

NEWSBREEZE

THE SAL HEAVY LIFT MAGAZINE | NO. 2 / 2016 | JULY 2016

NORTH DECK

PART TWO –
SUMMER IN DUBAI

≡ *Also in this issue:*

Six RTGs – Ready To Go
Connecting Islands
Catch Me If You Can



A member of the **K'K'LINE** Group

IN THIS ISSUE

- 4 North Deck – Part Two:
Summer in Dubai
- 8 Six RTGs – Ready To Go
- 10 Connecting Islands
- 12 Catch Me If You Can
- 14 Trainings
- 15 HSSE
- 16 Inside SAL
- 18 Up Close With Capt. Benedicto
- 19 Events & Reviews



MANAGEMENT GREETING

Dear reader,

Summer is upon us, and we are more than six months into 2016. This year seems to continue to offer challenges for the shipping industry in general. As a premium project carrier, SAL works very hard every day to ensure the most innovative solutions and the best service to our clients at any contact point they may reach. I tend to say that 'strength and growth come only through continuous effort and struggle', and this is a mantra we work by in SAL.

A sequel of our North Deck project, a speedy transport of a heavy buoy and transport of bridge sections and cranes are among the projects we highlight in this issue – all evidence of our hard efforts. In SAL we only strive for the best!

Enjoy your reading,

Toshi Yamazaki

CEO

THE BURJ AL ARAB TERRACE



January 2016 | Port Rashid, UAE

Summer only seems to start now here in Northern Germany, whereas in Dubai, the sun shines 300 days a year and temperatures can climb to more than 40 degrees Celsius at times. Nevertheless – as of now, you have the opportunity to cool down at the “Terrace” if you should reside at the Burj al Arab Hotel. Stretching 100 metres into the Arabian Sea and with a sheer size of 10,000 square metres, the deck features all luxury amenities such as two large pools, both fresh- and salt-water, private cabanas, bars and luxury restaurants. And SAL has played an important part in realizing this paradise.

*“It’s always good to
work with SAL.”*

Michiel Smetsers,
Project Manager, Mammoet

DISCHARGING THE “NORTH DECK”



FACTS

Client	Admares
Vessel	MV Svenja, Type 183 (2 × 1000 t cranes)
Cargo	Beach platform (6 modules) Land bridge (2 pieces) 24 Cabanas
Weight	Up to 740 t
Dimensions	Up to 79 × 35 × 4 m
POL	Rauma, Finland
POD	Dubai, UAE
Period	Dec 2015 – Feb 2016
Specials	<ul style="list-style-type: none"> • 26 m lifting beam with a capacity of 1000 t • Total weight: 3500 t (all 8 pieces) • Overhang in the aft: 16 m



The North Deck, which has now been christened “Burj Al Arab Terrace”, was manufactured in Finland. From there, SAL’s MV Svenja transported the platform parts to Dubai to be discharged at Port Rashid. Due to the large overhang of the platforms – up to 16 metres – the voyage faced strong weather restrictions to avoid any critical impact on cargo and vessel. Winter weather in the Bay of Biscay shows only a small time window of calm weather which would comply with our restrictions. The chance to meet these conditions in January is only about 40 percent, but SAL managed to meet this gap without any additional waiting time. Leaving the English Channel on 14 January, MV Svenja sailed the tricky part of the voyage to Gibraltar within three days.

The discharging operations in Port Rashid went extremely smooth. The teamwork and communication with Mammoet, the installation partner on-site, turned out into a flawless execution of the entire job. Every single member of staff performed at the

highest level, so that only one meeting was necessary to align all operations. All parts of the terrace were discharged with the ship’s own cranes onto massive barges and finally installed on site by Mammoet with a sheer leg crane. Loading and discharging of the parts – the biggest with a length of 79 metres – was enabled by MV Svenja’s new 26 m lifting beam.

This project constitutes a new milestone in SAL’s history: It includes the biggest items SAL has ever transported in terms of dimensions, and it shows that it is always worth to delve into tasks which on a first glance are considered to be impossible. The project execution team at SAL, in particular our crew, the involved engineers and the project management team in Finland, made this venture possible. ⚓

➔ Want to learn more about this project?

