


# NEWSBREEZE

THE SAL HEAVY LIFT NEWSLETTER | NO. 9 | NOVEMBER 2015

## MISSION ACCOMPLISHED



SAL completes challenging  
platform installation in Alaska



A member of the **K** LINE Group



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## MANAGEMENT GREETING

*Dear reader,*

*I am very thrilled to present the new edition of NEWSBREEZE to you. In this issue, we once again have many exciting stories to tell: We have finalized the amazing KLU3 project in Alaska with our MV Svenja, we have executed several shipments for a large refinery project in Vietnam, shipping some 270 000 freight tons, and our MV Lone has been busy shipping large cranes to the USA.*

*It is not all about commercial activities – we are also happy to tell you about our latest developments in onboard safety, and last but not least, we would like to introduce to you the new colleagues who have joined our team over the past few months.*

*As you can see, SAL is in constant development, and I hope you will find the stories chosen here interesting to read – I can already now assure you that there is yet more to tell for the coming months.*

*Enjoy your reading,*

*Toshi Yamazaki*

COO



# MISSION ACCOMPLISHED

MV Svenja successfully finalizes her  
commitment at the KLU Project



**“SAL’s technical skills and operational experience led to a very successful installation.”**

*Michael Johnson, CROWLEY, Project Manager KLU*

#### **What happened so far:**

MV Svenja was chartered for the installation of the development platform of the Kitchen Lights Unit #3, a petroleum exploitation area in Alaska operated by Deutsche Oel & Gas. Covering 337 square kilometers, it is the largest exploitation area in the Cook Inlet.

Arriving on site in late spring, MV Svenja was positioned in a special mooring spread, provided by ten pre-installed anchors on the seabed corresponding with ten additional winches on-board. Precisely moored, MV Svenja served as a fixed offshore project platform despite the strong tidal currents. In June and July, the subsea structures for the exploitation platform, consisting of a Monopod of 1100 tons and a transition piece, have been installed successfully – even four days prior to planning.

#### **Completing the project**

In early August the Topside, measuring 33 × 30 × 27 metres, was installed onto the Monopod with a 700 tons single hook lift. *“The Topside installation was an extremely tight lift with very small tolerances. It could only be carried out during high tide with an installation window of about four hours”,* explained Captain Rüdiger Bauer. *“For this reason, careful planning and exact execution was necessary for a successful installation”,* he went on. Within two hours including the lift from the barge, the Topside was placed on the Monopod.

This step was followed by the installation of the Helideck measuring 16 × 15 × 6 metres and weighing 40 tons. Although

this part of the installation was carried out by a rather simple lift, it still demanded proper planning due to the lifting height and the placement of the center of gravity. The installation went as per schedule. Both SAL and its client Crowley were absolutely satisfied with the course of the installation. *“SAL was our primary heavy lift contractor for a highly technical and environmentally challenging installation of an offshore platform over a subsea gas well conductor. SAL’s technical skills, their vessel MV Svenja and the team’s operational experience led to a very successful installation”,* states Michael Johnson, Statement Project Manager of Crowley.

Completing the installation of the Helideck and Topside, an essential milestone towards the completion of the infrastructure in the Kitchen Lights Unit #3 has been reached. From end of 2015 on, the first natural gas shall be produced from the Kitchen Lights Unit.

Holger Krenz, responsible Project Manager at SAL Heavy Lift, also expresses his great satisfaction with the project: *“SAL is very pleased to have been chosen to undertake the highly technical and complex installation of the offshore platform for our client Crowley. In this project SAL has been able to make excellent use of its specialist knowledge and capabilities to the advantage of our client, Crowley, with the result that a safe and successful project was delivered.”*

MV Svenja has returned for demobilization – ready for the next challenge. ⚓



1



Barge arrives with monopod, transition piece, topside and helideck

## INSTALLATION

AUGUST 2015

2



Installation of transition piece

3



Transition piece installed

4



Finishing of pipeline connection



# OF TOPSIDE & HELIDECK



5



Installation of topside

6



Installation of helideck

[Click here for video and more pictures!](#)





Andrea Carloni (4)





# POWERFUL ALL-ROUND PACKAGE

## ELEVEN ENGINES FOR MV ANNE-SOFIE

July/September 2015  
Trieste/Italy – Mongla/Bangladesh

SAL's extensive fleet provides a truly global service: Being able to position vessels anywhere as required, highly flexible transport solutions can be offered. For more than 35 years, SAL has been providing a customized semi-liner project service between Europe and Far East calling requested ports en route.

