

SAFETY LOG 1 | 2017

OTC edition



Taking the market by storm:
Over 500 vessels & rigs in
Norsafe's CARE Plan program.



Sten Fjell tanker ship operated by Stenersen AS is one of many vessels in Norsafe's CARE Plan program.
Photo: Marcel & Ruud Coster



Dear Maritime Colleague,

This first edition of Safety Log for 2017 is packed with articles illustrating the tremendous work our staff are doing to secure new business in such a tough market.

The reason why we have been so successful is because we are listening to our client's requirements and tailoring our products and services to meet those needs.

Our teams are very good at developing ingenious technical solutions to overcome complex issues.

So, take a look at some of the good work we are doing and find out how we can help you.

Dag Songedal, CEO Norsafe Group



Norsafe's CARE Plan Takes the Market by Storm

Since its launch in October 2015, the Norsafe CARE Plan has achieved a significant milestone in supplying over 500 vessels and rigs with structured servicing and maintenance plans.

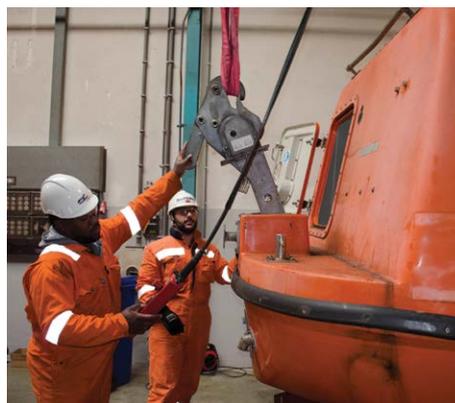
Norsafe was the first in its sector to launch a tiered service management system for its clients following an in-depth study of ship owners' and operators' maintenance requirements.

CARE Basic offers a flexible on-demand service solution ensuring equipment meets all SOLAS requirements as well as fixed pricing levels for maintenance checks in over 300 ports worldwide. The next level, called **CARE Select**, is a more long-term approach where Norsafe works with the client to determine a structured servicing and maintenance plan.

Factors such as the age of the equipment and durability are assessed and key performance indicators (KPIs) are agreed upon. This condition monitoring determines exactly when replacement parts are required so there are no unexpected surprises. This is reflected in the quotation where Norsafe not only gives a fixed price for an annual inspection including servicing, but will also estimate the cost of replacement parts required over the duration of the plan. The client is thereby able to make appropriate budgetary arrangements in advance.

CARE Plus is the premium level and with this package the client not only receives Norsafe's KPI and condition monitoring service but it also includes OEM

and STCW training at Norsafe's own academies plus OEM on-site training, to improve crew competence which is a key factor in reducing maintenance costs and ensuring the safe operation of the equipment.



"We are really pleased with how well the market has responded to our CARE plan packages," said David Torres, Vice President Sales, at Norsafe. "It just goes to show that by listening and working with our customers we have developed a flexible tiered approach which is completely transparent so our clients not only know their annual inspection and servicing costs but will also have an accurate estimation of their maintenance budget as we can predict when new parts will be needed in the future."

"Signing up over 500 vessels and rigs is an amazing achievement in such a short space of time and we still have many more interested parties in the pipeline," he continued.

One of the recently signed up clients is Knutsen OAS Shipping and Purchasing Manager Torstein Bjelland explained why Norsafe was selected;

"We chose Norsafe's CARE plan mainly due to wide geographical availability of ports where we could get our tankers serviced due to the global nature of our business."

"We also felt continuity of supply was important particularly in relation to equipment monitoring and replacement parts so choosing a long term partner we could trust was paramount," he added.

Another recent convert to Norsafe's programme was tanker owner and operator Rederiet Stenersen AS. Frode Leganger, the company's Technical Manager, explained that the Norsafe programme was chosen because: "Partnering with an OEM was important to us as it meant that there were no restrictions from any flags when performing mandatory testing/inspections." "Norsafe has also recently adjusted its pricing policy making its CARE plan programme very competitive when compared with providers of similar services. These two considerations made it an easy decision for us to sign up to the **CARE Select** option."



Test-driven, purchased and on its first voyage - all in a day

Samba AS needed a boat from which to launch its new ROV for the fish farm industry, capable of speeds above 45 knots and able to cope well in rough seas.

The Military & Professional division at Norsafe recommended Norsafe's Munin S1200 as it has a top speed of 60 knots and offers excellent reliability, maintaining high speeds in heavy seas. The representatives of Samba AS found this out when they test drove the boat in February during sub-zero

temperatures with waves that were short and high. This gave the visitors the perfect test conditions they needed to make up their minds, buying the boat there and then before deciding to use her in a sea voyage from Arendal back to Lepsøy, south of Bergen.

