

# PASSION

PALFINGER MARINE MAGAZINE | N° 1/19

SIG HANSEN AND THE NORTHWESTERN

## BRAND NEW CRANE FOR A CRAB-FISHING CELEBRITY

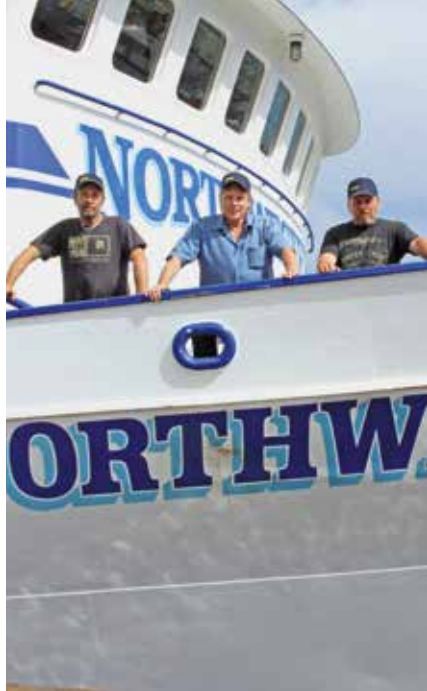
VIRTUAL REALITY:

### THE FUTURE OF MARINE ENGINEERING

CRUISE:

### ON THE EDGE OF LUXURY





Andreas Klauser

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#### CREDITS AND DISCLAIMER:

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Dear partners and friends of PALFINGER!

Being close to our customers is an essential part of PALFINGER's strategy and, in turn, the most important factor for our success. Our vision also highlights their strong positioning: *Together we are shaping the future of our customers' lifting solutions.* Together with my management team and every PALFINGER employee, it is my daily business to ensure that we offer our customers high-quality, innovative, efficient and personalised solutions.

The stories in this issue are an impressive testimonial to the diversity of our Sea segment and our customers. We will meet Sig Hansen in Dutch Harbor, well-known from the TV series Deadliest Catch. He chose a PALFINGER crane for his famous crab fishing vessel because of the lower weight, better performance and smaller size. Not far away, we visit the booming fishfarming industry in Canada and talk to our customers about their business needs.

If you have planned to take your next vacation on a cruise ship, you will most likely see PALFINGER equipment on board – whether lifesaving appliances, cranes or winches below deck. When taking a walk around the harbor and marveling at the stunning superyachts, you will also see PALFINGER cranes on deck.

To ensure that we can continue to offer high-class products and services, digital solutions will be more important than ever. At PALFINGER, we already use new technologies like virtual reality in our engineering, sales and marketing areas. We also use VR to train our customers on offshore cranes, which are in fact the size of multi-story buildings.

After years of growth and acquisition, we bring our organization closer together to focus on sustainable, organic growth. Thanks to our new GLOBAL PALFINGER ORGANIZATION, the company is well prepared for the future. All our efforts have one aim: to shape the future of our customers' lifting solutions.

Enjoy reading the stories in this PASSION Magazine!

Yours,

Andreas Klauser  
CEO PALFINGER AG





# A BRAND NEW CRANE FOR A CRAB-FISHING CELEBRITY

Brian Jacob is no stranger to crab fishing. In the three years since he moved to Seattle for a new role at PALFINGER MARINE, the Business Development Manager and Mechanical Engineer has become quite the nautical expert in the Pacific Northwest region. And a recent brush with a crab-fishing celebrity will go down as one of the Frenchman's favourite projects.

Last year, Brian sold a special piece of equipment to Captain Sig Hansen of the crab-fishing vessel Northwestern. If you've seen the Discovery Channel's hit show Deadliest Catch, you'll know Sig. The hard-charging skipper has been the show's unlikely star since its launch in 2005. Millions of people now tune in to see him battle the elements with his seafaring brothers. With Brian's help, Sig selected a PALFINGER MARINE crane, the unparalleled PKM 250, for his beloved Northwestern.

## SPECIALLY DESIGNED EQUIPMENT

The PKM 250 is a singular piece of equipment that was remodelled for the unique requirements of the Alaskan crab-fishing industry. "PALFINGER MARINE's technology means that cranes can be smaller, stronger and lighter", says Sig, who knows just how unstable vessels like his can become when cranes onboard are not proportionally designed. That's what makes the PKM 250 a perfect choice:

MARINE CRANES DON'T OFTEN STAR IN DISCOVERY CHANNEL SHOWS. BUT THE PKM 250 IS NO ORDINARY PIECE OF EQUIPMENT. BRIAN JACOB WAS AT THE CENTRE OF ONE OF OUR MOST EXCITING – AND CHALLENGING – PROJECTS TO DATE.

thanks to its low weight with a high reach and high capacity, it's safer and more efficient than any other alternative. Its specialised features include a low-height, crab-pot-handling device and control box to suit the limited space onboard as well as a fibre rope on the winch for easy replacement onboard and access ladder on the knuckle for de-icing the winch – essential in the freezing weather on the Bering Sea.

