

NEWSBREEZE

THE SAL HEAVY LIFT MAGAZINE | NO. 3 / 2017 | NOVEMBER

THE NEW SAL



Harren & Partner converts SAL: Ready for Super Heavy Lift
New Sister Company: SAL Engineering GmbH
SAL Fleet: Return to German Flag



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FROM THE CEO DESK

Dear reader,

In our last issue of Newsbreeze I could announce the acquisition of SAL by Harren & Partner Group. We have now been a joint group for the past 14 weeks, and they have truly been very busy.

Since the takeover we have had vast organizational changes, we have grown our fleet with six vessels and we are now also introducing two new setups – Marine Projects and SAL Engineering. I realize that many of you readers who know SAL for years are keen to learn more about what the “New SAL” is all about. That is why we have dedicated a larger section in this issue to explain and introduce some of the changes and new initiatives that are taking place in SAL. We are still very busy working on new initiatives to improve and develop our service offering – exciting times are ahead of us.

But one central element is key to recognize – SAL is still SAL.

Enjoy your reading,

Toshi Yamazaki

CEO



“THE NEW DOMINANT PLAYER IN THE SUPER HEAVY LIFT MARKET”

Dr Martin Harren,
Managing Director Harren & Partner, SAL Heavy Lift and SAL Engineering



Jan Meier

***D*r Harren, now that the acquisition and very time-consuming bidding competition are finished: What were your first impressions of SAL?**

That's a difficult question to answer. After all, we already knew a great deal about SAL. We bought ships from the Heinrich family nearly 20 years ago. SAL was one of the world's leading companies in the heavy lift segment, and also set benchmarks for us. SAL has also chartered two of our Type 116 (PK) ships for many years now. It's also important to remember that many of our heavy lift specialists at Combi Lift spent some time working at SAL during their careers.

I'm guessing that you're referring to our first impressions once we had a chance to look behind the scenes as part of the transaction – which was extremely interesting: The ships in particular were incredibly impressive. I remember Sebastian Westphal's ship's command on the MV Trina: The conditions were remarka-

ble. This was an intermediate check after 7.5 years – and the ship looked brand new! The atmosphere on board was perfect, all of the employees were extremely outgoing. The crew was incredibly motivated.

And how was your first visit at SAL's Hamburg office?

I was very impressed by the very strong sense of belonging among the employees. I got the sense that some of them actually bled green. Our fantastic agents have also been with the SAL family for decades now. I don't think there are any other heavy lift companies whose most important agents have stayed loyal to them for over 20 years. In the end, this is what sets SAL apart from the competition – and what motivated us to fight with such determination against larger bidders for an entire year. It seemed like the story of David against Goliath at times.

This all sounds very positive. But let's be honest: There must have been negative aspects as well.

Of course, it's not all positive. That would be unrealistic. We could really feel the insecurity in the first few days following such a long and drawn out sales process. This has improved considerably ever since – everyone's working together now, and there is an overwhelming spirit of optimism within the organisation. Another point to remember is that SAL was directly influenced by a publicly listed company from Japan for nearly ten years. “K” Line transformed SAL into an international company, establishing a corporate structure and lines of reporting while maintaining a high-quality fleet. We're taking the next steps. These include streamlining reporting, implementing new software solutions and reorganising departments in new competitive ways, for example with Marine Projects. It's all about making a great product more competitive and efficient. This is also why we are reflagging vessels to fly the German flag.

How does SAL benefit from new ownership? »

DR MARTIN HARREN

... was born in Bremen in 1970. After he finished his A levels (Abitur), Harren spent a year working as a sailor on container feeders in the Mediterranean and on multipurpose vessels in the Baltic Sea. He joined Harren & Partner Group in 2003, and has been Managing Director since 2009. The married father of three previously studied medicine at the Charité Hospital in Berlin, where he also worked as a surgeon for four years.

MV Combi Dock III takes 106-year-old tall ship
from New York back to Germany

BRING HER HOME



Loading operations, New York City

Well done, dear Combi Lift colleagues!
SAL is proud to manage the
Combi 'Dock Types as of late.



Only four millimeters. Four millimeters of rusty steel prevented her from sinking down into the cold waters. The waters she has been crossing since she was built in 1911 by Blohm + Voss as one of the famous Flying P-Liners. Only four of 83 ships do still exist. One is still sail-

ing, the *Padua*, today named *Kruzenshtern*. Two of them – the *Pommern* and the *Passat* – found their final job as beautifully restored museum vessels in Finland and Germany. Now the *Peking* follows them back home to Europe. Back to Hamburg, her hometown. >>



Michael Krone

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Imprint

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