

1980

1990

2000

2010



A joint venture with  **K LINE**
KAWASAKI KISEN KAISHA, LTD.

• 30 YEARS SAL •

THE ANNIVERSARY EDITION

1865

1911

1947

SS "AMOENITAS" – JOHANN HEINRICH

The history of SAL can be traced all the way back to the 19th century when a family of seafarers in the *Altes Land* region embarked on its first endeavour and ordered the sailing vessel SS "Amoenitas". In 1865, the vessel was built at the local Sietas shipyard and ventured out to the seven seas with a holding capacity of 140 tons.

On its adventurous voyages, the vessel eventually stranded off the coast of West Africa during heavy winds. However, the captain and crew were rescued.



SS "CAPELLA" – WILHELM HEINRICH

The seafarer's tradition was continued by Johann's son Wilhelm Heinrich who in 1911 commissioned the Sietas shipyard to build the SS "Capella". The vessel was purchased at a price of 3,000 Deutsche Mark and was later fitted with an engine.



Paul Heinrich (left) on the SS "Capella"

MV "PIRAT" – PAUL HEINRICH

The passion for the life on board was carried on to the next generation. In 1947, after his recruitment during the Second World War, Paul Heinrich purchased a former navy vessel and had it converted into a commercial freight vessel at the Sietas shipyard. The MV "Pirat" traded on the North and Baltic Sea transporting wood from Scandinavia to Germany, generalists to England and wheat to Denmark.



Paul Heinrich – although a very dedicated family person – followed the footsteps of his ancestors and spent almost forty years of his life on board. His three children Hans, Claus and Frauke saw their father less than they wished to but learned to appreciate the adventures of the sea from an early age on.



Paul Heinrich's initials still mark the chimneys of the SAL fleet

1956

1966

1971

1976



8 tons

FIRST NEW BUILDINGS FOR PAUL HEINRICH

MV "FRAUKE" (1956)

MV "REGINE" (1966)

MV "FRAUKE" (1971)

MV "REGINE" (1976)

Over the years, two MV "Frauke" and two MV "Regine" were added to the pool of the Paul Heinrich KG fleet. For Paul Heinrich, the names of his daughter and wife were to bring fortune to his vessels wherever they were. The tradition of naming the vessels after female family members has been carried on to the modern day of SAL.

While the first MV "Frauke" and MV "Regine" were carrying bulk cargo and general cargo, their successors built in the 1970s traded mainly as container vessels.



Naming ceremony MV "Frauke" (1956)

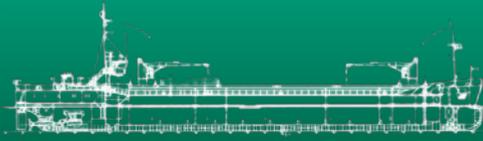


MV "Regine" 1966



MV "Regine" 1976

1978



↓ 20 tons

SEESCHLANGE SAILING THE RIVERS

MV "PIRAT" (1978)

MV "SVENJA" (1982)

MV "FRAUKE" (1983)

In 1978 a new vessel was developed – the so called “Seeschlange” (sea snake) with its trademark of a submersible bridge. The three river sea vessels of this type – MV “Pirat”, MV “Svenja” and MV “Frauke” – traded around the world and sailed on the Rhone River, the Danube and the Mississippi.

Claus Heinrich most closely followed his ancestors’ tradition by studying to become a captain and soon boarded the vessels of his father. Hans was more interested in the commercial aspect of shipping and became a shipbroker. Frauke got married to a captain and remained exposed to seafarers’ life.

Reederei Heinrich übernahm Neubau von Sietas:

Der „Pirat“ bleibt reine Familiensache

Eigener Bericht

J. d. Hamburg, 18. Februar

Die ganze Familie war des Lobes voll. „Ein wundervolles Schiff“, schwärmte Kapitän Klaus Heinrich. „Die Zusammenarbeit mit der Werft Sietas war noch nie so gut wie dieses Mal“, verteilte Vater Paul Heinrich Komplimente. Und Bruder Hans Heinrich („möge das wundervolle Schiff viel, viel Geld einfahren“) war schließlich von der Qualität und außergewöhnlichen Konstruktion des MS „Pirat“ ebenso überzeugt wie alle anderen Teilnehmer der vierstündigen Gästefahrt gestern auf der Unterelbe. Die Taufe und Übergabefahrt

des „Piraten“ war überhaupt in erster Linie eine Familienfeier, der Neubau ist fast ausschließlich „reine Familiensache“. An der Reederei des Vaters, Kapitän Paul Heinrich (58), sind beide Söhne mitbeteiligt. Hans (37) sorgt für die Beschäftigung der Flotte als Befrachter beim Korrespondent-Makler der Heinrich-Flotte, der Peter Döhle Schiffsfahrts KG in Hamburg. Klaus (29) führt als Kapitän, er übernahm das Kommando auf dem 7,5 Mill. DM teuren Neubau, den zuvor seine Frau Antje an der Überseebrücke getauft hatte.

