



Mr Peter Harren, the founder of Harren & Partner.



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Member Portrait

the Great Voyage as a captain. After 15 years at sea he planned to found a shipping company of his own and consequently began his studies in business administration.

“During my time as a sailor and captain I saw many companies in this branch which had such serious liquidity problems that during difficult times they were not even able to pay their telephone bills”, Peter Harren says about his experience. Obviously he was looking for a different way to run his own company, and the combination of his different professional backgrounds gave him the possibility of looking at the shipping business from a different angle. The result was the strategic decision to diversify the fleet from the outset. Operating in many different shipping markets should be the basis of success and the way to limit the risks. So he chose to build up a fleet consisting of bulk carriers, tankers, container feeders, and heavy lift carriers, which together serve to reduce the risks involved in typically fluctuating shipping markets.

Company policy includes important philosophy

Apart from diversification, the company policy includes another important philosophy, which is to offer all necessary ship operating activities from a single source. True to this concept, the Harren & Partner Group encompasses various companies, each with a clearly defined sphere of responsibility. The closely linked departments at the Bremen head office allow for customized concepts ensuring top quality and maximum flexibility from the conceptual design of a new vessel and supervision of construction work to the smooth

■ ■ The Harren & Partner Group was founded in 1989 with the purchase of the multipurpose carrier Orion III by captain and master of commerce Peter Harren. Early in his life he began his career as a sailor, first on coastal vessels and he later went in for

operation of ships and their eventual sale. Therefore Harren & Partner is able to offer far-reaching services which successfully accompany the whole lifecycle of a ship. The 1,300 employees on shore and on board ensure in their daily work that the wide range of the company’s worldwide activities meet the highest standards.

The fleet today

From its foundation until today the fleet has grown on a sustained basis and currently includes 47 ships from the various segments: tankers, container feeders, heavy lift carriers, bulk carriers, multipurpose carriers and dock ships. The majority of the ships vary in size between 4,000 dwt and 16,000 dwt, and they are able to utilize smaller harbors. The largest vessels of the fleet are bulk carriers with sizes of 70,000 dwt. It is conspicuous that the ships achieve the highest quality and safety standards. “We implement safety instructions on our ships, which are not yet prescribed. For example, our small tankers have already been equipped with inert gas units to decrease the danger of explosions” reveals Peter Harren about the focus on safety, which is self-evident for the Harren & Partner Group.

Relationship with The Swedish Club

Harren & Partner became assured with The Swedish Club in late 2000, when the group took over two Panmax bulkers. “It was the first time that we have arranged cover for our vessels outside our borders and we dare to say it was a good idea”, says Peter Grönwoldt, insurance manager of the Harren & Partner Group.

In 2003 the fleet grew with the acquisition of three handysize and four handymax bulkers plus some container vessels later on. Today the group has nine vessels covered for H&M and LoH with The Swedish Club as the leading underwriter.

Peter Grönwoldt sums up: “Every shipowner buys insurance cover for the unexpected and undesired moment. Nobody can always be fortunate, and sometimes you cannot avoid an accident, no matter how hard you try. But we strongly believe that only in a distress situation can the value of any cover be seen in its true



PHOTOS: HARREN & PARTNERS



The Blue Giant, equipped with helicopter landing deck, cabins for 200 workers and a bell for operations in a water depth of 200 m.

Harren & Partner is taking a new approach: upcoming cadets gain practical experience on board the ice-fitted Hanse Explorer.

Harren & Partner Group

light. We have experienced professional assistance combined with technical know-how plus an understanding of the shipowner's needs and sorrows."

Innovations

The innovative potential of the group has been proven lately in the common development of the Combi dock ships with experts from the Lloyd Shipyard in Bremerhaven. The vessels are equipped for the operation of sophisticated projects and especially accommodate the wishes of the shipping industry, to transport completely mounted units, which are continuously increasing in size. The owner of the vessels is the company K/S Combi Lift which emerged from a joint venture between the Harren & Partner Group and J. Poulsen Shipping A/S in 2002. K/S Combi Lift supervises a fleet of eleven modern heavy lift carriers, which are optimized for the transportation of various project cargoes, including dangerous cargo.

The high standard of this fleet is underlined by the combined bestowal of three certificates for quality management (ISO 9001), safety management (ISO 14001) as well as environmental management (OH SAS 18001). Thus Combi Lift K/S is the first company worldwide which can exhibit these three DNV certificates for land as well as for shipping operations. The operating of the dock vessels will be effected by the Harren & Partner Group.

Apart from that the market demands for ship operating activities are always on the lookout for innovative potential. One example is H&P Logistics & Engineering GmbH & Co. KG founded in 2007. This company meets a huge market with tailor made transport solutions for door-to-door project, and heavy cargo loading ...and all from one source!

Dynamic growth

With the continuous growth of the fleet more and more employees were needed over the years in order to maintain the high standards of shipping operations. For the staff at the Bremen head office the group built a new office building in 2002. But as company growth exceeded all expectations, the new building soon became

too small, only five years after it was opened. In 2007 the group opened a new extension and now the whole office complex offers space for more than 150 people. But the dynamic evolution of the group has different faces, and the fleet is only one of them. The group is always monitoring the shipping markets in order to jump at the chances when they appear. The latest activity in that regard was the large modification of the second combi dock vessel Blue Giant. Because of the need for off-shore compatible vessels, the Blue Giant was equipped with a helicopter landing deck, cabins for 200 workers and a bell for operations in a water depth of 200m. With this equipment the vessel can be deployed for off-shore operations on pipelines, valves and so on.

The training vessel Hanse Explorer

Somewhat different from the daily business of the Harren & Partner Group is the operation of the Hanse Explorer. This ship is especially designed to enhance the training of junior staff, as one of Harren & Partner's declared objectives is a high proportion of trainees. In addition to the usual onshore training, Harren & Partner is taking a new approach: upcoming cadets gain practical experience on board the ice-fitted Hanse Explorer.

Moreover, the vessel can accommodate up to twelve passengers for a very exclusive and private cruise. While the Hanse Explorer navigates through fascinating landscapes, the passengers can enjoy the luxury interior and delicious food, which the vessel offers in abundance.

Future prospects

At present the order book comprises twelve vessels, which shows that the growth of the fleet is far from over. To follow the markets, as the Harren & Partner Group usually does, the focus currently lies on heavy lift carriers. Nobody knows where the limit of growth will be, but until today there is no reason to change the strategy that Peter Harren conceived nearly twenty years ago. Diversification was, and will remain, the basis of success.