

# ROCK SOLID BUSINESS

*As a first-class sustainable aggregate provider, Mibau Stema Group dedicates every waking moment to shaping the future of the construction industry. With innovation, excellence and sustainability at the helm, the company works tirelessly to supply its customers with the finest quality aggregate – a task that would not be possible without the deployment of its fleet of self-discharging vessels. Executive Director of Logistics & Planning Jens Madsen divulged more on the pivotal role these ships play, during an in-depth interview with Inside Marine. Report by Imogen Ward.*

**M**ibau Stema Group has carved out a solid home for itself within the construction industry thanks to three fruitful quarries, a fleet of seven impressive vessels and a 40-terminal strong distribution network. All of these elements have gradually nurtured the group to fruition over the last 50 years.

“Our journey has been a really long and intensive one, filled with development, growth and success,” said Executive Director of Logistics & Planning Jens Madsen. “But it is a fantastic story to be a part of, one which has evolved considerably in the last few years.”

From its founding in 1975 (when it was focused on raw material trade between



Norway and Sweden), to the company's current leading position as the largest supplier of aggregates in Northern and Central Europe, Mibau Stema has experienced a lot of change over the years. This includes its recent decision to bring all its subsidiaries under one umbrella.

"As a collective, Mibau Stema was growing bigger and bigger," explained Mr Madsen. "And ensuring everyone was headed in the same direction became paramount. It was well and truly time to tear down the metaphorical walls and make sure there were no barriers within our business."

By implementing this change, Mibau Stema aims to strengthen its identity and provide greater transparency to its customers, which it has worked hard to establish a strong level of trust with over the years.

Everyone at Mibau Stema is especially looking forward to celebrating the company's 50th anniversary later this year as one entity.

The group intends to bring everyone together for a joint action day in Norway, to properly celebrate this momentous occasion.

This is an important day of celebration for the company, which is so grateful for the continued dedication and support its employees bring.

### Quarrying green

Although crucial, Mibau Stema's employees are just one element that has enabled the business to flourish over the years.

Mibau Stema Group has an annual production of about 17 million tons, all of which is loaded from its three quarries onto the company's specialised fleet and third-party tonnage in all sizes.

Although not an easy task, the company operates its quarries with sustainability at the forefront. All three of Mibau Stema's quarries are powered by hydroelectricity and have been since the early 1980s. The company has also worked hard to reduce its CO2 emissions by 20% per produced tonne in the last ten years.

"We always aspire to operate a sustainable and smooth-running business," said

Mr Madsen. "And of course, we would not be able to do that without the governmental support we have received over the years. Especially in the Stavanger area where we are allowed to run our quarries."

Another sustainable element of the business is Mibau Stema's strategic choice of transportation. To effectively transport its aggregate to its distribution network and beyond, the company relies on a fleet of seven unloading vessels and one barge.

### Success in self-discharge

Each of Mibau Stema's unloading vessels is equipped with a specialised belt system that enables it to reach 75 metres ashore from shipside. With this impressive system, Mibau Stema can successfully offload up to 5,500 tonnes of aggregate each hour, without the crew even having to leave the vessel.

"These vessels are a hugely important part of Mibau Stema's success, and if it weren't for our owner pushing to specialise in belt vessels"



Executive Director  
of Logistics & Planning,  
Jens Madsen





from the get-go, then we would not be where we are today," said Mr Madsen.

One of the reasons that Mibau Stema Group is so successful in its independent approach in and out of ports, is the discharging equipment onboard its specialised fleet that reaches the second-row area in ports. Furthermore, powerful engines and thrusters

allow the fleet to operate in many ports without the assistance of tugs.

The combination of highly technical vessels and highly skilled crew is a large part of the group's success. Last, but not least, the fleet is also a benefit towards achieving Mibau Stema's target to reduce the company's carbon emission target.

This is an aspect that is greatly appreciated by Mibau Stema's robust network of 35 to 40 terminals, which the company regularly relies on to distribute its aggregate all over the world.

"We need a lot of terminals to help distribute our aggregate, because each year there are millions of tonnes worth to deliver," explained Mr Madsen. "The number of terminals that we work with often rises and falls, depending on whether we are employing project-specific terminals in addition to those we work with on a regular basis."

According to Mr Madsen, these terminals are a major aspect of Mibau Stema's business, and they are all run efficiently by a team of highly-skilled individuals.

### Aggregate in action

Although Mibau Stema Group relies on its 40+ Terminal network and skilled sales personnel to distribute its aggregates, the company also gets

hands-on with several major projects. One such example is a long-term, ongoing project that is called the Fehmarn Belt Tunnel.

The Fehmarn Belt Tunnel project is set to be a major game changer for those looking to hop between Denmark and Germany. Designed to connect Lolland with Fehmarn, the 11-mile-long crossing will run along the seabed and is expected to cut travel time by about one hour.

"We have been involved with the Fehmarn project since the beginning," revealed Mr Madsen. "And we regularly deliver our aggregate to a large newly-built project port near the future tunnel location, so that the aggregate can be utilised to produce specialised concrete for the tunnel."

This project is just one of many that Mibau Stema has been involved with over the years.

"Being a part of major industrial projects is in our DNA, and being able to deliver large amounts of aggregate within such a short time is what we excel at," said Mr Madsen, in conclusion. "We will continue doing that to the best of our ability as we look to retain our position as the leading European supplier of sustainable aggregate."

"Of course, being a part of such a dynamic industry, one that is undergoing a significant transition, means we do not know what next year will bring. It is, however, a truly exciting time to be a part of the industry, and I can't wait to see where the future will take Mibau Stema Group and shipping in general." ■

