

SAFETY LOG 1 | 2016





Dear Reader,

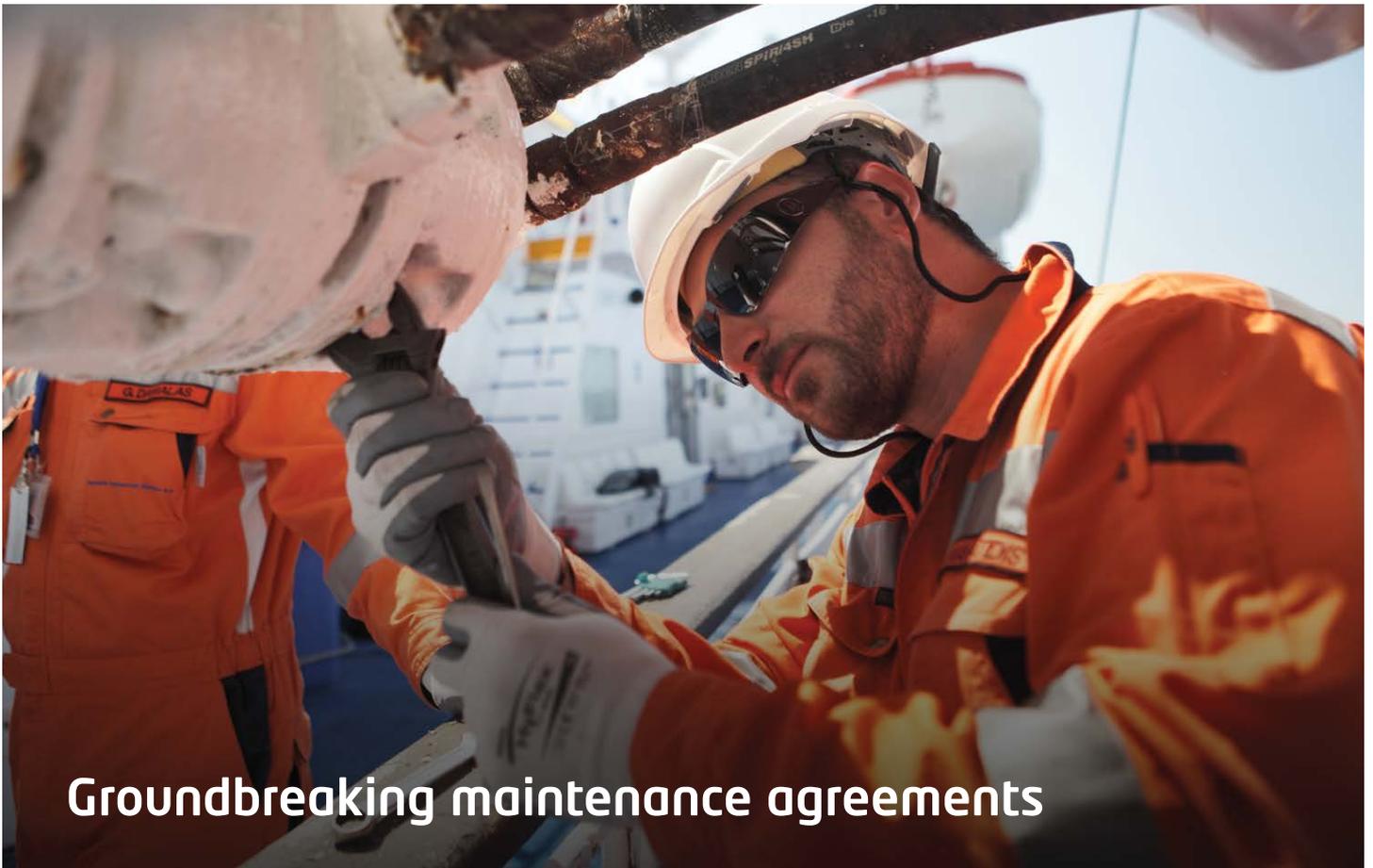
The depression in the oil and gas market makes the overall situation challenging, yet there are signs of hope in the industry. Norsafe is strongly involved in all aspects utilizing our expertise to fulfil even the highest demands. Norsafe's focus is to provide the safest and best solutions for our customers at all times. Life cycle costs are crucial for most shipowners and operators. Norsafe is a dedicated supplier of complete packages including surveys, technical solutions, high quality system supplies, full test programs, training, after sales and service while ensuring the lowest life cycle cost.