Die Frauen bei Heinrichs sorgen schließlich für eine reibungs-

lose Büroarbeit: An der Spitze die Ehefrau des Seniors, Regine, unterstützt von Tochter Frauke sowie den Schwiegertöchtern Antje und Annegret.

Der „Pirat“ (999 BRT, 2650 tdw) zeichnet sich durch ablenkbares Brückenhaus aus. Das Seeschiff könnte sogar unter den Nordereibbrücken hindurchfahren. So ist es bestens geeignet, in den nächsten drei Jahren einen Kontrakt zu erfüllen, um Bauteile zu einer Uranwiederaufbereitungsanlage 150 Kilometer rhoneaufwärts ins französische Tricastin zu bringen. Reeder für zwei Nachbauten des „Pirat“ werden noch gesucht.



Celebrating Christmas on board



1980

HANS HEINRICH LAUNCHES SAL OFFICE IN STEINKIRCHEN

After working for Peter Döhle Schiffahrts-KG for more than 10 years, Hans Heinrich decides to take on the challenge and creates the **Schiffahrtskontor Altes Land GmbH** in 1980, today more commonly known as **SAL**. Together with his brother Claus, he takes over the management of his father's three vessels and starts the chartering business.



The name “Schiffahrtskontor Altes Land GmbH” is homage to the beautiful setting of the office in the midst of *Altes Land*, located right at the river Elbe and home to endless apple and cherry plantations. The region also inspires the SAL logo which is an abstraction of the local *Hogendiek* Bridge.

Located in the same building as the local butcher shop, SAL begins its operations with a staff of three: Hans Heinrich, Annegret Heinrich and Ulf Köther. Shortly afterwards, Lars Rolner joins the SAL team from Denmark, followed by many Danish staff over the years. Operations on board the vessels are supervised by Claus Heinrich who is not yet ready to settle in the office but follows the calling of the sea. A significant number of staff from the very early days, including technicians and seamen, is part of the SAL team up to this date.



111111-POSITION Guten Morgen am Montag, den 07. März
 Spruch des Monats März: Bekommt die Kuh schlechtes Futter,
 wird's Margarine anstatt Butter.

 INFO: Jan H. ist auf Dienstreise in den USA (bis ca Ende Woche 10)

ACHTUNG!!! Holsatia hat ab 27.02. eine neue Anschrift:
 7500A Beach Road Tel: 0065-2929905
 No. 08-301 The Plaza Fax: 0065-2927765
 Singapore 0719 Tlx: RS 20034 hns (wie bisher)

 WEITERE INFORMATIONEN BEFINDEN SICH UNTER <111111> <VSLINFOS>

P A U L A (14 Kn) - HS - (KAPT. LEFFLER / C/E ZIEHE)
 (ab Anfang März Kapt. Tangermann)

+++ SCHIFF IST VOLLGEBUCHT +++
 KIEL KANAL (B+T) ab 06/1800

MS*	Neugrabew	Pos.	80-7-1
Reise	Antwerpen-Jeddah		
Ladung	Rohre		
Menge	-		
Eingang		Ausgang	
C/P vom	-	C/P vom	-
Terms	fios	Terms	
Frechizahler	Team lift	Reader / Makler	Döhle
Rate	DN 850.000,-	Rate	DN 850.000,-
Menge	-	Menge	-
Komm. Fremde	-	Komm. SAL total	DN 8500,-

S & B
 Morska A.
 S & B
 G.Feron

Cory
 Cory
 Marit

Kanal-24/Kiel
 en-Immingham=19/
 z Canal-Laem
 ang=114)

C/E BÜTTNER)

Dalgety

orgens Inchcape'

Eimer ===
 Sanya=20)

THÜRLING)

Barwil



60 tons

1984

SAL'S FIRST NEW BUILDING

MV "CALYPSO" (1984)

In 1984 SAL orders its first vessel at the Sietas shipyard. The MV "Calypso" – a joint venture between SAL and Kestrel Shipping Ltd, London – features 2 x 30 tons cranes and stands for the pioneering spirit of the new business endeavour.

From its early days on, SAL is driven by its passion for unconventional project cargo. The more challenging a cargo, the more interesting for the new company. This is the beginning of tapping into the small niche of heavy lift shipping.



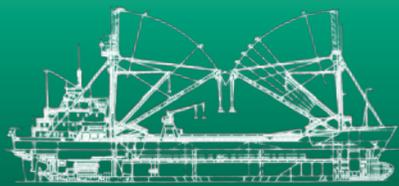
“ To sail on a dream on a crystal clear ocean,
to ride on the crest of a wild raging storm
To work in the service of life and living,
in search of the answers of questions unknown
To be part of the movement and part of the growing,
part of beginning to understand,

Aye Calypso the places you've been to,
the things that you've shown us,
the stories you tell
Aye Calypso, I sing to your spirit,
the men who have served you so long and so well

(John Denver)



1985


 300 tons

GOING HEAVY ...