Along these lines, MV Anne-Sofie once more got the chance to prove that SAL is the perfect partner for shipping heavy machinery such as generators and power plant engines. Being equipped with special lifting gear, the safe and efficient loading of eleven engines, each weighing about 290 tons and measuring 14.35 x 4.10 x 6.10 metres, could be ensured in Trieste, Italy.

Before the vessel's arrival in Trieste, the loading program of the cargo was sharply analyzed by SAL's experts, resulting in smooth operations. Due to the excellent and already long-established cooperation between all parties involved, the engines were delivered in time to Mongla, Bangladesh. ⚓

📷 [Click here for more pictures!](#)



# SUPPORTING NEW JETTY CONSTRUCTION



June/July 2015 • Bremen/Germany – Corpus Christi, TX/US

Exact planning and a perfectly balanced lifting arrangement was necessary to lift the two machinery houses, each weighing 277 tons and measuring  $21.9 \times 13.9 \times 21.1$  metres, and the two gantries (360 tons each,  $23.2 \times 22.8 \times 21.1$  metres) successfully on deck of MV Lone.

This job not only required shipping, but also partly installing two two Tukan 3000 slewing cranes at their destination. During the single-lift loading operation of the two machinery houses, the vessel's crew and SAL's engineering experts had to face a special challenge: Both machinery houses with their pre-installed A-Frames demanded great attention as the center of gravity of the units was located very unusual.

After smoothly finishing the loading operations in the Port of Bremen in Germany, MV Lone continued her voyage to Corpus Christi, Texas (US). Here the cranes were not only discharged in time, but also directly installed on the jetty in another challenging operation: The tandem lift installation of the machinery house (including the A-Frames) could only be carried out with very short rigging due to the required hoisting height. Additionally, the clearance between the gantry and the machinery house was at only 200 millimetres during the installation.

Another technically challenging job was brought to completion and to the full satisfaction of the client. ⚓

▶ [View the video and more pictures!](#)









# 270 000 FREIGHT TONS OF HEAVY CARGO

Semi-Liner + Project Service = over 20 voyages combined







April – Fall 2015 • Vietnam

Transporting extremely large and heavy equipment can be quite challenging, but SAL once more proves its expertise in a series of shipments for a refinery and petrochemical complex project in Vietnam. All SAL vessels are perfectly suited for transporting long and heavy items. For this reason, SAL's type 183, type 176 and type 161 vessels were involved in the successful shipment of 270 000 freight tons of heavy cargo in total, including units weighing up to 1100 tons each.

Amongst others, MV Lone (type 183) assisted in loading, shipping and discharging six pieces of heavy cargo, including a riser, two strippers, a PP splitter, a debutanizer and a demethanizer, with a total volume of 19 405 cubic metres and

a total weight of 2219 tons. Due to its **length of 95 metres**, the PP splitter had to be discharged on the starboard side of the vessel which required a 180 degrees turnaround of the whole ship during the discharging operation. By using MV Lone's DP 2 system, the turnaround could be completed without tug assistance.

Furthermore, MV Anne-Sofie (type 176) was the first vessel ever to enter the construction jetty in Vietnam and therefore succeeded in setting benchmarks for future shipments to arrive.

As the refinery project so far has not been fully completed, SAL continues its involvement in supporting the construction of this mega project. ⚓

▶ [Click here for the video and more pictures!](#)



## QUALITY MANAGEMENT AWARD

### Modeller of the Year: Paul Okpurughre receives LEADing Practice award

Once a year the enterprise standard body LEADing Practice and the Global University Alliance, which consist of 450 universities, professors, lecturer and researchers issue a set of awards. These are assigned to organizations or persons who succeeded in developing innovative, repeatable and reusable best practices, industry practices and leading practices for the global business and IT community.

After intensive review, analysis and careful consideration of hundreds of cases, Paul Okpurughre, Head of QMBI at SAL, was chosen to receive the prestigious award as "Enterprise Modeller of the Year". In recognition of his extraordinary development contribution, the award was bestowed to Paul to honor his work on developing an Integrated Management System for SAL, and his ability to engage and link business strategy, business objectives, performance indicators, organizational functions with business process and business services. All this supports a more structured way of thinking and working, enabling the organization to innovate, transform and deliver value.