Please visit www.sal-heavylift.com/news/media/project-info-downloads



Video stills: Christian Striboll



THE NORTH DECK MOVIE



▶ [Click here to watch our new video "North Deck – The Difference" and meet the people behind the scenes!](#)

MOVIE STATS

Production

- Temperature ranging from -25 °C up to +30 °C
- 15 interviews
- 2 cameras, 3 drones, 1 pilot boat, 2 aerial platforms, 1 rope camera

Post production

- 3 weeks of editing
- 1.5 terabyte video raw files
- approx. 4 hours of interview material
- approx. 50 hours of movie footage

An exact fit on MV Frauke

SIX RTGs – READY TO GO

FACTS

Client	Konecranes Finland Corporation
Vessel	MV Frauke, Type 176 (2 × 700 t, 1 × 350 t cranes)
Cargo	6 fully erected rubber tyred gantry cranes (RTGs)
Weight	139.5 t each
Dimensions	30 × 12.06 × 26 m each
POL	Changxingdao, China
POD	Vancouver, Canada
Specials	Fitting the 6 RTGs without any further deck modifications or extensions



June 2016 | Changxingdao, China – Vancouver, Canada

*“My thanks to
MV Frauke’s Master
and crew, I’m very
pleased with SAL’s
performance on this
project. Thank you!”*

Heikki Kreku, Project Manager,
Konecranes Finland Corp.

When it comes to mastering stowage on deck, SAL once again showed its strong capabilities when MV Frauke transported six fully erected rubber tyred gantry (RTG) cranes from Changxingdao, China to Vancouver, Canada.

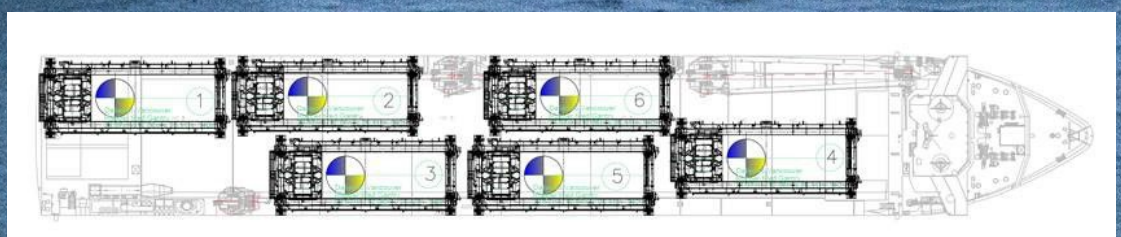
Each RTG measured some 30 × 12 × 26 metres, but the deck size of MV Frauke was a perfect fit, as four RTGs could be loaded in a two-by-two position which allowed all six RTGs to be loaded in one shipment. The strong and completely flat deck of the Type 176 vessel made it easy to place the RTGs into their final positions – without the need to strengthen the deck any further.

Although lifting the RTGs was like featherweight for the massive two 700 tons cranes and one 350 tons crane on MV Frauke, there were a few technical challenges to master: Positioning the RTG’s next to each other was a tight fit and required some diligent planning. Lifting and driving the first two RTGs to their final position at the aft of the vessel was relatively easy.

Positioning the third RTG was however more tricky, as the clearance to the second RTG was very small. Our solution: MV Frauke’s cranes no. two and three lifted the second RTG just a bit over the edge of the deck, thus enough clearance could be obtained to drive the third RTG to its final position.

The positioning of the forth, fifth and sixth RTG was realised without any hurdles by the very skillful crane drivers and crew on board.