MV "ANNEGRET" (1985)

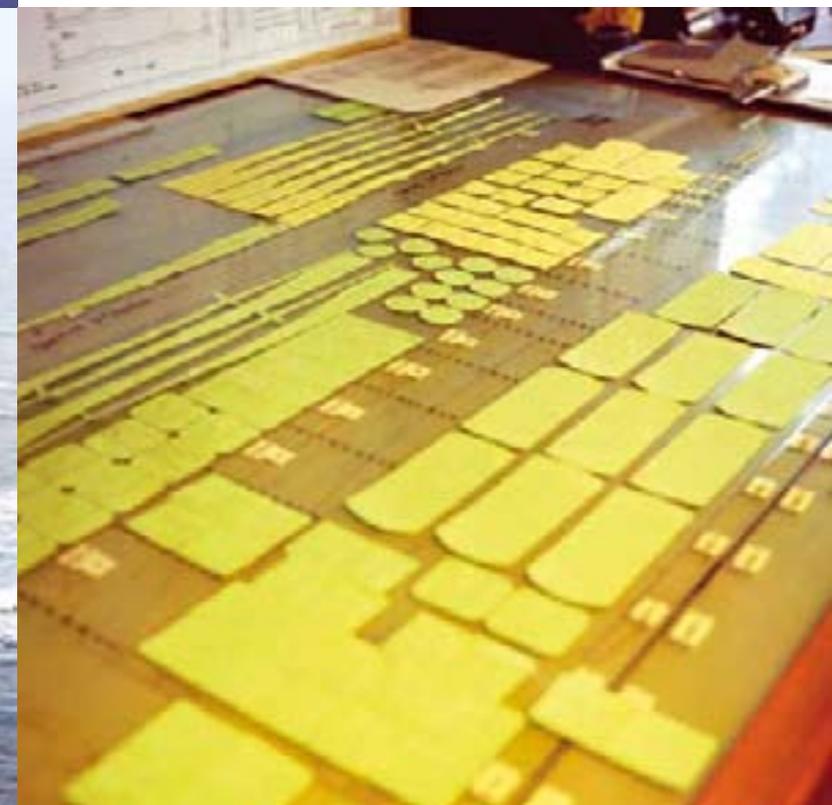
MV "ANTJE" (1985)

Already one year later, SAL's vision of carrying larger, heavier and more challenging cargo takes its course. In 1985, two geared vessels are purchased from the Danish owner Blaesbjerg. The vessels are renamed MV "Antje" and MV "Annegret" and feature cranes of 2 x 150 tons which is rather unique at the time. The vessels primarily trade between Europe, the Arab Gulf and India transporting various project cargoes, transformers and construction material.



IN-HOUSE TECHNICAL EXPERTISE

With the increase in crane capacity, the technical expertise to operate these vessels becomes more important. Therefore, in 1985, Lühe Engineering is founded with Claus Heinrich as managing director. This is the beginning of a steadily growing engineering department which accompanies all of SAL's operations to date. Roland Schulz takes charge of the technical inspection within Lühe Engineering and manages the maintenance of the fleet until 2002, when Uwe Brümmer, an experienced captain and cousin of Hans and Claus Heinrich, takes over this position and monitors the new building process.



1986

CAP ANAMUR – THE CHALLENGES OF “HUMAN” CARGO

In the mid eighties, the world attention is drawn to the plight of the Vietnamese “boat people” who embark on small and precarious fishing boats to flee from the aftermaths of the Vietnam War. To assist in this refugee crisis, SAL accepts a one year charter to alleviate this humanitarian emergency. The MV “Regine” is nominated as “Cap Anamur II” and is positioned in the South Chinese Sea, where fishing boats are identified and rescue operations are conducted. The refugees are brought to the safe haven of Singapore, where they are accommodated in refugee camps and are flown out to various countries of asylum. On her final voyage, the “Cap Anamur II” loads as many as 340 refugees in its hold and sails to Germany. All in all, the vessel rescues about 1,000 refugees from the sea.

In the course of this project, SAL for the first time is faced with the task of carrying “human” cargo constituting a range of challenges, but being tremendously rewarding. After weeks on board, the refugees build an impressive resilience to extreme weather conditions facing wind forces up to 10.



