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## 1) WHAT DO YOU SEE AS THE MOST DISRUPTIVE INFLUENCE IN THE CONTEMPORARY INDUSTRY?

I see the most disruptive influence in our industry right now in the automation approach for brownfield terminals and the change in what we do if we are able to use data, which the equipment already generates.

The automation approach for brownfield terminals is a challenge because several topics, like existing operations, safety for people, existing software solutions and civil structures needs to be considered.

New technologies and the willingness of our customers will allow us to transport the data in our companies and therefore will radically change the way we work. Once we start working with data it will allow us to create better products and better services for our customers. For example, we will be able to design our next generation of cranes according to real data and therefore make the products even more reliable.

## 2) WHAT DOES THE 'INTELLIGENT SUPPLY CHAIN' MEAN TO YOU?

The intelligent supply chain means for Kuenz that we know the status of the most relevant components and also how much longer these components will last. Based on such figures we can plan our production and after sales people who need to change the parts. Together with the customer we can plan up front when the parts will be replaced based on production and human capacities. We are therefore able to optimize the supply chain for Kuenz and our customers.

For example, we know how many wheels will be replaced on our cranes in each

and every year, therefore we can plan the theoretical number of wheels in our productions, plan the possible change of the wheels with the customer and as a result, we are able to minimize downtime and costs for the customer and also for Kuenz.

## 3) HOW ARE YOU FOSTERING COLLABORATION WITH PORTS, TERMINALS AND OTHER SOLUTION PROVIDERS?

Kuenz is working with an intermodal terminal and solution provider in Austria to optimize their terminals. Until now, terminals were simulated and after that the equipment and TOS then specified. With the possibility KIS (Künz Information System) provides we are able to use the data on the cranes and analyse them in a totally flexible way. The data can be put together in different ways to fulfil the needs of different systems or persons. That was also the basis for our optimizing project, we use live data and put it back into the simulation, which had been used in the pre-project phase.

Our partner also created an optimizing tool which we simply feed with the live data from the terminal. The optimizing tool uses different algorithms which optimize the traffic and container flow in the terminal. We are also able to change the key parameters in the system, for example crane speeds, to see how it changes the throughput.

## 4) WHAT DO YOU SEE AS THE NEXT BIG TREND IN THE INDUSTRY?

There are several different trends going on in our industry right now. One trend is that port equipment suppliers are trying to consolidate and getting bigger so they can equip an entire terminal with their products.

Another trend will be to find ways to

make the products smarter and find ways to optimize terminals in a very quick manner. All that can be done by using the existing data on the products in the right way. This will bring the companies like TOS and equipment suppliers closer together.

In the intermodal world integrating automation, including remote operation, will become more and more prevalent, and existing concepts from the ports can be partly used. Because more people need to work underneath the crane, the safety for people is crucial. A safe way to detect people is needed, the system also needs to have a performance level for the European market.

## 5) WHAT ARE YOUR THREE TOP PRIORITIES AS A COMPANY?

The three top priorities for our company are the following. Firstly, to finish the implementation of the new technology of aerodynamic structures. The new structures are already used on our barge and automated stacking cranes and became our new standard state-of-the-art crane. We have also integrated it on our intermodal cranes and the first prototype cranes are running very successfully in Europe and North America.

Secondly, we will introduce our new Information system, the KIS (Künz Information System) at TOC in Europe, 2018. The system transfers data from the terminals to our offices, and this technology will transfer Künz into a data driven company. The first twenty machines are already online and the changes can be seen already. The way in which people work in certain departments will drastically change.



Finally, we will also launch a new type of crane during TOC Europe which has the potential to change the way terminals operate in the stacking area. The prototype crane is already commissioned and the endurance test is in the final phase of completion. Several innovations have been included in the new crane design and the outcome is fantastic. Only very few customers have seen the machine, and the feedback was very positive.

#### **6) HOW DO YOU SEE KUENZ DEVELOPING OVER THE NEXT 5 YEARS?**

Kuenz is still a family owned business and we will focus on innovation and technology also in the upcoming years. Constantly looking for better designs and solutions will be crucial for Kuenz in the years to come. We will focus on our core products, which are used in intermodal terminals and also stacking areas in ports. Connecting the cranes with our people will be a target, and this will allow

us to change the way we work in several departments. By doing so, it will turn Kuenz in a data driven company and will enable us to optimize also our internal processes.

It is also important for us to grow in the after sales market where we still have a lot of potential. Especially with all the new technology, the cranes will become more complicated and therefore we need to have the right strategy to fulfil the needs from the customers.