All in all, careful preplanning by SAL’s engineers and strong efforts from all involved parties during the operation made this yet another job mastered to perfection. ⚓



CONNECTING ISLANDS

China-Maldives Friendship Bridge



FACTS

Client	CCCC Second Harbour Engineering Company
Vessel	MV Svenja, Type 183 (2 × 1000 t cranes)
Cargo	Steel platforms, steel pipes and jackets
Weight	Up to 367 t 39,349 frt tons in total
Dimensions	23 × 19 × 10 m (platforms)
POL	Shanghai, China
POD	Malé, Maldives

➔ Want to learn more about our infrastructure transport services?
Check out www.sal-heavylift.com/solutions/shipping/infrastructure

March 2016 | Shanghai, China – Malé, Maldives

For most of us, the Maldives are a dream destination with an everlasting summer, deep blue seas, colourful reefs and white sand beaches. However, these myriads of islands face their particular problems when it comes to day-to-day life: Especially facilities like airports are expected to be well-integrated with domestic infrastructure. But what if the airport is located on one island and the capital on another? On the Maldives, the airport is located on the island of Hulhulé, and the capital is on the neighbouring island Malé. Arriving or departing – in any case you have to take the ferry.

This problem is going to be solved: The Chinese government is sponsoring the “China-Maldives Friendship Bridge”. A bridge,

spanning about 20 kilometers, is going to connect both islands, providing separate lanes for vehicles as well as for bicycles and pedestrians.

MV Svenja was chartered to bring some of the support sections from Shanghai to Malé. The steel parts, platforms and guide frames with a single maximum weight of about 367 tons summed up to a total volume of 39,349 cbm of freight tons. The loading of the frames required special attendance, because the center of gravity was difficult to locate. Additionally piles of wooden blocks were added to support the structure during sea transport.

Discharging was performed without any problems. Now we are watching the bridge growing, connecting the islands. ⚓



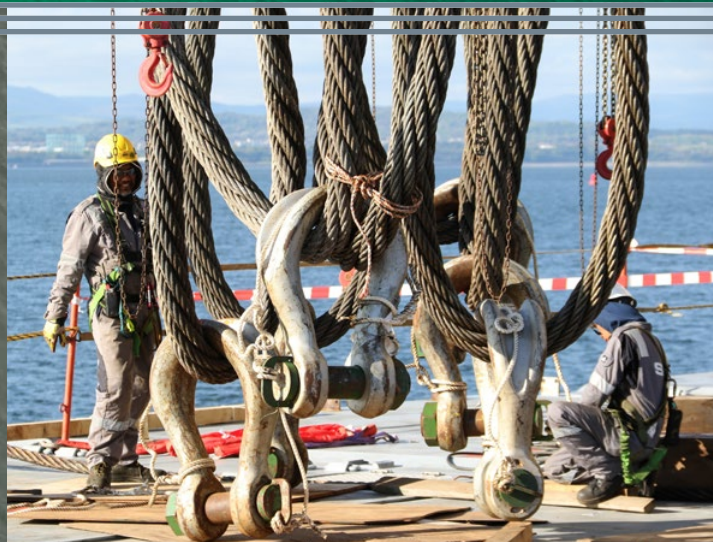
CATCH ME IF YOU CAN

STP buoy transported with
an average speed of 19.3 knots



FACTS

Client	National Oilwell Varco Norway
Vessel	MV Lone, Type 183 (2 × 1000 t cranes)
Cargo	STP Buoy
Weight	1021 t – 39,349 frt tons in total
Dimensions	Diameter: 22 m Height: 18.8 m
POL	Batam, Singapore
POD	Firth of Forth, Scotland
Specials	Direct handover to anchor handling tug



“The highly skilled ship’s crew of MV Lone performed an excellent job.”

Dave Colbron, Field Engineer,
IKM Testing UK



May 2016 | Batam, Singapore – Firth of Forth, Scotland

MV Lone was chartered for transport and launch lift of a 1000 tons submerged turret production (STP) buoy from Batam to the Firth of Forth in Scotland. Given a short time window, MV Lone performed the 8000 miles voyage with a fast average speed of 19.3 knots.

The Catcher Area Development is located in Block 28/9 of the UK Continental Shelf, approximately 180 kilometers east of Aberdeen. The development consists of three discoveries, Catcher, Varadero and Burgman, located in a water depth of approximately 90 metres. First oil production is targeted for 2017. Each field is to be developed as a subsea tie-back to a new Floating, Production, Storage and Offloading (FPSO) vessel, exporting oil by shuttle tanker and gas by a ten inch pipeline connected to the existing Fulmar pipeline.