Claus Heinrich facing a new mission







📍 200/300/400 tons

1987

TYPE 132 – A CONSTANT IN THE SAL FLEET

MV "REGINE" (1987)	2 x 100 tons
MV "ANTJE" (1989)	2 x 150 tons
MV "LENA" (1990)	2 x 150 tons
MV "GRIETJE" (1991)	2 x 150 tons
MV "ANNEGRET" (1992)	2 x 150 tons
MV "PAULA" (1992)	2 x 200 tons
MV "MARGARETHA" (1992)	2 x 200 tons
MV "WIEBKE" (1993)	2 x 200 tons

In 1987, SAL starts a new building series of type 132 – a vessel type that is to become a constant in the SAL fleet for the upcoming 20 years. The first new building of this type is MV "Regine" with 2 x 100 tons cranes. Seven more vessels follow with crane capacities rising up to 2 x 200 tons.



1988


 200 tons


VENTURING INTO SPACE

MV "ARIANA" (1988)

The wide scope of heavy lift cargo becomes evident again in 1988 when SAL, in joint venture with U.I.M. France, commissions the Sietas shipyard to build the MV "Ariana". The highly specialized vessel is constructed to carry the expandable launch system "Ariane IV" from Le Havre and Bremen to Courou in French Guyana where communications and earth observation satellites are launched into space. The system becomes the basis for a European satellite launching program with a record of 113 successful missions.

The vessel is faced with the challenge of transporting the three tiers rocket as one unit. To accommodate the largest launch system to date, the hold has a height of 13.80 m. The large units are rolled into the vessel on a back ramp, and two 100 tons cranes assist in lifting accessory cargo. For the European conglomerate Arianespace S. A. which awards the contract it is of utmost importance that the vessel not only is issued with the most modern technical equipment but also provides a maximum of security, speed, reliability and punctuality for this highly sensitive cargo whose value far exceeds the value of the vessel itself. Over a time span of 10 years – until 1998 – SAL safely carries the "Ariane IV" to its South American destination.



1994

1995

1996



↓ 500 tons

ENSURING STABILITY

MV "FRAUKE" (1994)

MV "TRINA" (1995)

MV "REGINE" (1996)

MV "SVENJA" (1996)

Until 1996, 12 vessels of type 132 are delivered to SAL, and by then, a crane capacity of 2 x 250 tons is reached. Besides the rising crane capacity, these vessels are characterized by their low draft, lean structure and high speed of 16 knots. In addition, the later vessels – in light of increasing cargo weights – are equipped with a **stability pontoon** that is lowered into the water during loading/discharging operations.





1997



THE EMERGENCE OF TYPE 161

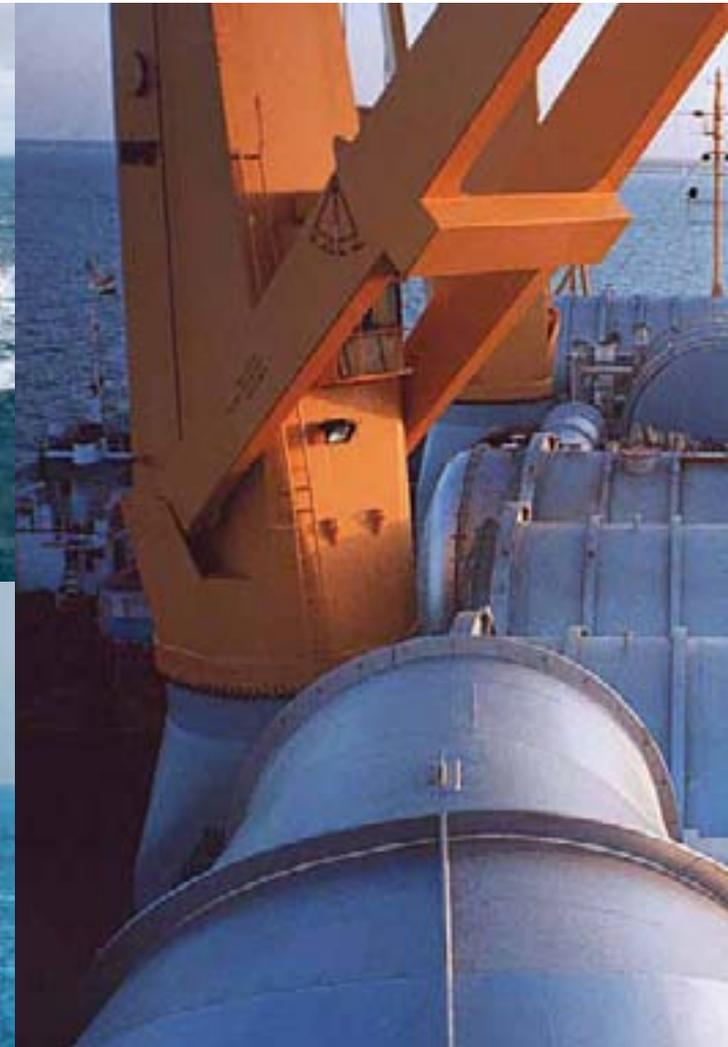
MV "GLORIA" (1997)

