SAM insight

SAM Electronics
an L3 communications company

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Brazilian Market Strength Grows

SAM's excursions into South American markets continue apace with confirmation of a deal to supply a complete range of automation and electrical systems for four 48,300 dwt product tankers under construction at the Estaleiro Maua Petro-Um yard in Rio de Janeiro on behalf of Transpetro, the logistics and transportation arm of Brazil's state oil company, Petrobas.

Due for delivery in 2010-11, the vessels form part of Transpetro's major fleet renewal programme (Promef) involving construction of over 40 newbuildings. It also represents a significant coup for SAM Taihang Electronics, SAM´s Chinese subsidiary in Taizhou, Jiangsu Province, who obtained the order against strong international competition and so extending its customary market reach far beyond Asian and European shipyards.

Systems commissioned for each of the four new ships comprise a 15-panel 440V/230V main switchboard with integral power management system GPM 500 and diesel protection functions, a similar low voltage 440V/230V emergency switchboard, motor starters, power and lighting distribution boxes, an engine control room (ECR) console, a test panel and for berthing arrangements, a shore connection facility. Automation equipment includes a MCS 2200 integrated monitoring and control system with nine workstations supported by a PCS 2200 propulsion control assembly for remote management of a MAN B&W 6S50ME-C8 main engine with controllable pitch propeller.

Production of SAM Taihang Electronics in Taizhou

All onboard commissioning and installation work will be supported by Dinavi, SAM's local representative in Rio de Janeiro who specialise in project management of electro-electronic assemblies to international standards for both commercial and naval vessels. Meanwhile, another Group company which has been notably active in the Brazilian off-shore market for some time is our Lyngsø subsidiary, Amplidan, with its specialized internal communications systems and non-directional radio beacons. A preferred supplier to customers throughout Europe, the US, India and the Middle East, the Company has been successfully operating in Brazil for over 40 years and has just delivered sophisticated public address systems with a total power output of 16,000 Watts for installation on three rigs.

With other equipment orders in hand for Petrobas, Amplidan is also noted in Brazil and elsewhere for its customised radio beacon systems designed not only for installation on oil rigs, but also aboard supply vessels as part of helicopter landing assemblies. As the Brazilian offshore market continues to expand following recent discoveries of further huge oil reserves, the Danish company remains well placed to meet expectant demands for various types of communications equipment featuring particularly high levels of redundancy as a precaution against fire and other operational emergencies.

Product Carrier at Brazilian terminal (Photo: Petrobras)

Dear Reader,

Nothing is as static as the change and consequently SAM presents itself in Germany in a completely new organisational structure.

Consolidating our operational units in Hamburg and Rostock puts us even closer together in such difficult times. We are moreover convinced that a consolidation of our production lines at the different locations and the direct integration into the respective business units is providing true customer benefits. Please read more about our organisational changes in this newsletter. Our product development activities, such as innovative navigation, magnetic and shaft generator solutions are progressing successfully to ensure technology leadership also in the future. Most of all all these organisational and technological developments strive for the same goal: to enable ourselves in the current economical situation to provide competitive solutions and to realize projects with our customers within the given and much reduced budgets.

Last but not least we would like to share our first experiences in markets such as Lithuania with you and are proud to report on most recent orders in the emerging Brasilian shipbuilding and offshore market.

Maik Stoevhase,
Senior Vice President of Business Development

SAM *insight*

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DFDS Boosts Freight Capacity

Danish ferry operator DFDS is currently extending the length of three 200m Ro-Ro ferries, *Tor Begonia*, *Tor Ficaria* and *Tor Freesia* by 30 metres in a project being carried out by MWB Motorenwerke, Bremerhaven. It will boost each vessel's loading capacity for cars, lorries, trailers and other goods by some 25%, enabling them to carry approximately 4,700 lane metres of freight on existing service routes between Gothenburg and Immingham in the UK.

