

YOUR VESSELS IN SAFE HANDS

Winning solutions from
Harren Ship Management


HARREN
& PARTNER



Everything we do
drives value:
We cut costs and better preserve
the value of your assets with diligent
care and superior service.

Dr. Martin Harren



Dear Business Partners,

The Harren & Partner Group has gained more than 30 years of valuable expertise in the ever-changing shipping world as a commercial and technical ship management company and ship owner. Today, we place this wealth of experience at our clients' disposal, in the form of transport solutions or within the framework of third-party ship management services.

We have a strong seafaring business culture, with specialised teams in different segments dedicated to ship management activities for our business partners. We devote the same level of prudence, judgement and care to our partners as we bestow on our own vessels. Our fleet of over 70 ships, including a strong tanker segment, container feeders, heavy lift vessels, bulk carriers, dock ships and offshore vessels, provides us with economies of scale as well as profound expertise in these various fields.

We aim to achieve consistent, sustainable and organic growth with our broad range of services and long-term alliances with established partners. Benefit from our experience and full-service suite – and leave your vessel in safe hands with us.

Sincerely yours,

Dr. Martin Harren & Peter Harren

CARE



We are always in touch

Our motivated and highly experienced teams drive stellar performance with well-established operating procedures. Your vessel is always on our screen. Monitoring, technical support, supply and documentation – we take these responsibilities very seriously.

Tight maintenance plans, adherence to voyage instructions, on-time delivery of spares, stores and provisions, including sufficient bunkers, guarantee smooth operations for total customer satisfaction – this is what I'm looking for 24/7.

Erling Engmark, Tanker Superintendent at Harren & Partner

ANTICIPATION



We ensure vessel reliability

Our sophisticated planned maintenance system complies with highest industry standards and the quality expectations of cargo interests. We routinely analyse key performance indicators on safety, quality and performance measures to detect deviations from benchmarks as soon as they occur. We use thorough technical as well as financial planning, conduct routine overhauls of engine and cargo systems as well as docking tasks to ensure vessel reliability while keeping costs down. This allows you – our customer – to make smart, well-informed decisions quickly.

Having inspected a seven-year old Harren & Partner tanker, I conclude that it is in such well-maintained condition – it looks as if it were just delivered from the yard.

Seatec inspection carried out on behalf of KfW IPEX-Bank

CREWING AND TRAINING



Our people at your service – our fundamental resource in the ship management process

We thoroughly select and recruit the most capable, skilled seafarers in the market. Our in-house crew recruitment and management team finds dedicated, loyal and experienced seafarers at all levels to meet matrix and vetting requirements. Whether large or small, every organisation's competitive advantage is their people. We focus on clearly defined crew responsibilities and high retention rates to achieve consistently good vessel performance.

Our crews continuously improve their abilities and skills through on-board, computer-based and shore-based training sessions as well as in-house seminars. Our commitment to our seafarers is expressed in direct ship owner employments. Harren & Partner is always working on its competence management system to engage ownership, dedication and accountability, allowing our crews to maintain their vessels at the highest level.

250
Ashore

2,300
Onboard

It showed that MT ›PATNOS‹ is manned with very highly qualified officers and crew that take the right actions when needed.

Erling Leivestad, Equinor Loading Master

PURCHASE AND SUPPLY



We benefit from the strong bargaining power of our professional purchasing cooperative, trans-Mar-supply

Thanks to the trans-Mar-supply purchasing cooperative, each individual ship benefits directly from equipment savings – from expensive machinery parts and luboil to basic kitchen supplies and bathroom tissue. Coordinating the procurement for over 200 ships with different owners requires maximum transparency. Our state-of-the-art purchasing system connects seamlessly between ships, office and vendors to minimise turnaround time and maximise cash flow.



trans-Mar-supply

trans-Mar-supply's success is due to their effective working procedures, which substantially cut vessel operating costs.

Herm Jüngerhans, Managing Director at Jüngerhans Maritime Services

IN CASE OF EMERGENCY



Our emergency team is available around the clock

To support and protect our crews, vessels, cargoes and the environment in case of an emergency, we provide professional incident management through our emergency response team. Our office has a fully equipped state-of-the-art emergency room with all necessary technology. We make sure the right decisions are made every time.

Our insurance experts constantly monitor the vessels' coverage and provide professional judgements in damage control to best protect the fleet against increasingly complex and differentiated risks at all times. We have extensive expertise in claim handling relating to cargo and vessel damage as well as charter disputes.