MV "WILMA" (1997)

MV "ANNEMIEKE" (1998)

MV "LENA" (1998)

By the late 1990s, a new vessel type enters the market. MV "Gloria" with 2 x 275 tons cranes is delivered in 1997 and is followed by three sister vessels until 1998. Different from its predecessors of type 132, the new buildings are equipped with an additional starboard crane with a lifting capacity of 150 tons facilitating loading operations on aft deck. Another innovation of these vessels is the repositioning of the bridge and superstructure to the front of the vessel. With this adjustment, unobstructed visibility even with over dimensional heavy lifts on deck is secured. Finally, the vessels are built to feature a service speed of 20 knots which is maintained on all other new buildings to come. With this unusual speed, the vessels are capable of increasing their cargo volume by approximately 25 per cent.



1997

LARGE OR SMALL – WE LIFT IT ALL

With type 161 entering the market, SAL has a substantial fleet of sister vessels that can be commissioned for comprehensive projects. Amongst the projects that involve both vessel types is the **Jamnagar refinery expansion**.

SAL is contracted to transport numerous modules and heavy equipment to India's West Coast to complete the first installation phase of the Reliance refinery. Over the course of 18 months, up to 12 vessels transport over 500,000 freight tons to the site with units weighing between 100 tons and 1,600 tons. Due to the inaccessibility of the site, the cargo is discharged into barges for roll off ashore.



Joint efforts of type 132 and 161 in Jamnagar

2000



2001

TYPE 161 – TO BE CONTINUED ...

- MV "GRIETJE" (2000)
- MV "ANNEGRET" (2000)
- MV "PAULA" (2000)
- MV "WIEBKE" (2000)

After the vessel type 161 has proven to meet the demands of the heavy lift market, SAL decides to expand the number of vessels of this type. In the course of 2000, the Sietas yard delivers four new buildings of **type 161A**, this time with two portside cranes of 320 tons lifting capacity and one starboard crane of 200 tons lifting capacity.

NEW MANAGEMENT STRUCTURE

In 2001, **Lars Rolner** becomes shareholder together with Hans and Claus Heinrich. Lars Rolner has played an important role in shaping the success of the company since the early 1980s when he first joined SAL. In 1998, he becomes managing director of SAL. Originally from Denmark, Lars Rolner and his family have found a new home in Hamburg while strong ties to their home country are maintained.



2001

OPENING OF CHINA OFFICE

At the beginning of the new millennium, it becomes evident that China would play a significant role in the global economy. SAL recognizes early on that physical representation in the country would be a great asset and sends one of its young pioneers to **Shanghai** where he starts office operations in 2001. In 2007, an additional office is opened in **Beijing**.



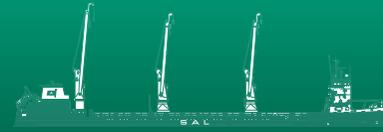
2003

ONE MORE TIME – TYPE 161B

MV “ANNETTE” (2003)

MV “MARIA” (2004)

Completing the round figure of ten, SAL orders two more vessels of type 161 which are delivered in 2003 and 2004 from the Sietas shipyard. MV “Maria” and MV “Annette” are topping their sister vessels with 2 x 350 tons portside cranes and one 250 tons starboard crane.


 700 tons


2005



NEW CHALLENGES OF PROJECT COORDINATION

Compared to the earlier years of break bulk and heavy lift shipping, the new millennium comes along with even higher requirements of project coordination. Particularly in the field of oil and gas, clients are seeking innovative transportation solutions that constitute new challenges to all divisions of the company and call for a significant expansion of the engineering team.



Shell Exploration NZ Limited

Thank you for your efforts during the installation of the Pohokura Platform Jacket and Topsides



2006

Amongst the projects that are successfully performed by the 161 type vessels during 2005 and 2006 are the **Snøhvit project**, the **Ormen Lange project**, the **Pohokura project**, the **KMZ project** and the **Stybarrow project**.



Loading for KMZ gas project destined for Dos Bocas, Mexico (2006)

Loading for Ormen Lange in Hoboken, Belgium (2006)

2006

HEALTH, SAFETY AND ENVIRONMENTAL PROTECTION (HSE)

Hand in hand with these projects goes the commitment to Health, Safety and Environmental Protection (HSE) on board and ashore. In 2006, as one of the first heavy lift carriers, SAL obtains its **certification of ISO 14001 and OHSAS 18001** and soon extends this certification to all vessels of the fleet.

Today, all projects are closely supervised by SAL's in-house HSE department which also conducts regular training units with the crew ashore and on board.