In the past 15 years, among the people or organizations that have received awards from LEADing Practice and the Global University Alliance have been: John A. Zachman, the father of Enterprise Architecture, Prof. A. W. Scheer, the father of Business Process Management, LEGO, Saxobank, Novozymes, German Government, US Defense and Northern Health. This makes Paul and SAL part of a distinguished group! ⚓



## HSSE LEADERSHIP SEMINAR MANILA



In July SAL Heavy Lift conducted the 3<sup>rd</sup> Leadership Seminar for officers and bosuns at the Summit Ridge Hotel in Tagaytay, Cavite on the Philippines. The seminar had the topic "Accident Prevention – The human element and its role in Maritime Accidents". It included colleagues from the SAL Engineering office in Manila headed by Capt. Rolando Patlingrao.



SAL's Capt. Rüdiger Bauer gave the opening and closing remarks and SAL's Daniel Duniec (Head of Training), George Geddes (Head of HSSE), Kirsten Schneider (Head of Crewing) as well as resource facilitator Ed Corbett of Maersk Training also joined the seminar. On day 2 and 3, Capt. Hashimura (President of SAL Japan) was present to act as an observer of the proceedings.

On the evening of day 2 of the seminar, all participants and facilitators proceeded to nearby Tagaytay Highlands for a special dinner and a bowling tournament. We thank everyone for their participation and cooperation in this event! ⚓

## OSTE TO ADMINISTER TCMS FOR SAL

SAL and Oste Crewing Philippines formalized an agreement where Oste will administer the TCMS (**T**raini**n**g and **C**ompetency Management System) for all SAL seafarers, including non-Filipinos. The agreement took effect 1 July 2015. Representing SAL was newly promoted SAL General Manager for Training, Daniel Duniec, and Oste's President Jose



Ramon Garcia. The informal ceremony took place at the Oste office in Pasay City, Manila, Philippines. ⚓





## HANDS ON SAFETY

Being dedicated to safety, we are proactively and continuously searching for possible prevention of dangers to our crews. Thus SAL will embark on a sustained safety campaign titled "Hands on Safety" in November 2015.

Hands and fingers are extremely exposed during routine and non-routine activities onboard heavy lift vessels. The hand is one of the most commonly used limbs in the body, it allows you to perform a wide variety of tasks. But due to the complexity of the hand, hand/finger injuries are extremely difficult to cure. After such injuries, one could likely find difficulties in carrying out the simplest tasks.

So during the coming weeks and months, the campaign will focus attention on accident prevention in relation to hand/finger injuries. SAL works with the officers and crew members onboard to participate in a fleetwide "Timeout for Safety" campaign to discuss preventive actions and to highlight the most common causes of injury.

The Marine HSSE department will provide to the vessels a "Hands On Safety" Campaign Pack consisting of a series of posters, PowerPoint presentations, Tool Box talks and a briefing paper on the "Timeout for Safety" campaign proposed for the fleet during the month of November 2015. ⚓

*Dear crew, dear contractors,*

SAL is committed to the prevention of all incidents, injuries, occupational illnesses to our employees and contractors. Therefore, we wish to overcome unnecessary risks by implementing useful HSSE guidelines and values as well as by running special safety campaigns.

We at SAL wish to provide our people with the necessary knowledge and resources for creating a safe working environment. Furthermore it is our goal to create a working environment such that we cause no harm through injury or illness to people, and where we minimize our impact on the environment.



*George Geddes*

**George Geddes**  
Head of HSSE

## MARINE HSSE WELCOMES NEW TEAM MEMBER

The Marine HSSE department welcomes Ronny Wolke to the team as the Deputy Designated Person Ashore for Fleet A. Ronny sailed as a Nautical Watch Officer on container vessels. In his last position, he was involved in offshore projects with regard to HSSE issues in the German offshore sector.



Ronny looks forward to the challenges which undoubtedly lie ahead. He will develop a common risk assessment process including HIRA HAZOPs, job safety analysis and task risk assessments within GL Ship Manager. Additionally he will provide support to the various SAL departments in the preparation of HSEQ tenders and projects. Ronny will monitor and develop documentation which enables SAL to comply with the requirements of the Flag State and other external authorities thus providing the fleet with the most up-to-date information and guidance from these sources. ⚓





# UP CLOSE WITH KARSTEN BEHRENS

General Manager Engineering

**K**arsten Behrens is heading the in-house transport engineering team of SAL, being responsible for the development of innovative transportation and installation solutions. With a background in the development of lifting appliances and over eight years of experience with SAL, he is working on the interface between marketing, engineering and realization in close cooperation with clients. We took the chance to get more insight into his personal story:



Many of the deadlines we have to face are not really negotiable, for example “start of loading is tomorrow morning 6:00 am”.