The buoy was loaded in Batam, Singapore, at the manufacturer’s yard by the world’s largest sheerleg crane “Asian Hercules 3”. For the loading, challenging mooring conditions had to be mastered:

A 280 × 90 feet spacer barge was utilized between MV Lone and

the jetty, while the mooring system also had to transfer the loads from the huge sheerleg crane.

As the tight time schedule called for a fast heavy lift vessel, MV Lone managed the transfer from Singapore to Scotland within 20 days. The launch lift of the buoy required a well-planned setting: Ballast spread was set up on deck of MV Lone, while two anchor-handling tugs were moored alongside and hooked up the towing-bridles. The rigging consisted of six 300 tons shackles, steel wire grommets and an 18 metres lifting beam.

In order to ensure a smooth discharging operation, the crew of MV Lone had already performed a trial lift in Batam to prove the rigging arrangement. The buoy was finally lifted with a tandem lift from the transport cradle into the water ensuring a safety distance to the ship’s side. During ballasting, MV Lone held on to the buoy for 24 hours to keep it stable, simultaneously handling the ballasting hoses and towing bridles.

For contractual reasons, SAL engineering answered to two representatives of the involved parties and to their Marine Warranty Surveyors – SAL’s crew and performance received utmost appreciation. ⚓

ANNUAL OFFICER CONFERENCE 2016

Hamburg, Germany

On 7–9 June our Annual Officer Conference was held in Hamburg with 34 senior SAL officers in attendance. This year's event was already the fifth time that our officers were invited to join us. The tradition which initiated back in Steinkirchen

five years ago was now realized successfully in Hamburg for the third time.

This year's conference had focus on enhancing leadership and soft skills of our top managers on board, on supporting the implementation of a new crew performance system and on a competence management system due for implementing. Further topics included sessions on cross-cultural differences held by a Philippine-based trainer, presentations by

GARD, supplemented by various presentations delivered by SAL departments on the very last day.

What's more, the conference offered a great opportunity to get together informally at evening events and dinners throughout two days which on both occasions lasted a little bit longer than anticipated ... While we have just concluded this year's event, we are already looking forward to next year. ⚓



OSTE CREWING

Bauan, Batangas, Philippines

The Oste Crewing Training Department, overseen by SAL's General Manager Training Daniel Duniec, visited Capt. Nikola Mihajlovic and the crew of MV Annegret at Bauan International Port, Batangas, where MV Annegret was unloading cargo. SAL Shipboard Trainer C/M Reyhan Sabundo and SAL Training Coordinator Joanne Medina conducted a ship orientation and observation tour for the new batch of SAL deck/engine cadets coming from the various maritime schools. ⚓

WORKING AT HEIGHTS

Pampanga, Philippines

SAL Heavy Lift is not only committed to the prevention of incidents, injuries, and occupational illnesses, but also puts great effort into fostering a safe working environment. The crews on board the vessels are regularly invited to join seminars and trainings. At the end of April a batch of trainees of Oste Crewing Philippines, Inc. joined a *Working Safely at Heights* Course which included a *Forklift Truck Operator* Course and an *Elevated Working Platform (Cherry Picker)* Course. The venue was located within the Clark Freeport Zone in Pampanga, Philippines, and the training entity was Site Skills Training (based in Australia), an OPITO-approved training center in the Philippines authorized to deliver oil & gas International Minimum Safety Training (IMIST). All participants successfully completed the training and are looking forward bring their newly established knowledge on board the SAL fleet. ⚓



SAFETY CULTURE PAYS DIVIDENDS

Based on an article of Heavy Lift & Project Forwarding International magazine (shortened)

Does the promotion of a safety culture reduce the number of accidents and incidents in the heavy lift shipping industry? David Kershaw reports on the results of a SAL campaign.

George Geddes, head of HSSE at SAL Heavy Lift, described some of the measures taken by the shipping line to dramatically reduce its incident rates, while highlighting the depth of challenges faced when addressing the perception of safety on board.

"Many of the incidents and accidents that happen in our industry are a result of human error," said Geddes. "We have lots of instructions and procedures, method statements, risk assessments. Yet these incidents still happen. Why?"

