customers comprehensive solutions for the



construction and maintenance of their projects, including the space required and the expertise for large component logistics and warehousing.

We have a lot of orders in the pipeline, a highly qualified and fully motivated team, so will be able to cope with the challenges of 2018. We want to move forward and we are optimistic that we will succeed in growing within Europe and beyond.

www.buss-offshore-solutions.com

Facts and Figures

- Active in handling offshore components since 2011
- 14 major projects managed
- More than 2,250 offshore components handled
- Weight of the individual units up to 1,300 metric tons