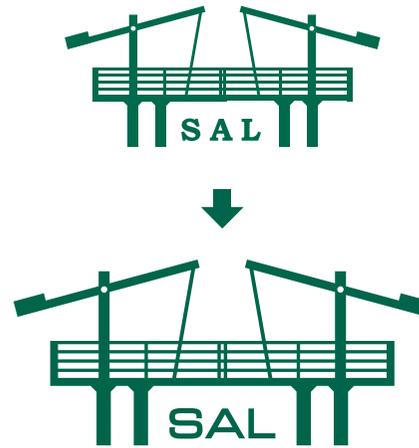


2007

CREATING A NEW PARTNERSHIP

Despite its global scope and the steadily growing number of employees worldwide, SAL has always maintained its family business character. This trademark has been secured when in 2007, the shareholders decide to form a **joint venture with “K” Line**, one of Japan’s leading shipping companies. For SAL, this new partnership brings along all the advantages of a corporate network and stands for an enlargement of the global family at the same time.

Following the joint venture, a steady exchange of staff between Steinkirchen and Tokyo promotes mutual cooperation and understanding. Shortly after the creation of the joint venture, **SAL Japan** is opened within “K” Line’s headquarter in Tokyo.



A joint venture with **K LINE**
KAWASAKI KISEN KAISHA, LTD.

K LINE
KAWASAKI KISEN KAISHA, LTD.



Lars Rolner, Hans Heinrich, “K” Line President Hiroyuki Maekawa



2007

THE FIRST SUBSEA HANDSHAKE

With the growing energy demand around the world, heavy lift shipping is faced with new opportunities in the field of off-shore exploration. While SAL has been involved in the delivery of offshore related cargo in the past, in 2007 it succeeds in performing its first subsea handshake in the **MA-D6 oil field** in the Krishna Godavari Basin at the East Coast of India.

For this special offshore operation, a linear winch is installed on MV "Annette" to enable the lowering and wet handshaking of a 330 mtons manifold into the water. With the assistance of the specially installed winch, the manifold is lowered 87 m

below sea level and is taken over by an anchor handling tug for installation on the sea bed.

The project that not only requires technical expertise but also in-depth local knowledge and precise logistical coordination is greatly facilitated by SAL's long-standing Indian agent **SAI Shipping**.



2008

2009



EXPANDING SAL'S GLOBAL PRESENCE

Amongst the many synergies of SAL's joint venture with "K" Line is the opportunity to further expand the company's global presence. Since 2007 SAL has opened offices in the "K" Line premises of **Tokyo, London, Genoa, Perth** and **Helsinki**.



NEW CREWING AGENCY

Another significant development resulting from the "K" Line joint venture is the launching of a new crewing agency with the support of "K" Line Philippines. As an added value, the SAL crew can use the comprehensive training facilities of the **"K" Line Maritime Academy** in Manila. The Filipino crew members can tap into an extensive social benefits package including health care, family activities and training incentives.



2008

2009



⚙️ 1,400 tons

STEPPING IT UP TO 1,400 TONS ...

MV "FRAUKE" (2008)

MV "ANNE-SOFIE" (2008)

MV "TRINA" (2008)

MV "REGINE" (2009)

In 2008, SAL and "K" Line embark on their first joint new building program. Over the course of one year, four vessels of **type 176** with 2 x 700 tons portside cranes (combinable to 1,400 tons) and 1 x 350 tons starboard crane are delivered by the Sietas shipyard. Due to the extension of deck space above the gang board, the new buildings now measure an open weather deck of 128 x 24 m.