Geddes highlighted the drastic and often overlooked impact of a poor safety culture on the heavy lift shipping business. "It has an impact on everybody, not just crew, but also our clients." And incidents do not only come with a human cost, but also monetary costs.

The direct cost of an incident – the insured cost that can be recovered – is relatively easy to determine but indirect costs are often understated. For example, the cost of delays to the line and its customers.

"We established that for every Euro (USD 1.13) of direct cost, there is a greater loss of EUR 10 (USD 11.25) in indirect cost, and that is very significant," Geddes stated. Therefore, minimising indirect cost is imperative. Improving safety standards is in the interest of the entire supply chain.

'Safety is our number one priority' is a term often expressed, but how many people actually believe that?

Geddes said that safety culture must be addressed at every level of a business; however, "habits can be a difficult thing to change, because they have been embedded for such a long time". Challenging the conventional "way things are done" is often met with opposition and disdain.

Over a three-year period, SAL implemented a range of measures to try to break the mould. Adopting a top-down

approach with senior management truly buying in to a culture of safety is crucial. "Our senior management has taken an active part visiting the ships to promote safety and be visible while demonstrating to our officers and crew that we do take safety seriously."

launched this campaign, we have had just a single related injury."

Daniel Duniec, SAL's General Manager Training, said, what makes the adoption of a safety culture truly effective is the training of its 600-plus seafarers. "Our efforts are focused on people and how can we



George Geddes, Head of HSSE, and Daniel Duniec, General Manager Training

Anonymous reporting

"We realised that we do not want to create a blame culture when it comes to incident reports." By anonymous reporting, the system began to bear fruit, enabling the company to identify patterns and trends of unsafe acts and conditions. One area identified was personal protection equipment (PPE).

"We focused our attention on the wearing of PPE. As we did this, we noticed a downward trend in the number of unsafe acts reported." Safety campaigns directed only at the wearing of PPE, plus the investment in high-quality equipment – not just the cheapest available – helped reinforce the message that safety is paramount, he explained.

"Exposed body parts which are frequently injured are hands or fingers," said Geddes. SAL initiated a preventive safety campaign on hand or finger injuries led by the master of each vessel in the fleet in 2015. "In the seven months since we have

encourage the way they see things and do things."

The company's cadetship programmes have trained generations of seafarers. "Most of our senior officers and masters are graduates of these programmes." Current staff retention rates stand at 96 percent.

SAL uses a combination of shore-based, computer-based and on-the-job training to learn and to transfer skills, said Duniec.

SAL has made significant investments into dedicated crewing departments, competency management systems, mapping career paths for seafarers, along developing mentoring skills.

"So far we have spent three years developing our training and knowledge transfer systems and it works well," said Duniec. "In 2014/15 we had 42 injuries across 600 seafarers. But in the first five months of 2016 we have had just three," Geddes stated. Hard effort pays off! 🚢

WORKSHOPS

Continuous learning is key to excellence. At SAL we make efforts to insure learning amongst current and future talents in heavy lift shipping.



Chartering Training

Hamburg/Germany

At SAL we support lifelong learning. That is why we regularly invite our colleagues – on board and ashore – to follow interesting trainings and seminars. In April our colleagues from the chartering, project and contract departments attended a two-day sales training in Hamburg – for the benefit of our colleagues and of course our customers! ⚓



GARD Seminar

SAL HQ, Hamburg/Germany

On 31 May 2016 our insurer GARD held a seminar at the premises of SAL Hamburg in respect of the specific characteristics of tricky offshore insurances and contracts.

Mr. Magne Nilssen (Chief Underwriting Officer, Speciality) and Mr. Tore Furnes (Vice President, Area Manager Underwriting Offshore) shared their valuable experiences in connection with offshore contracts and what should be considered from our side when dealing with these special contracts. This seminar was a real benefit for all who are involved in offshore projects to familiarize themselves with this topic from a legal insurance perspective.

Many thanks to GARD for taking their time and for patiently answering all questions that arose! ⚓

Uni Flensburg @ SAL

SAL HQ, Hamburg/Germany

It was a sunny day outside with a first glance of summer, but the students from the University Of Applied Sciences Of Flensburg were keen to get to know our Director of Engineering, Karsten Behrens. 22 nautical students did their best to fill up SAL's largest conference room for a



two hours workshop in heavy lift practical demonstrations. Mental input can't work without physical input, so we invited them to a follow-up lunch in our canteen which was highly appreciated.