A different kind of challenge is to not lose track on long-term topics like the development of document templates, the improvement of internal processes, etc. Although challenges often mean stressful times and high workloads, it is this that makes the job interesting. And a mastered one is truly an uplifting experience.

## How did your career in the heavy lift industry start?

Before joining SAL and the “real” heavy lift industry, I worked as a lifting appliances expert at the “TÜV Nord”, a big German technical surveillance association. As a structural engineer, my main task there was to verify design calculations of container cranes. Some of them I can sometimes see here in the port of Hamburg, e. g. at the Eurogate or Altenwerder container terminal. Container cranes are not used for heavy lift operations, but they are heavy equipment themselves – and for me it was a first step towards the shipping industry. Although I didn’t make it onto ships at that point, I had arrived in the marine world.

## What prompted you to join SAL’s engineering department?

10 years ago my daughter Martha was born 5 minutes apart from Hans Heinrich’s (founder of SAL) granddaughter in the same hospital. This led to a chain of events, of which one was to send my CV to SAL, which in turn led to my starting in the Supercargo Department in 2007. To me it was a fascinating idea to work on real heavy lifting – on a ship, and with the ship. There was a picture on the SAL website showing an engineer somewhere in a hold, together with a crew member looking at drawings. This was my idea of a cool job – and I have not been disappointed.

## What are the challenges you face in your daily job?

The most recurring type is to find (and, if necessary, innovate) solutions for problems on very short notice. Even small issues can become a real challenge when time is extremely short.

## What was the most challenging job you did for SAL?

It is not possible to name a concrete project. Every bigger job I was involved in had those specific moments where you wonder how to get on. These moments can occur already in the planning phase but of course also on board, when your planning turns into reality and suddenly reality turns out to be different to the assumptions.

One task I remember as a personal challenge was a series of heavylift workshops in India, 6 years ago. For the first time I had to hold presentations to a big audience – in English! Recent challenging projects were the transportation of a 1400 t living quarter module on MV Svenja and a carousel transportation on MV Frauke last year. The time pressure was enormous, and we were constantly working on the limits of the vessel’s capabilities, struggling to make impossible things possible. Only the great teamwork and high personal commitment, especially from the lead engineers made these projects a success.

## What do you expect from SAL in the future?

To be the Number One heavy lift carrier – with the world’s best heavylift engineering and a great team spirit!

## If you had to convince someone of working in the heavy lift industry. What would you say?

Join in and you will be doing spectacular things that others only can watch on Discovery channel. Join SAL, and you will be part of a great worldwide team of heavy lift specialists! 📍

## RETURNING TO SAL

### Sune Thorleifsson, Head of Projects

We are pleased to announce Sune Thorleifsson as new Head of our Project Department. Sune is well known within the company as he already started with SAL in 2004, after having worked five years in Rotterdam and Singapore. Until 2012 he was responsible for managing the Project Department of SAL. From 2012 to autumn 2015, Sune soaked new challenges with

industry peers Combi Lift and BigLift before deciding to come back to SAL. Working for many years in the industry now, Sune has been broadening his experience within heavy lift shipping in his various management positions. Now he returns with great know-how, new ideas and concepts. As of 1 October, he will once again focus on strengthening and developing the SAL Project Department.

*“I’m very pleased that I have been given the opportunity to work together with my “new” old colleagues, and am*

*looking forward to promoting our safe and excellent service in many years to come”, he points out. 📍*





## INTRODUCING ...

**Hamburg, 1 September 2015**

Justin Archard and Sebastian Westphal join our management team – we asked them a few questions to get to know our new management members better:

**Capt. Sebastian Westphal,  
Corporate Director Ship Management**

### *What are your plans and expectations within your new position?*

I'd like to be part of and contribute to a team consisting of vessels' crew and office staff working together cooperatively



Sebastian Westphal (left), Justin Archard

to reach a shared aim. This was the "SAL attitude" in the past, and most of it still remains even though SAL and its number of employees grew tremendously in the past years.

There have been a lot of changes in the past, let it be of ship management nature due to new rules and legislation or changes that have been driven by changing markets and work scope. In my new position, being one of few seafarers in the office I expect to be a kind of mediator where necessary, helping to find solutions which are workable and most convenient for both vessels and office.