The Norsafe team prepared the boat the best it could as the weather was closing in and the light was fading fast. After a detailed walk-through of the boat, the visitors took off into the open waves under the cover of darkness. The route that they were taking was through

some of the worst weather that southern Norway could throw at them and, with a distance of approximately 240NM, the journey was going to be a rough ride.

During the journey waves got up to 10-12 metres in height and there were strong gusts of wind. However, when the pilot called the Norsafe team later the same evening, having completed the journey in just 8 hours, he said that the boat performed really well but the only problem was that unfortunately, they had run out of coffee!

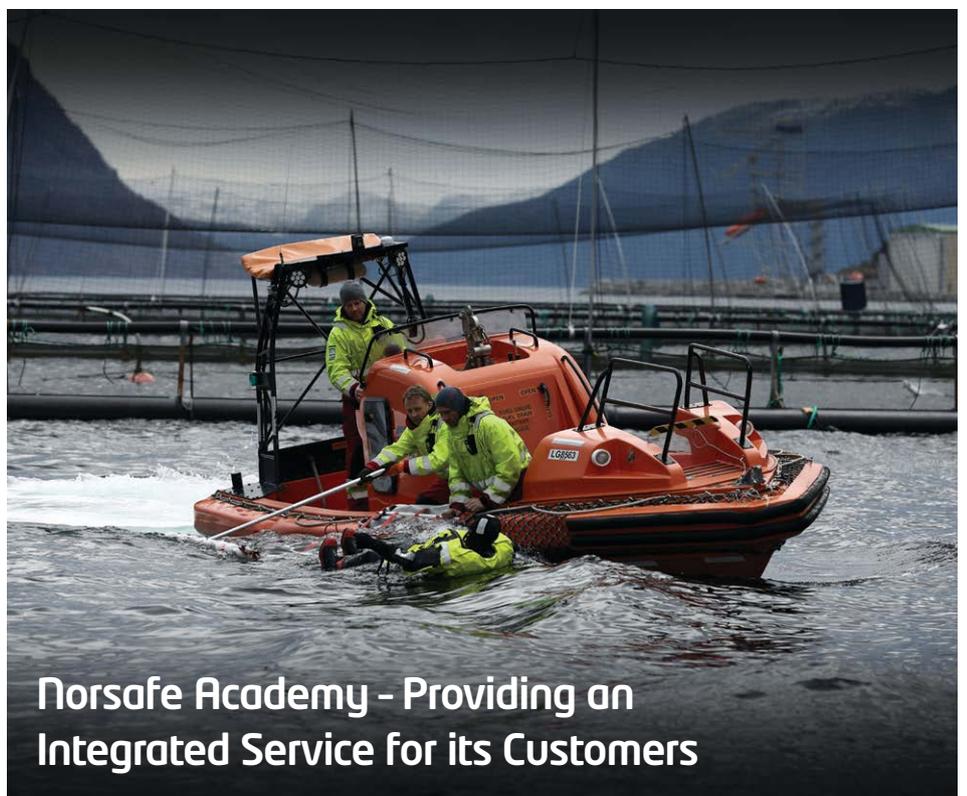
Norsafe secures a new contract with the Swedish Coast Guard (KBV)

Norsafe's Military & Professional division has signed yet another new contract with the Swedish Coast Guard (KBV) to deliver nine new Magnum 750 MKII boats.

The boats are being specially adapted to meet the specific needs of the KBV and Norsafe is working closely with the Swedish Coast Guard to incorporate many customised features and design updates.

The MKII version of the Magnum 750 is based on the earlier model, one of Norsafe's most popular FRCs, with its excellent reliability, manoeuvrability and seakeeping abilities but also has several improvements including a larger console with more storage space and room for larger engines, up to 450 hp.

The MKII version also has more space behind the console with room for more seats (four seats or 2 x 3 saddle), navigation and communication equipment. The changes to the design of the Magnum 750 improves the driver's ergonomics and handling of the boat. It also has an improved self-righting frame and a more accessible engine compartment that simplifies service and maintenance work. The MKII's improved lay out and performance makes it versatile enough to perform other roles including, dive support, inspection, patrol, survey and work boat duties which is probably one of the reasons why the KBV likes it so much.



Norsafe Academy - Providing an Integrated Service for its Customers

Norsafe Academy has begun an initiative to establish a closer relationship with an important group of customers – seafarers, offshore workers and end-users of Norsafe's equipment.

The Norsafe Academy started up providing product courses for Norsafe equipment, but has now taken the necessary steps to provide training and education across multiple disciplines. Combining Norsafe's unique competence as a manufacturer and global service provider within lifesaving appliances with the highest quality safety training, allows Norsafe Academy to provide truly unique high quality courses for seafarers and offshore workers. The end-user feedback is vital for Norsafe to be able to further develop its products and services to meet the different needs of the market.