It is important to dedicate a significant portion of this text to our leader and mentor, Mr. Geir Skaala, who regrettably passed away in March. Geir was the driving force of Norsafe ever since he came into the company in 1987. From being a small business in Grimstad with under 20 employees, Norsafe is now an international company with branches in 13

countries and over one thousand employees. Geir was the cornerstone of the company throughout this period of growth. He had a unique skill set with both technical and commercial expertise. He had experience in the lifeboat industry from the early 1970s and was involved in building the world's first freefall lifeboat. He followed the developments in the industry from the early 1970s, and he was both a pioneer and innovator. The combination of being both customer-focused and having a strong technical knowledge made Geir unique in the lifeboat industry.

The tradition at Norsafe has always been to have full market focus and to develop products according to market requirements and expectations. Norsafe, still run by the Skaala family, will continue to build upon this legacy.

Dag Songedal, CEO Norsafe Group



Norsafe is the first supplier to introduce a tiered service management system for its clients. This development was the result of an in-depth study of ship owners and operator's maintenance strategies.

Called the Norsafe CARE Plan, the three levels of service agreement have been designed to suit clients with varying maintenance requirements and budgets.

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 major international ports. Service visits are organized at predetermined times to fit in with clients' requirements.

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. This condition monitoring by Norsafe determines exactly when replacement parts are required, so the client can make appropriate budgetary arrangements in advance.

CARE Plus is our premium service and maintenance agreement. With this package the client not only receives Norsafe's KPI and condition monitoring service but also includes OEM and STCW training at Norsafe's own academies

plus OEM on-site training, to improve crew competence, key factors in reducing maintenance costs and ensuring safe operation of the equipment. Twice yearly visits are made by Norsafe personnel; double that of the other packages, to keep a check on agreed key parameter levels. Long-term agreements like this reduce overall maintenance and servicing costs over time through increased efficiencies and crew confidence.

"These service and maintenance agreements have been structured to provide our customers with more than just a 'price agreement'. It is developed to fit our client's requirements," said David Torres, Vice President Sales at Norsafe BV.

"The study behind our CARE Plan has been the main driver in developing the concept. We offer our customers varied and structured agreements so that they can manage their budgets more effectively. Condition monitoring allows Norsafe, in a realistic way, to ensure it has enough resources available to service and maintain equipment and our clients know the agreed KPI's and costs upfront so they can plan effective equipment maintenance and minimize costs and operational risks.

"We have already seen a 44% increase in the fleet since we launched these packages, so we know that listening to our clients' requirements and tailoring our agreements accordingly is working," he added.

Delivery to Swedish coast guard completed

Norsafe has produced seven Magnum 750 MK II for the Swedish Coast Guard, and delivery was completed in March 2016.

The boats will be installed on the Swedish Coast Guard's environmental protection vessels in Sweden. These new boats are versatile and can respond quickly to an alarm. Since the first delivery less than a year ago, the boats have been used for a variety of operations including rescue, oil spills, fishing and vessel traffic monitoring. The boats have water jets and this offers many advantages. They are easily operated and can be used in shallow water. The lack of propellers helps to safely rescue persons while minimising the risk of injury.



The Magnum 750 Mark II is better than ever



The Mark II Magnum 750 is one of Norsafe's most popular Fast Rescue Crafts (FRCs). The boats offer excellent reliability and maneuverability and are designed and manufactured according to SOLAS Classification Society and National Authority requirements.

Able to take engines up to 450 hp, the Mark II easily fulfils its primary function of providing an effective means of search and rescue for people missing at sea.

Customer requirements for reliability and easy maintenance were key factors considered in the design and construction of the vessel to make ownership hassle-free. For example, the Mark II version has an improved self-righting

frame and a more accessible engine compartment that simplifies service and maintenance work.