## TESTING FOR EXTREME CONDITIONS

Sig had selected the best. But before the crane could take pride of place on his darling boat, rigorous tests had to be carried out in Maribor, Slovenia, at one of PALFINGER production and assembly locations for marine cranes. Due to strong currents and deadly waves, new equipment for a crab-fishing vessel needs to withstand the elements. In Sig's words: "The crane has to fight the ocean. The boat takes big rolls and you've got all the weight of the crane and the pots out there."

The tests were focused, thorough and far from straightforward. Christian Lemmerer, the Sales Engineer overseeing the process, explained: "Due to the special characteristics of the Northwestern, the crane had to be designed for lower-than-usual oil pressure. We then



1. Testing in Maribor, Slovenia | 2. Team brainstorm with Brian and the Hansen brothers aboard the Northwestern



tested the spooling performance of the new fibre rope system and the capacity of the crab-pot-handling unit, an add-on to the standard PKM 250 model.” The team onsite also ran the general PALFINGER MARINE workshop test, which includes the working speed, static and dynamic load tests as well as overload tests. No stone was left unturned.

#### A LONG, COMPLEX JOURNEY

Testing complete, the four-tonne crane was still several thousand miles from Sig’s boat in Dutch Harbor, Alaska. From Maribor, the crane was driven to Hamburg, Germany, by truck, then onto Montreal, Canada, by ship. It was then transported across the continent by train before arriving in Seattle. However, the long journey from Maribor to Seattle was, Brian says, “nothing compared to shipping the crane from Seattle to Dutch Harbor.”

There are only two companies offering fast-transit shipping between Seattle and Dutch Harbor. The selection process was mainly based on shipping schedules as the crane had to make it to Dutch Harbor before Christmas, so the Northwestern could install the crane and start fishing snow crab right around that time. As easy as it is to predict when the ships will leave Seattle, it is a completely different story to know for sure when they will make it to their destination. Storms frequently occur on the way to

the Aleutian Chain, forcing ships to stop and seek shelter while the storm passes. The overall logistics of shipping the crane from Seattle to Dutch Harbor ended up being a rather time-sensitive project, but good cooperation between the PALFINGER team, the shipping company and the Northwestern crew made it all possible. “In the end, it all worked out like a Swiss watch,” said Brian, smiling with relief.

#### CRANE FINALLY MEETS BOAT

“The old crane was 30 years old and the top part alone weighed 12,000 pounds,” said a relieved Sig Hansen after the PKM 250 had finally been installed. „That’s a lot of weight moving around – the equivalent of 15 crab pots!” After a long wait, the Northwestern sailed into the Bering Sea with its brand new crane for the first time in mid-January. Brian and his team had worked tirelessly towards this very moment.

With a crane 7,000 pounds lighter than its last, the Northwestern is now considerably faster and more efficient. It’s also safer and more stable, even in tough winter conditions. And the charismatic Captain couldn’t be happier: “We’re very proud of it. This is new technology and it’s much stronger. But most of all it’s safer – and that’s all I and my crew care about.”



1



2





# CANADA FISHES FOR SUCCESS



THE GLOBAL DEMAND FOR SEAFOOD IS RISING AT AN INCREDIBLE RATE. SO MUCH SO, IT'S EXPECTED TO DOUBLE BY 2050. THIS OFFERS HUGE POTENTIAL, AND PALFINGER IS PRIMED TO SUPPORT THIS GROWING INDUSTRY.

With the world's longest coastline, big potential for farmed seafood, skilled workforce, and dedication to innovation, Canada is ready to play a leading role in the sector and move up in the world rankings of farmed seafood production. It's a massive business, working in multiple marine environments.

## PALFINGER IN CANADA

So where does PALFINGER fit into this grand Canadian aquaculture scene? We've been working with our partner, Pennecon, which has been an authorised Canadian distributor since 2012 and is stocking PALFINGER MARINE cranes in their Dartmouth, Nova Scotia location. They have supplied more than 70 of our cranes to the country's fish farming sector.

## PENNECON

Pennecon are aquaculture specialists with wide-ranging capabilities. Their Hydraulic Systems team have been instrumental in providing specialised equipment and services to this important industry. This has expanded over time, and they are now a multi-disciplined company offering a full suite of complementary services, offering great value and quality to their clients.

## KEEPING REMOTE COMMUNITIES VIABLE

Providing this equipment of course allows those working in the aquaculture business to do their jobs more efficiently, but it also helps to keep these sometimes remote communities viable. Farmed seafood brings much needed jobs to coastal, rural communities, and these jobs provide year round opportunities.

more efficiently, but it also helps to keep these sometimes remote communities viable. Farmed seafood brings much needed jobs to coastal, rural communities, and these jobs provide year round opportunities.