The courses are approved as STCW compliant training programs by the Norwegian Flag Administration and Cyprus flag. Several customers now use Norsafe Academy as their training provider of choice, with more than 500 people trained and certified in 2016. Norsafe Academy has also recently taken the initiative to train instructors of other training centers and maritime academies. As the regulations and requirements for life saving appliances develops, it's important for these schools to stay updated.

Norsafe also offers training in conjunction with service visits onboard vessels. To ensure safe drills and function tests, one of Norsafe's experienced service engineers can supervise these while onboard.

The two training centers located in Greece and Norway now provide basic safety training for seafarers which includes first-aid training, firefighting, personal survival techniques and more. All are combined with operational training and maintenance training of lifeboats and rescue boats.

Norsafe Wins Order To Refit the Total Elgin Fixed Platform

Norsafe is delighted to announce that it has been awarded the contract to deliver two GES40s for the Total Elgin Fixed Platform, due for delivery on 1st May 2017 to Aberdeen.

This will be the culmination of four months of intensive work by Norsafe to find the best technical solution for the refit of free fall lifeboats onboard the fixed platform located in the UK sector.

Norsafe faced some stiff competition but won this contract as it was prepared to be flexible in approach to the client's complex requirements by adapting its current free fall GES40s to the existing platform ramp.



Picture: Total UK

The timeframe to complete this project is also very challenging but, thanks to really good co-operation and integrated work between Norsafe's service and technical departments, we feel confident that the delivery will be on time.

One of the areas that Norsafe has had to take into consideration in the refit is adapting to the UK's

HSE requirements which stresses the importance of lifeboats being able to accommodate persons larger than the current average weight per person of 75kg, stipulated by SOLAS, due to the fact that recent studies have found that the average weight and size of adults have increased dramatically during the last two decades so could impact on the maximum number of persons allowed in the lifeboat and have implications on the seating layout.

This is a fast track project for Norsafe as the order confirmation was only received just before Christmas so the teams have worked tirelessly to ensure the May delivery date is met.

Successful execution is crucial and will further strengthen Norsafe's position in the offshore refit market.

Norsafe introduces two new davit series to its product range

NRC davit series

Norsafe's second generation of slewing crane davits for small rescue boats and rafts has been launched. The new series will replace the old NDSC davits from 2.5 tons up to 3.4 tons with the addition of a smaller 1.6 ton version.

The new NRC davits have larger maximum slewing radiuses of 4.5 metres, and are available as rescue davits, combined rescue/raft davits and as pure manual raft davits. They also have a provision crane option.

Available with a boxed-in davit arm design, a special winterized version is available with covers protecting the davit and its moving parts. The crane's hydraulic system has been upgraded and the maximum optional slewing angle increased. Four davits of the new NRC-R-34 pure raft version have already been sold with the development and production handled by Jiangujin Norsafe.

The first davits, including the winch, hydraulic and electric systems, have been extensively tested with DNVGL at Norsafe's large Chinese factory. All davits performed perfectly with no exemptions.

The cranes will be delivered completely assembled with minimal installation - only requiring welding to the deck, connection to the main electrical power and oil filled in the winch and HPU.



NRB davit series

The NRB davit series has been developed in compliance with the latest SOLAS/IMO requirements replacing the NDA series. All models have a compact design for installation inside a recess allowing room for a gangway behind the davit, with the hydraulic power unit fully integrated on the steel frame.

The electric controls do not require deck tubing and installation, leaving a clear and tidy deck, and the steel frames are designed to fit the hull design of the rescue boat they serve. Using these davits, a lifeboat can be launched in a fully loaded condition using just gravity, thereby offering full functionality in "dead ship" conditions.

The davits are fitted with Norsafe's winch type NWR-30 and NWR-40 which come with hydraulically operated multi-disc brakes. In the event of hydraulic pressure loss, the brake will automatically be activated and any hoisting/lowering motion will stop.

Another safety feature includes an electro-mechanical limit switch which cuts power to the winch preventing the boat being hoisted above stowage height.



Norsafe subsidiaries:

Norsafe Norway

Norsafe Australia

Norsafe Brazil

Norsafe China

Norsafe Greece

Norsafe Holland

Norsafe Japan

Norsafe Korea

Norsafe Mexico

Norsafe Singapore

Norsafe UAE

Norsafe UK

Norsafe USA

Norsafe Group Activity Plan 2017:

04.04 – 07.04

LAAD, Rio de Janeiro, Brazil

06.04 – 07.04

East Med Marine Oil & Gas, Limassol, Cyprus

05.04 – 08.04

Europort 2017, Istanbul, Turkey

01.05 – 04.05

OTC Houston, USA

30.05 – 02.06

Norshipping, Oslo, Norway

24-7 telephone number to the Norsafe Group: **+47 370 56 333**