Markus Wöster, qualified teacher for special tasks, was happy about the opportunity SAL provided to them. *"It is of great importance for our students to learn as much as possible from practical experience. We are very happy about SAL's invitation."*

SAL and Mr Wöster agreed on further development of this workshop. So he will revert with the following generation of students next summer. ⚓

EXCURSIONS

Visit of Damen Shipyard: developing young talents

Gorinchem/The Netherlands

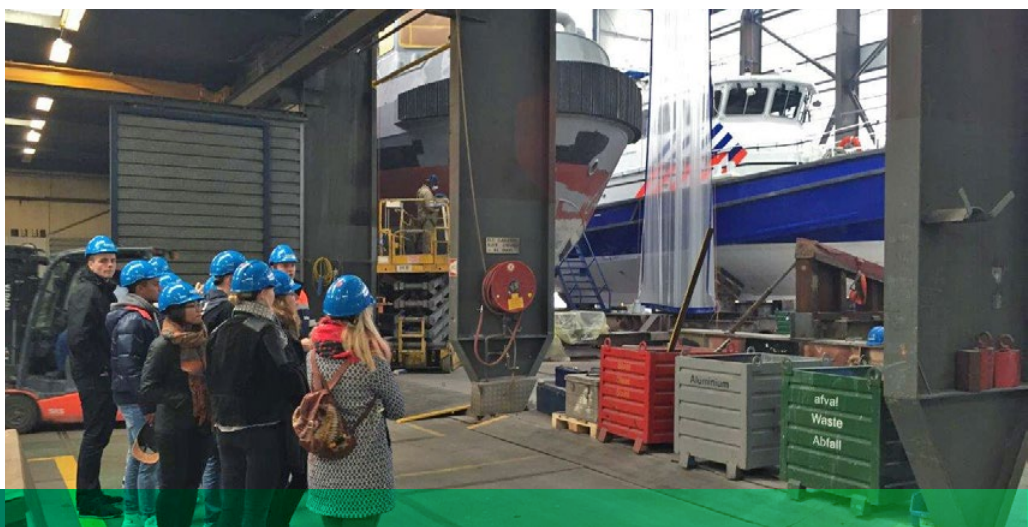
Thanks to the excellent long-term business relationship between Damen and SAL, we got the opportunity to visit the Damen shipyard in Gorinchem, The Netherlands. So in April a class of SAL trainees visited the ARA range of ports as one of the shipping hot spots worldwide.

Besides excursions to the ports of Rotterdam and Antwerp, the students called on the Damen shipyard which is specialized in the construction of high-end, customized vessels such as tugs, offshore supply vessels or yachts – many of them have already been transported by SAL's fleet. The visit provided a great deal of interesting information behind the scenes of an international shipyard group. *"It was an enlightening experience",* said Tom Könemann, trainee at SAL. *"I really en-*



joyed the presentation given by Rimmert Berlijn, but especially the guided tour through the production halls was a good opportunity to observe all the processes and to get an insight into all the theory learnt at school."

Many thanks again to Damen for offering the students this great experience! ⚓



NEW MANAGING DIRECTOR OF SAL SINGAPORE



Mischa Tchang has joined SAL on 1 April 2016

SAL is pleased to announce Mr Mischa Tchang as our new Managing Director for SAL Singapore. With more than 15 years of experience in heavy lift shipping, he will be a great asset to SAL Singapore and to the organisation in general.