When installed with an approved davit, the boat fulfils the FRC requirements on offshore installations and standby vessels, and is fully compliant with the latest requirements for Ro-Ro ships.

Its layout means it is versatile enough to perform other roles including dive support, inspection, patrols, surveys and work boat duties.

Option: Engines from 230 hp up to 450 hp inboard diesel can be installed. Weight and speed may vary with different engine/propulsion.

Norsafe subsidiaries:

Norsafe Marine & Offshore Service LLC – USA
Norsafe Mexico S.A. de C.V • Norsafe Japan Ltd.
Norsafe Singapore - Abemarine • Norsafe Korea Ltd.
Norsafe BV – Holland • Norsafe Australia Pty Ltd.
Norsafe-Fours Dubai

NORSAFE NORWAY:

- **Head office** in Arendal. Product development (R&D), and project execution. Manufacturing of lifeboats and rescue boats.
- **Factory for davits** in Hordaland. Customized davits mainly for the offshore industry.



- **Customer Service Centre** in Arendal. Service and after sales worldwide. Refurbishment of lifeboats/rescue boats. Training of employees, service agents, crew and inspectors.
- In Norway Norsafe has 338 employees.

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- **In China Norsafe has 399 employees**
A full fledged lifeboat factory manufactures lifeboats and rescue boats, mainly for the Asian markets.

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- **In Greece Norsafe has 70 employees**
Manufacturing of lifeboats, rescue boats and davits, mainly for the European market.

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- **Norsafe has 45 employees in Brazil, including RIB Norsafe.**
Manufacturing facilities for lifeboats, rescue-boats and davits, in addition to service and after sales mainly for south American markets.

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Norsafe Aberdeen grows its business



Since Norsafe Aberdeen opened for business last July, its UK offshore clients have benefited from having a service station in close proximity. The new station provides maintenance support for its clients' current ships and rigs as well as winning important new business projects with major players in this sector.

One notable business win by the UK site last month was with Prosafe, the world's leading owner and operator of semi-submersible accommodation vessels, who signed a 5 year service contract with Norsafe AS on 12th January 2016.

The UK site is run by Director Ronnie Vettese who has over 10 years' experience in the maritime sector, having previously been Divisional Director at First Integrated Solutions, provider of a range of services to the oil, gas and marine industries. Mr Vettese is pleased with how positively the new location has been received by clients and wants to build on this success and grow the business in the UK.

"I am delighted with how well the new UK site has been received, centrally located as it is near our key offshore clients, and I look forward to working closely with them now and in the future," said Mr Vettese.

"Norsafe is so much more than a global lifeboat designer, manufacturer and maintenance provider. We also produce a quality range of Military and Professional boats, multi-purpose workboats and daughter craft along with a comprehensive range of davits and hooks," he added.

All Norsafe boats are designed, built and equipped to comply with SOLAS regulations and its new three tiered CARE Plan service agreement has been designed to suit clients with varying maintenance requirements and budgets.

For more information on Norsafe's range of products and services contact: Service. UK@norsafe.com or call 01224 502580.

New Versatile Lifeboat from Norsafe

Norsafe has designed a lifeboat suitable for all ships that use free-fall lifeboats, including LNG and chemical tankers. The GES 21 was developed after receiving requests from ship owners and managers for a compact, high specification lifeboat.

The GES 21 is a totally enclosed free fall lifeboat taking up to 26 people. It is designed and manufactured according to the latest SOLAS Classification Society and National Authority requirements and its construction fits in with client requirements for a reliable, low maintenance vessel.

It can be launched from a hydraulic ramp which ensures the boat enters the water at a safe distance from the mothership with significant forward motion.

Boarding is through an aft door with easy access to the seats on either side of the central aisle.

Norsafe Group Activity Plan 2016:

2 - 5. May	28 - 31. March	6 - 10. June	14 - 16 June	29.08 - 01.09	06 - 09. September	17 - 21. October
OTC Houston, USA	DEFEX Goa, India	Posidonia, Greece	SeaWork, UK	ONS Stavanger, Norway	SMM Hamburg, Germany	Euronaval, France

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