### *What do you have in your wallet right now?*

A lot of common things that are usually in wallets and some items that are special or important to me like:

- A VIP card for the textile dry-cleaner's service which is winning importance for my new job.
- My driver's license. I expect the time will come that it will be taken away from me by the highway cops because of misbehavior in dense traffic during daily commuting.
- Some useful business cards of restaurants and good places around the world like, for example, the address of the well-known Licky Tomato Bar in Kobe. A reputable bar that each new generation of SAL crew gets introduced to by the older guys on board.
- A picture of my (almost) wife that she gave me before signing on as a Cadet on MV Grietje. On the back of the foto she pasted a dropped eyelash. In

German saying you can use a dropped eyelash to make a wish that will come true. I never had to use the spare dropped eyelash onboard, so you can imagine that I enjoyed most of the time that I was sailing with SAL. 🍀



**Justin Archard,  
Corporate Director Commercial**

### *What are your plans and expectations within your new position?*

I expect to enjoy it. If I can't enjoy it, then I can't do it well.

My plan – or at least part of it – is to help build long term sustainability, continuous world class delivery across the various segments we service and try

to identify markets where we can unlock new or additional value. I want to play my part building on a company where good people want to work and where there is pride in the service and achievements. With these there is motivation and from that comes innovation – and innovation is a really important part of long-term sustainability.

### *What do you have in your wallet right now?*

I have a travel wallet which I keep at home that I use to rotate credit cards and currency for all the travelling I do. It has also become home to a number of other sentimental objects as well:

- My youngest son's first tooth
- Some of my used passports
- The receipt for my wife's wedding ring (we married in 2005)

### *What was the craziest story you experienced in your time with SAL so far?*

Only two weeks after joining SAL I was asked to make a presentation at a conference in Kuala Lumpur. I didn't know much about the ships, the company, the work – anything really. It was a surreal moment as the conference was awful and my working knowledge of Jumbo was still very fresh. But it did turn out to be a learning moment as I discovered new things about SAL while I was delivering the conference paper. 🍀





## ANNIVERSARY

### 30<sup>th</sup> anniversary of Heiko Daberhahl at SAL Heavy Lift

Do you remember?

The Flux Capacitor, Boris Becker, Super Mario, Mac Gyver, Windows 1.0, the first mobile call – and Heiko Daberhahl at SAL.

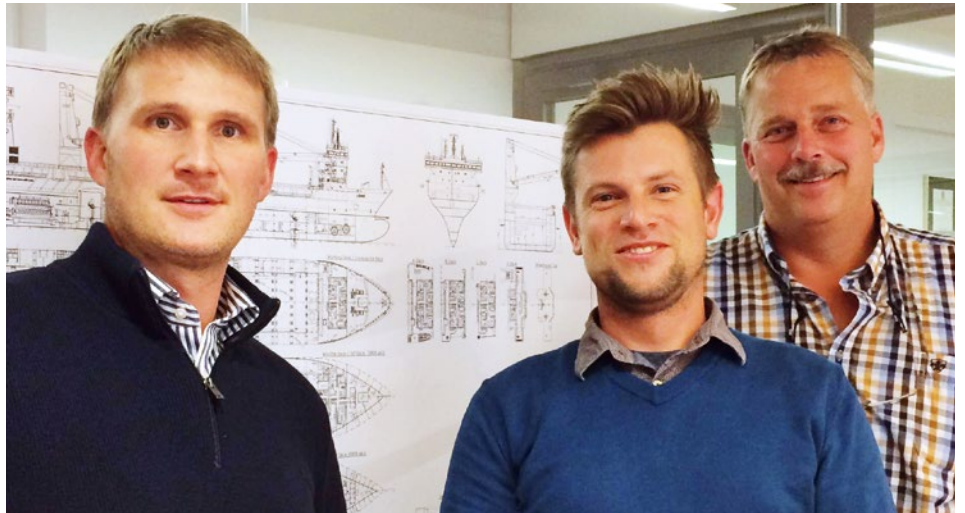
On 1 August 1985 Heiko started his career at SAL, back then known as Schifffahrtskontor Altes Land GmbH & Co. KG, as our first ship broker trainee. For many years, Heiko has successfully contributed with his knowledge to the operating department. With his extraordinary commitment to good work, both in Germany and abroad, he had a key role in the successful expansion of the international businesses of SAL. Within the scope of rebranding



the company to SAL Heavy Lift, Heiko contributed with his profound knowledge and client-orientated manner to the cargo allocation team.