Mischa Tchang started his career in heavy lift shipping in 2000 and has since then worked both at Jumbo and BigLift in Commercial Manager roles, before he decided to join SAL as of 1 April. With his years of experience

in the heavy lift shipping industry, his responsibilities now are to strengthen and expand the SAL Singapore office, which includes maintaining and expanding key client relationships but also developing new business opportunities. *"I'm very happy to be part of the SAL family and strive to provide the highest possible service to our clients from one of the key shipping hubs in the world",* he points out. 📍

SPONSORING/CHARITY



JSG Altes Land

This season SAL proudly sponsors the U12 team of soccer club *JSG Altes Land* formerly known as *SG Lühe*. The team is striving to follow the shining example of the JSG men's team which has just entered the first district league being undefeated all the way. We wish the U12 lots of success and all the best! 📍

HSB Nordbank Run

Hamburg/Germany

Over 800 teams. A total of 24,000 runners. Being one of the most important and biggest fund-raisers in Hamburg, the *HSB Nordbank Run 2016* was a real success. The four kilometer run through Hamburg's Hafencity supports the charitable foundation *"Kinder helfen Kindern"* which enables children from financially unprivileged families to participate in a sports club of their choice. A team of SAL colleagues took part in the run to help raise a total of 155,000 € for this awesome project. 📍



UP CLOSE WITH CAPT. ANGELITO BENEDICTO

A newly promoted SAL Master

Interview by Miguel Riviera, Oste Crewing

MV Annemieke has just arrived at the Western Anchorage in Singapore to take on some bunker fuel before proceeding to discharge a reel and some other smaller packages in Jurong port the next morning. We meet up with newly promoted SAL Master Angelito Benedicto who started his maritime career in SAL in July 1995 when he embarked the old MV REGINE under Captain Bodo Berg as a Deck Cadet.



When you embarked as a cadet, did you already have that ambition to become a master?

I came from a very poor family in Batangas and the priority at that time was to be able to help support my father and mother with the expenses as part of my gratitude to them. So, to answer your question – no, I did not have any long term vision on my maritime career then; the priority at that time was simply to start my career and help the family. The goal of becoming an officer, let alone a Master, was something that was simply not something I had considered at the time.

When did you actually start thinking of an officer career?

As with most young cadets now, I was encouraged by my parents as well as my officers on board to take the exams right after I managed to complete my mandatory sea service of 12 months on board. I heeded that advice and got my Third Mate's license afterward (Note: at that time, each rank had a separate exam and license unlike the system used today). After passing the exam and acquiring my license, I went on board as an Ordinary Seaman but got promoted quickly to A/B after only 3 months on the job!

As A/B, I quickly developed the skills needed to drive the cranes on the MV Gloria. Apparently, I did well in my 7 months as A/B because I was informed upon the end of my contract that I could qualify as an AB/3M in my next contract. This happened in the old MV Grietje under Captain Hajo Baeker and later on, Captain Harald Matthes.

Over the years you eventually rose to become a chief mate – tell us about that.

One of the more valuable lessons that I learned in my many years as C/M is that experience by itself is not enough. It needs to be more to be truly competent: a balance of the right knowledge, skills, experience and the proper attitude.

I have also been very fortunate that SAL's Chief Mate training program, such as the Maneuvering Log, to become a Master came at a time in my career when I had already developed my competence as a C/M.

Share with us your reaction on the news of your promotion to master.

Of course, I was extremely happy as getting a ship command is the ultimate goal of being a seafarer. It would be a testament of the hard work and dedication to all the efforts over the years and the ups and downs (yes, there have been downs too). I was also especially overjoyed because I managed to reach the rank of Master while both my parents are still alive and so they can witness the fruition of all the hard work that they have also put into me. We have come a long way and it goes without saying that SAL has also

brought our dreams to a reality. To be able to start as a Cadet in one company and rise to Master within the same company is not very common these days and I am indeed very proud that SAL has also had belief in me and my capabilities.

What have you learned since taking over command of a vessel?

Let me put it this way: if one is truly prepared for the new role as Master then the transition period will not be too abrupt or overwhelming. Upon deploying to the MV Annemieke for my first contract as a Master, I had a very thorough handover from outgoing Captain (and permanent Master) Ivan Govorcin. While my experiences with Captain Albrecht and Captain Vitalez had laid the foundations, it was under Captain Govorcin that everything came together. You can compare it to a fine-tuning session.

