

"Onshore power supply allows for an economical and considerate exploitation of the environment in all areas of application"

Exclusive Q&A

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STEMMANN-TECHNIK
A Wabtec subsidiary




What are the essential factors implicit in sound port operations?

One thing is true for any industrial port in the world: time is money. If you put this concept into operation, it always comes down to the same aspects, regardless of whether it concerns containers, general cargo, ferries or cruise liners: it is about the availability of resources that are in limited supply, and it is about reliability, speed, quality and thus, indirectly, about safety and timing or, respectively, about complying with known international standards and rules (such as IEC/ISO/IEEE 80005-1) for supply connections in ports. Only someone who actively helps define the standards in the committees and who knows the needs of businesses can guarantee that nothing will stand in the way of implementing the requirements in a reasonable manner later on.

In light of the constantly increasing need for capacities, it is essential that processes

can be run smoothly so that any costs arising can be kept to a minimum as far as possible. In addition, the public expects that we go easy on the environment – be it in terms of fuel, the emission of CO₂, smells or acoustic sounds. This trend can be felt not only in chic port cities such as Hamburg and Monte Carlo, but on a global scale as well.

What do you think is the biggest single issue affecting ports and terminals today?

The one thing that has the strongest influence on cost and performance of any port is the availability of resources that are in short supply: 24 hours a day, 7 days a week, 365 days a year. If a containership cannot be unloaded, the schedule falls to pieces and that costs money – and nerves. Just-in-time delivery and on-time delivery with an ever-increasing pressure of costs are daily occurrences in port logistics.

How is your company managing the current trend in the industry of increasing capacities?

Increasing demands for capacity pose ever-changing challenges to Stemmann-Technik. Therefore, in 2010 we decided to completely reorganise our production at our German site from the ground up. This consisted of a state-of-the-art production site, short distances between construction and production, and sufficient space for whatever issues comes up. Today, we are able to fully concentrate on what we do best: applications in the field of energy and data transmission for mobile equipment. In this respect, timing, availability, safety, speed, quality, organisation and compliance with standards is not much of an obstacle for us.

In which markets do you foresee growth in the next ten years?

In the next ten years, I think we will continue to see the BRICS (Brazil, Russia,



India, China and South Africa) countries as the drivers of growth, but also the small, versatile Tiger countries in Asia will play an important role. The world's population is steadily growing and the hunger for imported goods is continuously increasing. Our electronic luxury goods come from China, the kiwis come from New Zealand and the cars from Germany. Those who can afford it want nothing but the best at all times – tomorrow at the latest.

The growth markets are tomorrow's consumer markets with the middle-class on the one hand and the fast, versatile Asian markets on the other. It is not a coincidence that the Port of Singapore wants to double its already mind-boggling capacity over the next years and that the new, large super container ships are being built in South Korea, among other places.

What is the history of your company?

Stemmann-Technik is one of the world's leading manufacturers of components and systems for energy and data transmission in industrial and traffic engineering. Our competence is based on more than 100 years of engineering and practice-oriented research and enables us to produce quality products that are in demand around the globe. We construct innovative special solutions that are made to measure.

To a special degree, Stemmann-Technik

plays an active part in port engineering and especially in the area of power- and spreader cable reels, cable trolleys, conductor lines as well as loading current and onshore power supply.

One basic factor of success is our high appreciation of quality in all areas of the company, ranging from customer-oriented consulting services and state-of-the-art production methods to our sustainable service.

The quality of Stemmann-Technik products and services is aimed at fully satisfying our customer's wishes, needs and expectations. Each project and each case of application is conceptualised by us right down to the last detail in terms of performance and economic aspects. We guarantee high quality by complying with international standards and directives.

Stemmann-Technik, based in Germany as part of the Fandstan Group, has belonged to the Wabtec Corporation since 2014, the latter being an exchange-traded production company primarily active on the rail industry.

How are you a pioneer in environmentally-friendly business practices?

Ever since the very beginning, Stemmann-Technik has been working on substituting fossil fuels with electrical energy sources. A good example for this is the onshore power

supply. Containerships, general cargo freighters, ferries, yachts or cruise liners – they all have one thing in common: you wish they could just switch off their engines and the air in the ports would then remain clean.

Be it cruise liners in Hamburg, a container freighter in Los Angeles or a luxury yacht in the Caribbean, clean ambient air, a decrease in particulates and less CO₂ while maintaining full functionality of the ship is a constant desire. And, if possible, ports should have nearly unlimited data transmission by means of fibre optic cable technology.

Furthermore, we are successfully working on additional steps to decrease the consumption of fossil fuels. Fast-charging, battery-operated vehicles find their way into various industrial areas of application and Stemmann-Technik helps charge those batteries. For example, we are currently working on how to charge battery-operated buses in cities like Hamburg or Gothenburg, on battery-operated trams in China and Qatar, or even on battery-operated ferries in Scandinavia.

Onshore power supply allows for an economical and considerate exploitation of the environment in all areas of application: containerships, cruise liners, ferries, military, private yachts and special ships.