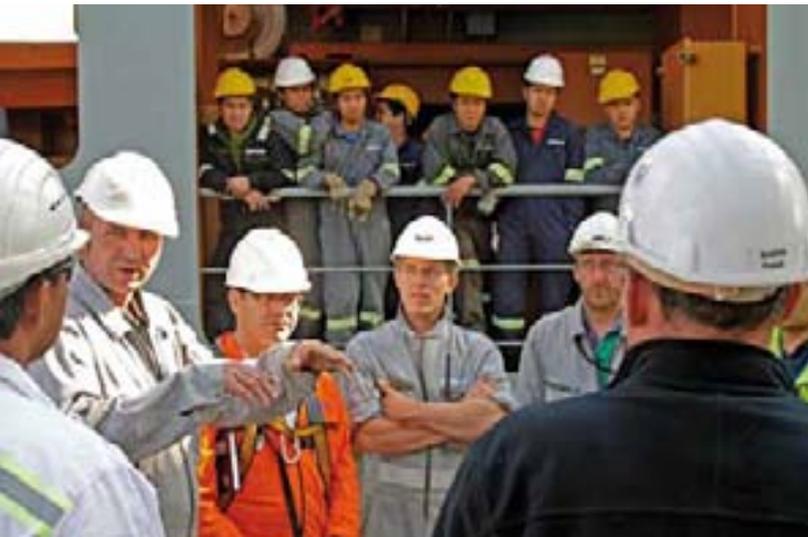




2009

DEMANDING CREATIVITY

In line with the booming Brazilian economy, SAL performs a state of the art shipment of a **pipe lay tower** from La Rochelle to Brazil in October. The unit with a weight of 900 tons measures 16.7 x 22.24 x 39.4 m. Despite these extraordinary dimensions, SAL offers to lift the piece in its fully assembled state. To lift the assembled unit, SAL's engineering team has to develop a highly complex lifting frame. The installation of the frame proves to be very challenging since it has to be attached to the main frame of the tower but is not allowed to interfere with some highly sensitive parts of the cargo. The cargo is loaded on the tanktop, and the vessel sails to Brazil with an open hatch. Upon arrival, the tower is directly discharged onto a pipe laying vessel which is doublebanking with the SAL vessel MV "Anne-Sofie" in Rio de Janeiro. The installation is a highly challenging process since absolute precision is required.



2009

PIRATENGARTEN – CATERING TO THE NEXT GENERATION

With an increasing number of working mothers in the company, SAL decides to improve the work life balance of its employees by launching a company day care center – the “Piratengarten”. On the premises of the SAL office, children from various nationalities are attended to by two dedicated caretakers with plenty of opportunities for social learning and outdoor playing.



2010

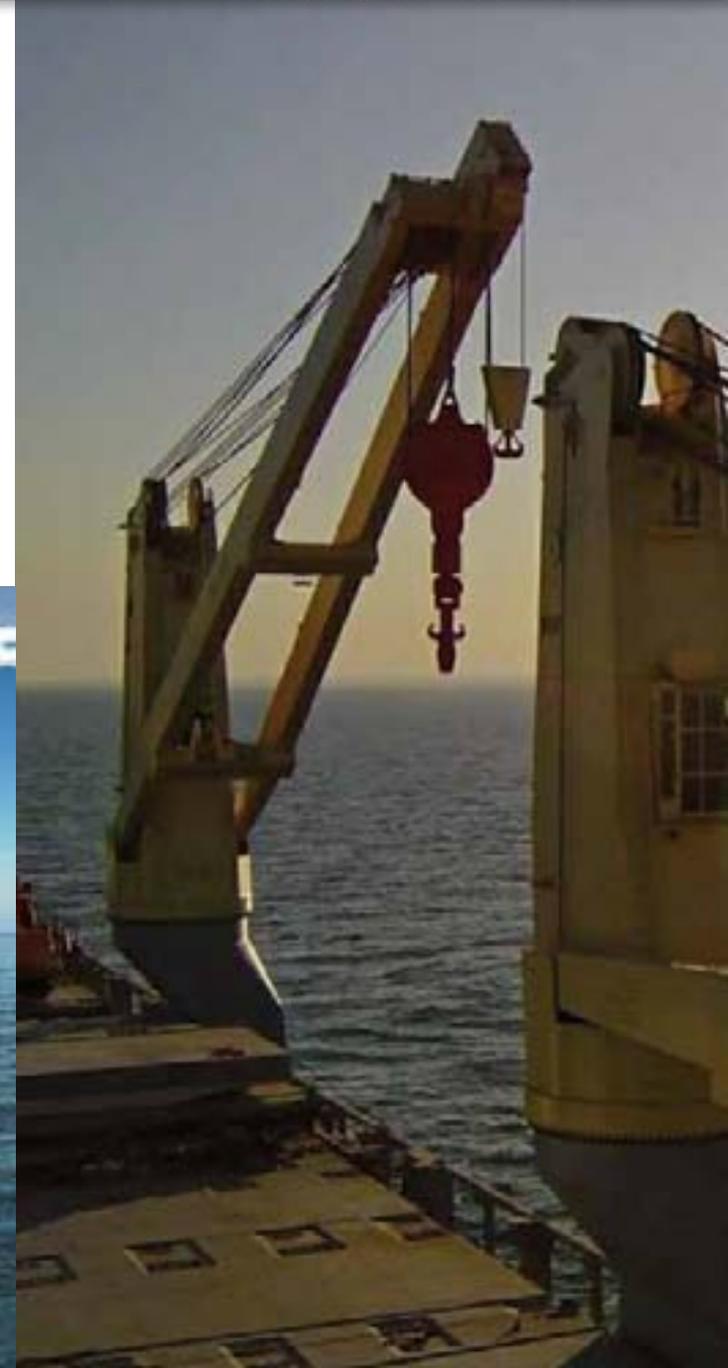


⚙️ 2,000 tons

GETTING HEAVIER ...

Targeting the high end of heavy lift shipping, SAL orders two vessels at the Sietas shipyard with 2 x 1,000 tons crane capacity – combinable up to 2,000 tons. The speed will be at 20 knots, and the new buildings will be the first in the fleet to be equipped with a **Dynamic Positioning system**. They will be able to trade with an open hatch to accommodate exceptionally large loads. As the previous new buildings of type 176, the vessels will be equipped with an “environmental passport”.