FLAG AND REGISTRATION



Our ship management head office in Bremen handles all flag and registration matters. Our experts have thorough knowledge of flag state requirements as well as local and international legal obligations. They work closely with the legal department at Harren & Partner to ensure that vessels fully comply with flag state requirements at all times.

GLOBAL PRESENCE



Harren & Partner is well-represented with 19 offices worldwide.

This global network puts us close to vessels, crews and customers – allowing us to provide fast and efficient services.



QUALITY AND SAFETY



Certification – Ship management

ISO 9001

Meets the requirements for high quality management

ISO 14001

Implemented environmental management systems

OHSAS 18001

Follows the British standard for occupational health and safety

MARPOL

Certified by the International Convention for the Prevention of Pollution at Sea

ISM

Follows the International Management Code for the Safe Operation of Ships and for Pollution Prevention

SOLAS

Meets certification requirements of the International Convention for the Safety of Life at Sea

Major oil and offshore companies recommend Harren & Partner for our proactive approach and best practices in safety management

The safety of our vessels, crews, the environment and, of course, our clients' cargo is of the utmost importance to us. This is your ticket to premium customers and the stable cargo rates of major oil and offshore companies. All vessels in the Harren & Partner fleet are certified in line with SOLAS, MarPol and MLC.

Harren & Partner continuously outperforms the KPIs measured in our benchmark system. In terms of vetting rejections, Harren & Partner always has the lowest rate among all pool members.

Major Scandinavian owner-pool operator

SUPPORT AND IT



We guarantee continuous attendance

You can expect regular on-board inspections by specialised superintendents to guarantee the vessels are best attended according to their needs. This seamless onshore support from our skilled mariners ensures safe operation and navigation for all of your vessels. Our competent and experienced in-house team of on-board trainers, auditors and QHSE managers (all master mariners) outperforms the cargo interests' requirements for safe transportation.

The H&P fleet is equipped with state-of-the-art technology in order to optimise on-board processes. Software solutions, like planned maintenance systems, ensure efficient vessel operations.

All H&P managed vessels benefit from our own in-house IT support team, responsible for implementing and maintaining all relevant communication and IT equipment ashore and on-board. Our IT support team also ensures the seamless connection between our global offices and the fleet through remote control support of all communication computers ashore and on board.

We install and manage IT systems, including security updates for our global branch offices and vessels. Our direct telephone and remote support services provide quick and flexible solutions without unnecessary waiting times or hotlines.

FINANCIAL REPORTING



We offer asset management reporting according to your specific needs and requirements

Cost control, cash flow and financial analysis are tools for benchmarking, tracking and responding to financial performance. You will receive comprehensive and timely reporting of the vessel's financial as well as technical development in the frequency and detail needed. All reports meet international financial reporting and local GAAP standards.

We are delighted by the structure and clarity of Harren & Partner's ship management reporting – it provides a quick and easy snapshot of which aspects need our attention.

Sören Bibow, Shipping Head of Germany and Cyprus, Berenberg

COMMERCIAL AND CHARTERING



Take advantage of our comprehensive commercial management and operation services

We manage all ship management business processes in house instead of relying on external service providers. We deliver our full range of services from the shipping value chain, helping our customers handle extreme fluctuations in their business cycles. We employ best practices and the highest safety standards in all operations at sea or in port, ensuring that vessels exceed expectations in the demanding oil and offshore industries. We have long-standing relationships and close connections with oil and offshore majors, which provide ideal employment opportunities in the market – be it time, voyage or contract of affreightment chartering.

TECHNICAL CONSULTANCY



Focus on your core business and let us take care of the rest

Our experienced superintendents are at your service to handle your ship management activities. We provide support with technical issues while handling on-board service arrangements and QHSE matters, giving you the opportunity to use your own resources more efficiently. Our customers benefit from our global network of service providers and beneficial fleet agreements to save costs and enhance transparency.