However, my first voyage was a "baptism by fire". The vessel was in Rotterdam, Captain Govorcin had already signed off and I was now in command. We had just loaded a heavy piece cargo of 450 tons and the weather was truly horrible: Beaufort scale 7-8. So even though our destination was only a few hours of sailing away in Antwerp, it was a terrible way to undertake my first voyage. After we had set sail for Antwerp, we received news that our vessel would not even allowed to take to port due to the very poor weather and bad sea conditions and had to proceed instead and unassisted to the anchorage. We did manage this but I did not sleep at all that night due to the anxiety. Over the next few days on our way to Lisbon, the weather was up-and-down – good for a few days and then dreadful weather once again. I will always remember this first voyage.

I have also learned over the years the value of maintaining harmony not only among the Filipino crew but our/their relationship with other non-Filipinos, despite the obvious differences in culture and way of thinking. I am not saying it is easy but one has to rise above the differences, look at the situation objectively and think of what would be best for the company, the vessel, the cargo, the client and for everyone on board.

What would be your advice to those that have ambitions to advance their career?

Work to the best of your abilities always. Hard work always pays off. Do not lose the interest to learn new things. 📌

BREKBULK CHINA

Shanghai/China, March 2016

From 16–17 March, SAL again participated at Breakbulk China – the largest conference and exhibition in Asia. Besides addressing the needs of traditional breakbulk and project cargo logisticians, the expo offered unparalleled opportunities to connect with lots of known and unknown faces.



Our SAL Shanghai colleagues Tina Yi (Chartering Manager) and Steven Ou (General Manager) also held a presentation about SAL's latest achievements during the involvement at the Formosa Plastic Factory expansion project. Within three shipments, 60,947 freight tonnes were shipped to Point Comfort in Texas, USA. The second shipment also received attention from a television production company working on a new Discovery Channel series. A film crew attended the SAL vessel in Texas to follow the unloading operations which involved lifting the huge cargoes from MV Lone onto self-propelled modular transporters (SPMT). ⚓

➡ [Download the presentation "SAL at the Formosa project" \(PDF\)](#)

BBQ ON MV TRINA

During MV Trina's current project engagement, we invited our customer for a little BBQ event on board the vessel. Despite poor weather conditions, the crew of MV Trina catered for all necessary details including good food and music. ⚓



COME MEET US!

OFFSHORE ENERGY

25–26 OCTOBER
AMSTERDAM, NL
STAND NO. 5.063

NAVIGATE FINLAND

Turku/Finland, May 2016

Finland is internationally known as a concentration of the maritime cluster. The NaviGate exhibition re-energises this sector, charts new opportunities and presents an interdisciplinary and innovative view to the maritime industry and logistics. This is why our colleagues from SAL Finland took the chance to be part of this maritime expo on 18–19 May in Turku.



Besides getting in touch with lots of other professionals in the maritime logistics and shipping industry, the exhibition offered a great opportunity to present a stunning model of MV Svenja transporting modules for the Burj Al Arab Terrace in Dubai and to invite the visitors for the first screenings of the corresponding project movie. ⚓

BREKBULK EUROPE

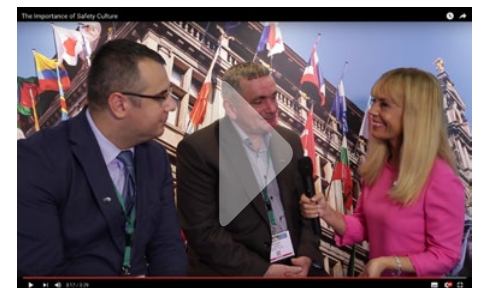
Antwerp/Belgium, May 2016

In line with over 350 international exhibitors, SAL was again part of the Breakbulk Europe exhibition in Antwerp on 24–25 May. Our team not only catered for our visitors with freshly squeezed juices but also welcomed lots of old and new friends at our booth. Being the largest exhibition and educational breakbulk



and project cargo forum in the world, the Breakbulk offered many opportunities for constructive conversations, promising encounters and networking.

This year also two SAL colleagues had the chance to enrich the overall program with a speaker session on safety culture: SAL's Head of HSSE, George Geddes, and our General Manager Training, Daniel



Duniec, gave some insight into "Why promoting a positive safety culture makes a difference". ⚓

➡ [View the interview with George Geddes and Daniel Duniec \(video\)](#)



WE INNOVATE SOLUTIONS

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