Tor Freesia during extension (Photo: W. Scheer)

SAM has been retained for the three-vessel project to provide an extensive range of services covering design and extension of all cabling, upgrading automation systems with the addition of new sensors, fans and valve control units, extending and modification of fire detection and public address facilities, and the reprogramming of trackpilots following installation of new rudders. Also being modified are switchboards in addition to supply new 1300 KW bow thruster motors.

Start of the project was hampered during dry-docking when a fire in the funnel of the first vessel caused considerable damage to several onboard systems, with cabling having to be replaced. Both the shipyard and SAM were later commended by DFDS for their rapid response to what could otherwise have been a serious delay to progress of the entire project.

WindLift 1 Jack-Up Barge Launched

A SAM engineering team has been responsible for all electrical and electronic engineering work for this unique 102 m jack-up vessel built by Western Shipyard in Klaipeda, Lithuania for BARD Engineering of Emden. The company plans to use it for equipping and maintaining 80 turbines as part of a 400 MW offshore windpark sited in the North Sea over an 860 square km area, approximately 100 km from mainland Germany.

Accommodating a workforce of 50 and with a helipad among its many facilities, the barge's four 71 m-tall legs are designed to withstand the pressures of over 6,000 tons of heavy equipment, including specialist cranes and other weighty systems. More than 6,000 tons of steel were used for construction of the vessel, which is thought to be the largest of its type to be so far constructed in the Baltic region.

Chosen by Western Shipyard for our integrated systems expertise, SAM's role involved the supply of electric speed control drives for the barge's propulsion, each delivering 1,100 kW power to four azimuth propellers. Our associates, L-3 Dynamic Positioning & Control Systems, were responsible for the dynamic positioning system which will be crucial for erection of wind turbines; it also provided a comprehensive automation, navigation and communications package comprising three Radarpilot 1100 systems for X and S-band operation, a GPS/DGPS unit, a GMDSS radio station with Inmarsat C and F terminals, and an MCS 2200 monitoring and control assembly. Other key supplies included safety and security assemblies, switchboards, motor control centres, consoles and four 1,900 kVA generators.

Together with local contractors, SAM's resident team was responsible for all mechanical and electrical integration - a task which also involved installation of approximately 100 km of cabling.

Wind Lift 1 at Western Shipyard (Photo: BARD Engineering)

Venetian Christening for Seabourn Odyssey

Venice provides an idyllic backdrop for Seabourn Cruise Line's latest cruiseliner, Seabourn Odyssey, following its christening there on 24 June before embarking on a 14-tour of the Dalmation coast, Greek islands and Turkey.

The 450-passenger vessel is equipped with a SAM diesel-electric propulsion assembly and a NACOS 65-5 navigation command system in addition to an associate Valmarine Damatic DNA integrated automation system and sensors from SAM´s Italian subsidiary, APSS.

Seabourn Odyssey on her way to the christening ceremony (Photo: Seabourn Cruises)

Dutch Rendevouz for new SAM-equipped Ships

A chance encounter between two new SAM Group-equipped ships occurred at the Dutch port of Eemshaven at the end of June when a stationary *Celebrity Equinox*, Celebrity Cruises' latest acquisition, was seen adjacent to DSR Line's newest 135m-long river cruiser, *A-Rosa Aqua*, passing en route to its base in Cologne via Delfzijl.

Built by Meyer Werft at its Papenburg yard, the 122,000-gt *Celebrity Equinox* was temporarily berthed at Eemshaven while undergoing sea trials before its official launch at Southampton at the end of July. The 317m-long liner, which boasts 10 restaurants and a mini-golf course among its many novel features, is equipped with an extensive array of state-of-the-art control equipment from SAM and its associate company, L-3 Valmarine of Drammen, Norway.

Facilities include Valmarine's Damatic DNA integrated automation system (IAS) for managing diesel-electric machinery, air conditioning and emergency shutdown systems while SAM's own contribution comprises a NACOS 65-5 navigation command system with radar-controlled Trackpilot and Ecdis functions using five radar scanners and several Multipilot 1100 multi-function consoles.