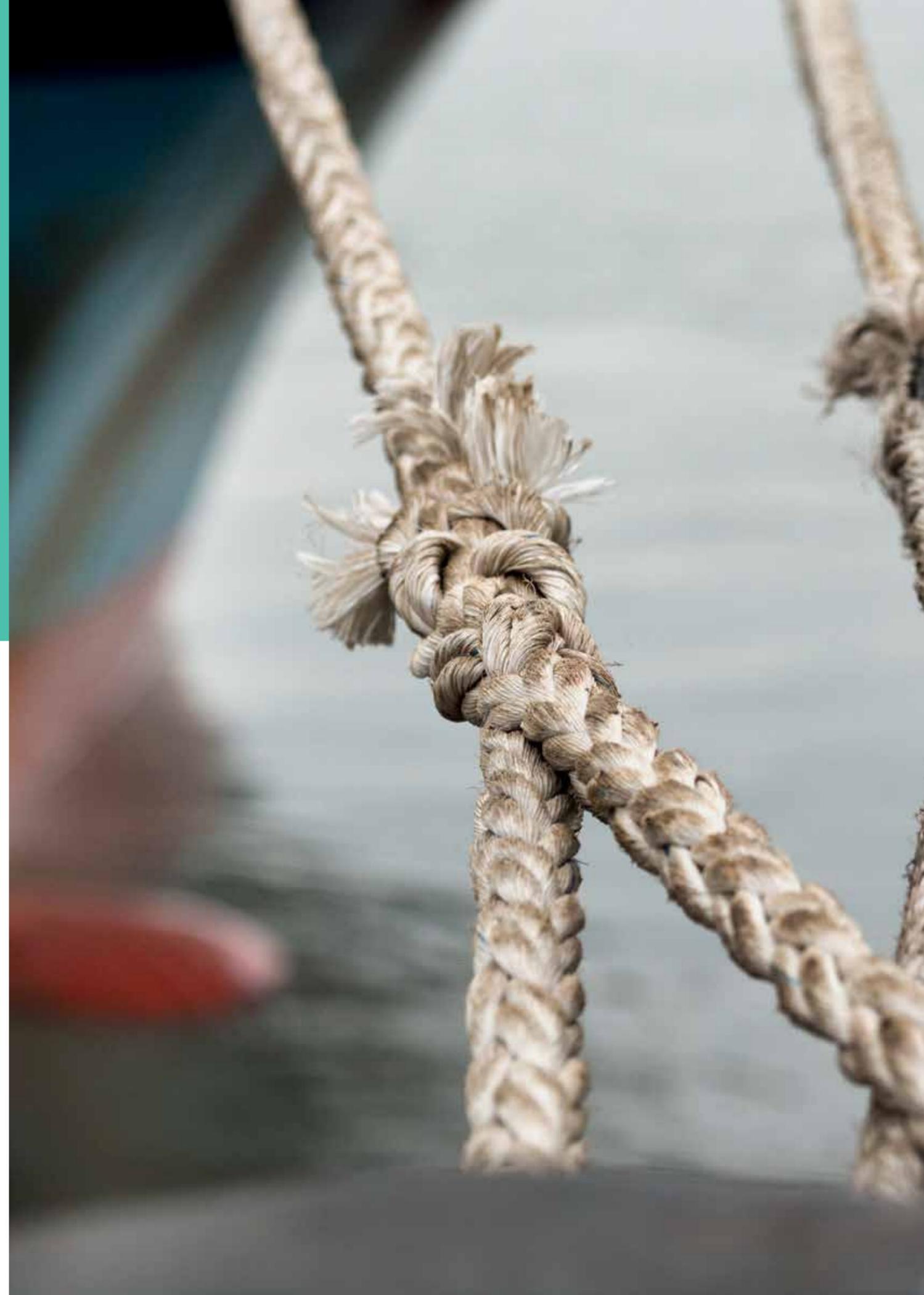
Our in-house engineering department with over 30 experienced specialists in our offices in Hamburg, Manila and Rotterdam offers highly sophisticated technical engineering, consultancy and site support services. Our work doesn't stop at concept development – we also implement our solutions.

When it comes to new or second-hand assets, we provide pre-purchase inspections, detailed condition reports and budgets to support your decision-making process. We can also prepare budgets for your internal benchmarking to help you identify potential savings in your own processes.

Our inspection and engineering departments help make your vessels “green” by implementing operational measures and technical retrofits, ultimately improving energy efficiency. We can also cover engineering and design services for your vessel. This includes managing new construction and modification projects, including the installation of dual-fuel engines, scrubbers and ballast water treatment systems.

Finally, we offer thorough planning and supervision services for your project cargo operations.

Design: Sommer – Brand Identity | Photos: Jan Meier, Dominik Obertreis, Rich J Matheson and Fotoflir



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