



SAL Heavy Lift

German engineering meets more than 150 years of tradition in shipping

Leading global company in the heavy lift and project cargo segment

SAL Heavy Lift, a member of the Harren & Partner Group, is one of the world's leading carriers specializing in sea transport of heavy lift and project cargo.

The company has been fully dedicated to heavy lift shipping for more than four decades.

Founded as a family business with four vessels, located on farmland outside Hamburg in 1980, SAL Heavy Lift has grown into a major international player in heavy lift shipping and offshore, owning and operating its own fleet of heavy lift vessels. The development of the fleet has also marked some of the key moments in the company's history over time. Starting with a lifting capacity of 60 tons onboard the first geared vessel delivered in 1984, SAL set out to stay in the forefront of the heavy lift market with some of the most advanced vessels in the industry. The development of the vessels came alongside the strategic focus of the company to target transport and, later, installation assignments within energy, infrastructure, heavy machinery and floating units. Today, headquartered in central Hamburg and with offices in eight countries, SAL has developed from a tramp shipping line into a project shipping and offshore installation business partner. In 2017, the company was fully acquired by the Bremen-based Harren & Partner Group.

The company uses a global network of offices and representatives to provide bespoke solutions to clients from a wide variety of industries. Thanks to longstanding experience, integrated best practices in HSEQ (health, safety, environment and quality) as well as highly trained crews and in-house engineering teams, SAL provides safe, innovative and reliable transport solutions, with respect for the environment.

Secure transport of sensitive heavy lift goods and project cargo

Transporting heavy and over-dimensional equipment is a complex process. Every shipment is unique, and it takes thorough planning to design the most effective solution for each one. As a leading company in the heavy lift and project cargo segment, SAL Heavy Lift meets the highest standards with regard to quality and technical innovation. This has made them a reliable partner for customers from a wide variety of industries worldwide. SAL Heavy Lift offers business services: Semi-Liner Shipping, Project Shipping and in addition to this, DP offshore installation services are offered.

Semi-Liner Shipping: The Semi-Liner business handles regular break bulk and heavy lift cargo, shipped as part cargo, between Northern Europe and the Far East via the Mediterranean, the Suez Canal, the Indian Ocean and up to China, Japan and Korea and back., The African continent is serviced either via Northern Europe direction West Africa or from Asia to East Africa or as round trip via Cape of Good Hope. Lastly SAL offers its services to North & South America with sailings either from North Europe and Africa and back, or from Asia via the Pacific. SAL Heavy Lift calls ports en-route on an unfixed basis and can thus react flexibly to the clients' requests. The operations is handled by each of SAL's sales offices and by their agents' network.

Marine Projects: The Marine Project business handles heavy lift cargo and supports vessel operations, on a full voyage/full time charter basis, for assignments requiring substantial engineering scope and support: very heavy operations (typically reactors, foundations, refinery plant equipment), very large dimension cargo (typically, offshore foundations, modules, shiploaders) is identified by a sole or multiple vessel assignment and the transport of single project items between two or more ports worldwide. The Marine Project operation is handled by

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each of SAL's sales offices and agent's network with direct support from SAL's head office in Hamburg.

Marine Projects also offer installation and support assignments in offshore environments with the Type 183 vessels. Offshore installation and support is performed by either making use of dynamic positioning (Dynamic Positioning (single and dual) (DP1 and DP2) offered) or a mooring spread to enable the Type 183 vessel to engage as installation or support platform. SAL has a proven track record within both solutions and in numerous different industries, such as Oil & Gas, Renewables and Decommissioning work.

Group development: Since 1980 SAL has grown from being a single brand entity, namely the heavy lift company, into a multi brand corporation that still operates under a uniform brand. Today the SAL brand covers three separate entities: SAL Heavy Lift, SAL Engineering (2017) and SAL Renewables (2021). SAL Engineering operates as independent engineering house, offering comprehensive marine engineering services. SAL Renewables focuses on offshore wind services, maintenance and installation. In 2020 Intermarine also became part of the SAL group. Intermarine ties its Americas liner service to SAL's global heavy lift trade and in combination bring to market the most comprehensive maritime breakbulk and heavy lift solution in the Americas.

More than 150 years of tradition in shipping

The history of SAL Heavy Lift dates back to 1865. The Heinrichs, a German family of seafarers, ordered the SS Amoenitas from the Sietas Shipyard, boasting a hold capacity of 140 tons. In the years to come, the Heinrich family would include more vessels in their portfolio, and by the 1960s and 1970s, the family, now led by Paul Heinrich, had added four cargo vessels to the pool of the fleet. In 1980, the two sons of Paul Heinrich, Claus and Hans Heinrich, founded Schiffahrtskontor Altes Land GmbH (today known as SAL) and took over three of their father's vessels to start a chartering business. During the 1980s, the sons realised the need for transport of unconventional cargo and started branching out into heavy lift shipping.

By the dawn of the new millennium, SAL Heavy Lift had positioned itself as one of the world's leading heavy lift carriers, with vessels featuring the greatest lifting capacity of their kind. Being part of the Japanese "K" Line Group from 2007 to 2017 under its own name, SAL forced its international expansion, with offices opened in major trading hubs around the world, here along Japan and Singapore. This trend is now followed under the ownership and management in the Harren & Partner group with the expansion of strategic agencies and business partners around the world. SAL has, over the course of the 2000s, stepped up its operations within project support, especially in Renewables as well as Oil & Gas, and has carried out transport and installation assignments for a number of large energy development projects, for instance the, Nghi Son refinery project, Hornsea 1, Borsele 1+2, Walney, Wikinger Project, Greater Changhua Pre-Pile project, the Ichthys project in Western Australia and the KLU #3 project in Alaska.

Tradition continues

Within the new ownership of Harren & Partner, SAL continues its tradition. Harren & Partner is a mid-sized family-run business with +30 years of shipping experience and a fleet of around 70 vessels. As the new flagship brand, SAL will strengthen the portfolio of Harren & Partner, now owning and operating an enlarged fleet of 22 multipurpose vessels.

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About SAL Heavy Lift

SAL Heavy Lift, a member of the Harren & Partner Group, is one of the world's leading carriers specialized in sea transport of heavy lift and project cargo. The modern fleet of heavy lift vessels offers highly flexible options to customers both within project shipping as well as in offshore projects. With travel speeds of up to 20 knots, up to 3500 square metres of unobstructed main deck space and combined crane capacities ranging from 550 to 2000 tonnes the fleet belongs to the most advanced in the heavy lift sector.

With the Type 183 fleet, equipped with dynamic position systems and an optional mountable Fly-Jib for greater crane outreach, SAL offers offshore services to multiple sectors. With the Type 171 and 116, SAL holds a fleet of heavy lift vessels with 1A ice class, capable of trading in arctic waters and northern sea route transits.

As a leading global company in the heavy lift and project cargo segment, SAL meets the highest standards with regard to quality, technical innovation, health, safety and environment. SAL's latest investments in advanced hydrogen/methanol power generators, takes an industry leading step in applying green technology to its fleet. The global outreach of SAL is ensured via own sales offices and exclusive agents spread across more than 20 countries. www.sal-heavylift.com

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