In 2010, the combined lifting capacity of SAL's latest new buildings will have multiplied by 35 compared to the lifting capacity of the first new building of 1984. In fact, with their capacity of 2,000 tons they will set a record for featuring the largest heavy lift cranes to date.





THANK YOU – CREDITS TO ALL!!!

Within the past 30 years, SAL has experienced exciting developments: the combined lifting capacity of SAL vessels rose from 20 tons to 2,000 tons, the staff increased from three to over 500 on shore and on board, the fleet grew from one to 14 (two more under construction), the number of worldwide representative offices rose from none to seven ...

However, the developments as they have been described on the previous pages would not have been possible without the tremendous efforts of a fabulous team around the world – both ashore and on board the SAL fleet. We want to take this opportunity to express our deep gratitude to all of you who have shown their loyalty and dedication for all these years:

The **captains** who do not shy away from finding a solution to the most impossible cargo operation, the **crew** who works hard to make these operations possible, the **chartering** department which sells SAL's services convincingly, the **engineering/supercargo** department which translates these commercial offers into a technically feasible reality; the **operations** department which makes sure that the vessels find their safe havens, the **inspection department** which guarantees for the maintenance of the fleet, the **crewing department** which recruits the best possible seamen for our heavy lift operations, the **HSE department** which reminds us of the importance of health and security ashore and on board, the **personnel department** which caters to the many needs of SAL staff, the **financial department** which monitors and guides SAL's financial performance, and the **IT department** which ensures high speed communication at all times.

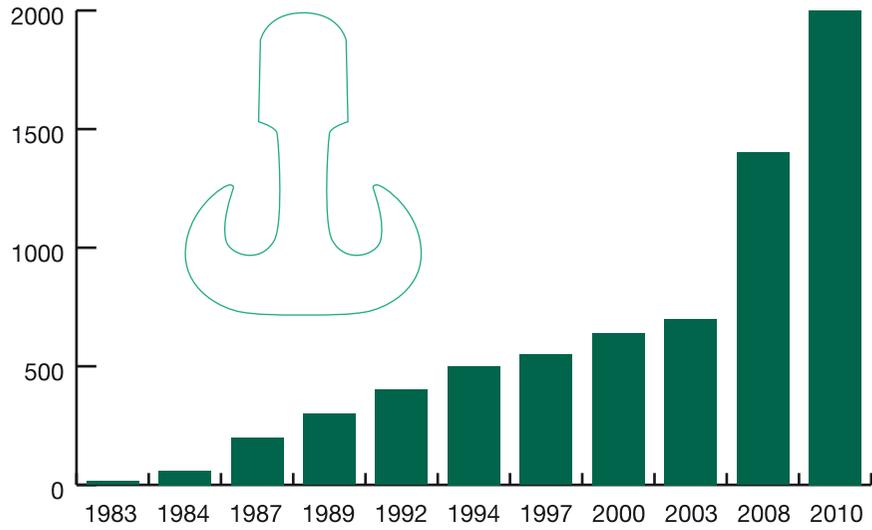
Last but not least we want to thank our valued customers for their continuous trust and support. We look forward to the new challenges that they will bring to SAL and its team.

冯津勇

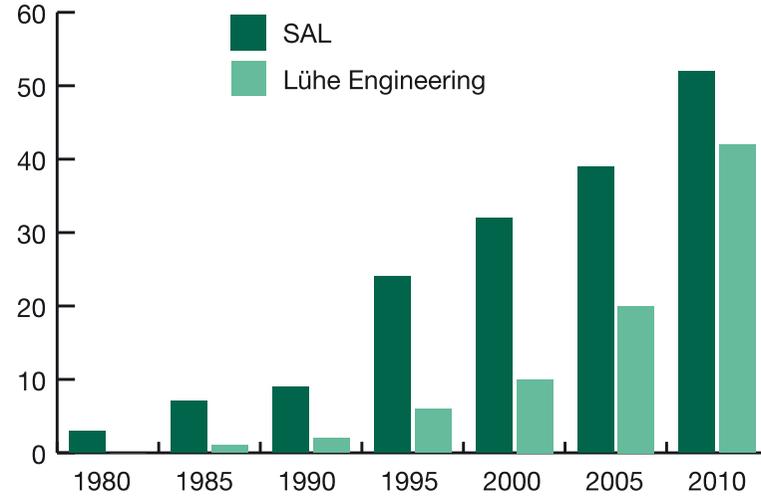




COMBINED CRANE CAPACITY (TONS)



STAFF DEVELOPMENT (ASHORE)



Photos: Michael Krone, Berlin. Flange Pty Ltd, Australia. Ulrike Schacht, Hamburg.
 www.fotolia.com. SAL staff & crew.
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A joint venture with  **K LINE**
KAWASAKI KISEN KAISHA, LTD.

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