*"In these fast-paced times such long-term commitments to an employer have become very rare. Especially the experiences of our long-term employees are of great importance for our company. We really appreciate the reliability, professional expertise and creativity of Mr. Daberhahl and sincerely value his support during the past 30 years! Thank you for your tireless efforts, Mr. Daberhahl, and congratulations to this great company anniversary!"* (COO Toshio Yamazaki)

We – SAL – would like to thank Heiko for the strong relationship over the past 30 years and are looking forward to continuing the good cooperation for many years to come. 🚣



## NEW BUILDINGS

### SAL Heavy Lift is setting up a new building program

In order to develop the fleet for future markets and challenges, SAL intends to develop new types of ships: both for the semi-liner service and for the project business. Work on the project design is anticipated to start in early 2016.

The goal at this time is to provide a comprehensive proposal including design, timeline, new building price and financing strategy by the beginning of 2016. In the last month Holger Krenz, Head of Project Management, formed a new building core team in order to realize the process, gaining input from the relevant departments. Our ambition is to develop a unique trend-setting vessel built according to state-of-the-art standards and incorporating input from Operations, Engineering and Commercial Departments.

A design house was selected along with the development of a high level specification. With support of the chosen design house, SAL's new building team is refining the original specification and will bring all to the table developing a tender document package that will allow the chosen ship yards to bid on a common basis.

Of significant importance for the design is the development of a new bow form that will offer reduced resistance during transit and also reduced vertical accelerations. Another focus will be on the engine and propulsion concept in order to meet the challenges of the future. Last but not least a comprehensive crane concept together with an effective hatch

*Three members of SAL's new building team: Ralf Tschritter/Engineering, Jakob Christiansen/Project Director, Thorsten Franz/Inspection (left to right)*

cover and cargo hold concept is being developed.

A unique vessel must have unique features – such takes time, effort and passion to develop. 🚣





## SPORTSCLUB CANOE RACE 2015

Hamburg/Germany, 9 July

Once a year, the company sportsclub at the SAL Hamburg office organizes the much beloved canoe race in the river right next to the office building.

This year a total of 21 teams formed by SAL and our neighbours of DNV GL took part in the competition. In a series of exciting races, one of the SAL teams managed to make it to the finals. The breathtaking last race ended in a head-to-head photo finish proving that the remaining SAL team came in second.

Congratulations to our colleagues for this great success – we are already looking forward to some more exciting races in 2016. ⚓



## Exhibitions 2016

CTL / BHP Mumbai  
18-19 February

Breakbulk China  
14-17 March

Breakbulk Europe  
23-26 May

## SAL SUPPORTS REFUGEES

Hamburg/Germany, 29 July

Refugees welcome! SAL supports the "Flüchtlingshilfe Luthergemeinde Bahrenfeld": We handed over a big pile of donations collected by our colleagues. Always happy to help! ⚓



## A GOODBYE TO SUMMER

Steinkirchen/Germany, September

In September, the SAL team gathered at the old office location in Steinkirchen to celebrate the last days of summer, together with friends and families. Everybody enjoyed spending a pleasant afternoon with a delicious BBQ, nice entertainment for the kids, lots of old and new faces and of course some hours of September sunshine. ⚓

## A TOUCH OF BAVARIA IN HAMBURG



Hamburg/Germany, 16 October

The Oktoberfest, a yearly 16-day festival running from late September to early October taking place in Munich, found its way to northern Germany. For this reason some of our SAL colleagues took the chance to go out and celebrate the Oktoberfest at "Fischauktionshalle" in Hamburg – of course all dressed-up in traditional costumes. It was a pleasant night out which already leaves us in great anticipation for next year's event. ⚓

## BREAKBULK HOUSTON DINNER

Houston/TX, USA, 5-8 October

In connection with the Breakbulk Houston exhibition, SAL Heavy Lift USA hosted a Steakhouse dinner event allowing us to meet and greet our US clients in more comfortable surroundings. Our three local representatives Anders Hyrup, Iker Domingo and Russell Wolfe, together with our Corporate Director Commercial Justin Archard, were happy to welcome several of our top US clients – all in all a very enjoyable evening! ⚓

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Graphic Design / Layout: Claudia Badouin

Photos (if not stated otherwise): SAL staff

Published by: SAL Heavy Lift GmbH,  
Brooktorkai 20, 20457 Hamburg, Germany

[www.sal-heavylift.com](http://www.sal-heavylift.com)

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