

"At TPS, our entire focus is to help our customers in the industry efficiently handle the increasing demands of larger vessels and increased cargo volumes"



Exclusive Q&A - Klaus Peter Hoffmann,
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What are the essential factors implicit in sound port operations?

Essential factors are cost-consciousness, productivity, efficiency, environmental-friendliness and safety, to name but a few. With regard to decreasing costs and increasing productivity we have identified a trend to semi-automate or even automate equipment and entire processes. With regard to the environment, customers want to apply high-efficiency electric drive trains with the most advanced combustion engines – battery and hybrid drives on the one hand and smart grid technologies on the other – to significantly reduce exhaust emissions in order to become green terminals. Also, lightweight constructions are in demand. To make equipment safe the market requires automated processes and improved man/machine interfaces, as well as advanced driver assistance systems, too.

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

That's quite difficult to answer in a few words only. Issues, if you like to call them issues, may influence each other. One of these issues, which affect especially today's container terminals is congestion in sea and hinterland ports and terminals. An ever-increasing amount of cargo needs to be firstly handled in sea ports, then it needs to be spread to modal split; inland waterways, road and rail traffic. This means that the amount of cargo to be handled in hinterland, canal and river terminals requires state-of-the-art solutions adapted from advanced seaport operations to keep pace.

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

At Terex Port Solutions (TPS), our entire focus is to help our customers in the industry efficiently handle the increasing demands of

larger vessels and increased cargo volumes. We start with software and consulting services that help simulate and plan the entire operation for peak efficiency. We also offer the most comprehensive portfolio of equipment in the industry to handle cargo of all types and volumes. Within this portfolio, our automated handling solutions are particularly adept at managing increasing volumes. All of this is backed by our global support team that aims to keep our customers' operations up and running.

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

Cargo handling around the globe is one driver in the worldwide economy. The global container traffic market is forecasted to grow by 4 % in the next two years, while the worldwide bulk trade market is expected to grow by 4.4 to 4.8 % annually from 2015 to 2018. TPS is adjusting its product portfolio with the addition of new solutions that respond to this increasing volume and we hope to grow above average in this exciting market.

What is the history of your company?

TPS is part of the Terex Material Handling and Port Solutions business

segment of Terex Corporation, a global lifting and material handling solutions company. TPS was founded in June 2012 by merging Terex Port Equipment (TPE) with Gottwald Port Technology (Gottwald). This brought together the most comprehensive port-related product range in the marketplace. With a rich, 190 year history, the legacy of TPE and the Gottwald brand provide a wealth of experience to customers with regard to handling containers, bulk materials, general and heavy project cargo – whether its manual, semi-automated or automated. Figure 1 illustrates the history of TPS, right back to 1824.

What have you found special about PTI during our 20 years of operations?

We believe that PTI publishes well balanced and phrased articles introducing new technologies from equipment suppliers, to name only one example. These articles meet the requirements of the journal's heterogeneous readership. When we have been asked to contribute an article about technological advancements or specific product applications, we have been looked after professionally by the PTI editorial staff.