Recently completed by Meyer Werft's affiliate yard at Warnemunde, Neptun Werft, and accommodating 174 passengers, *A-Rosa Aqua* is destined for luxury tours of the Rhine. Onboard equipment supplied and installed by SAM´s subsidiary, STN Schiffselektrik of Rostock, consists of its own integral monitoring system in addition to sourced low-voltage switchboards, consoles, radio and navigation assemblies, lighting, IT and entertainment networks.

Celebrity Equinox meets A-Rosa Aqua (Photo: Meyer Werft)

INTERNAL

Reinhard Swoboda, Senior Vice President

As of July 01, 2009 Reinhard Swoboda became Senior Vice President of SAM within the new structure and is responsible for the Drives and Special Systems business unit.

After his studies in electrical engineering in Hamburg he joined the AEG Marine Division some 34 years ago. As a project engineer he took responsibility for drive systems for several marine applications. For the last 28 years he has worked in a number of roles within AEG Marine´s successor companies on converter based power and propulsion systems, including shaft generator systems.

After serving as a project manager on a number of large projects involving diesel-electric propulsion in the offshore, cruise and multi purpose vessel segments, which included podded propulsion, he spent 14 years as head of department for drive systems at SAM and laterly as Director.

With his long experience for complex systems onboard ships Reinhard Swoboda heads the business unit for Drives and Special Systems with more than 100 specialists, which now includes degaussing systems, research and development as well as service activities.

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SAM to Outfit new German Navy Support Ship

SAM has been awarded a contract by Lürssen Werft shipyard in Bremen for supply and installation of a complete cabling network, a shore supply system and shipborne degaussing facilities together with associated services for a further Class 702 Combat Support Ship (CSS) under construction by an industrial consortium for delivery to the German Navy in 2012.

It will be the third such vessel to have been completed for the Navy following earlier commissioning of CSS *Berlin* in 2001 and *Frankfurt am Main* in 2002 for which SAM also carried out similar installation work as a major subcontractor to the consortium. Other consortium members for the CSS project originally authorised by the Federal Office of Defence Technology & Procurement (BWB) are Flensburger Schiffbaugesellschaft of Flensburg, Peene-Werft of Wolgast and Thyssen Krupp Marine Systems of Hamburg.

Combat Support Ship "Frankfurt am Main" at the pier (Photo: German Navy)

Support for Hamburg Charity

SAM is actively supporting MULTI (Minor Unaccompanied Refugees to Learn, Train & Integrate), an ambitious pilot project aimed at resettling a group of lone 15-18 year-old refugees mainly from Afghanistan and Iraq into the German way of life. It is one of 66 joint initiatives with local companies recently launched by the Hamburg-based Koerber-Stiftung Foundation which this year celebrates its 50th anniversary and the centenary of the birth of its late benefactor, the philanthropist, Kurt A Koerber. Under the project, all the youngsters are being given assistance with their education and learning German so that they can more readily adapt to a newer and better life. It forms part of the Koerber-Stiftung Foundation's wide-ranging charitable commitments to subsidise public-benefit initiatives as well as multicultural and bilateral programmes while encouraging greater international understanding at all levels of society. Cost of the MULTI project is €10,000, which is being shared equally between the Foundation and SAM.

From right: Susanne Kutz (Körber-Stiftung, Head of Communication & Culture), Marlies Blümel (Head of Coordination & Teaching), Martin Michael Flach (Course Instructor), Ulrich Röhrl (SAM)

SAM at HSH Nordbank Run

At this year's HSH Nordbank charity run SAM provided a large and strong team for the four-kilometre run across the new and growing Harbour City. More than 20.000 runners, race-walkers and walkers (including Nordic walkers) from 800 companies were participating. For each participant who enters the run, a donation of €6 (€10 for each team) was made to the "Kinder helfen Kindern" ("Children helping children") charity campaign organised by the Hamburger Abendblatt. The total donation resulting from the run was an amazing amount of €133.000. The event isn't about records and there is no time-keeping but a good test to check personal fitness. This can be validated for the SAM team without doubt.

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