## INNOVATIVE CRANE TECHNOLOGY LEADING THE WAY

PALFINGER and Pennecon have also worked with DNV GL to receive approval for the foldable knuckleboom range of cranes. An exciting move that makes them the only Type Approved cranes in Canada.

Eddy Knox, General Manager for Hydraulic Systems at Pennecon told us that the best-selling products are the PK 12000 M, PK 18500 M and PK 23500 M cranes, adding: "These are the most used cranes for the feed barge and utility barge use."

He said other types of cranes are also sold in smaller volumes: "We also sell the PK 50000 M – PK 150002 M larger size cranes in lower volumes. These are used for the larger feed supply vessels and de-liceing vessels for moving larger feed bags into the daily feed barges and for handing the fish pump hoses for the de-liceing vessels."

## MAKING AN IMPACT IN A BOOMING MARKET

"The major transformation in the fish farming scene triggered increasing demand for quality, reliability and maintainability on the products used", says Franz Schnöll, Head of Global Sales and Service, Marine and Wind Cranes. "Our diversified marine crane product range combined with the expertise and track record in the Norwegian aquaculture industry, gives us the required capabilities to play a leading role overseas, as well. In Canada, the experienced Pennecon team proves to be the best partner to make an impact and support the local industry players."

## OFFSHORE PROJECTS

Pennecon also supplies Newfoundland and Labrador's offshore oil projects, providing services ranging from mobilisation and discharging cargo to repairs and upgrades of ocean-going vessels and offshore drill rigs. This is all supported by one of the largest warehousing facilities in Atlantic Canada.

## FARMED SEAFOOD IN CANADA BY SPECIES:

### TROUT



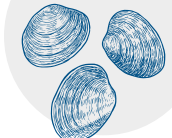
### SALMON



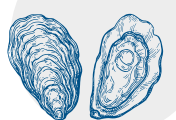
### STEELHEAD



### CLAMS



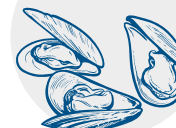
### OYSTERS



### SCALLOPS



### MUSSELS







# VISUALIZING THE FUTURE OF MARINE ENGINEERING WITH VR

## VIRTUAL REALITY IS A GROWING PART OF PALFINGER'S FOCUS ON DIGITALIZATION

If you've visited the PALFINGER booth at a trade fair recently, you may have noticed something out of the ordinary: attendees standing around wearing virtual reality (VR) headsets. VR is a simulated digital environment that the wearer can explore by turning and looking around – just like in the physical world. And it's having a big impact on PALFINGER MARINE's core business areas. Here's how.

### A VIRTUAL PRODUCT TOUR

Presenting a diverse product portfolio can be a challenge for sales and marketing teams, especially at trade events. But with VR, they're bringing potential clients closer to the end product, enabling them to take a virtual walk through a life-size vessel. "We wanted to give trade fair attendees a real-life experience," says Christina Zaunrieth, Marketing and Communications Director at PALFINGER MARINE. "If we bring only a scaled-down product model or product presentations on tablets and laptops, attendees can't grasp the full size and scale. Or imagine if we took our gigantic active heave crane with us that would sometimes fill the entire hall. Through VR goggles, attendees have the chance to see and explore our products in an authentic way. That's why we

started the VR project, equipping a virtual vessel with products from our portfolio and using it as a showroom."

### AN OPTIMIZED DESIGN PROCESS

Research and development (R&D) teams at PALFINGER MARINE are also making full use of the new technology. "VR helps us build the best boat possible," explains Tijmen van Nieuwenhuijzen, Lead Design and Certification Engineer for Boats and Davits from the Harderwijk, Netherlands office. "We can pick up on any design issues at an early stage of development and make adjustments long before building has begun. By detecting any errors in advance, VR not only increases equipment safety but also helps us maintain sustainable operations."

The investment in VR is already yielding positive results for the R&D team in Seimsfoss, Norway. "When working on supersize projects, visualizing products on a computer screen would simply be impossible," says Arild Lokøy, Technical Director. As a prime example, the MPC 49 is PALFINGER MARINE's flagship lifeboat and one of the world's largest. The vessel really is huge: 15.5 metres long,





3D cinema at PALFINGER WORLD  
in Salzburg, Austria

## VR HELPS US BUILD THE BEST BOAT POSSIBLE.

Tijmen van Nieuwenhuijzen  
Lead Design and Certification Engineer for Boats and Davits

5.5 metres wide and enough capacity for an incredible 440 people. Both the boat and its PD 55DM davit were designed with the help of VR technology.

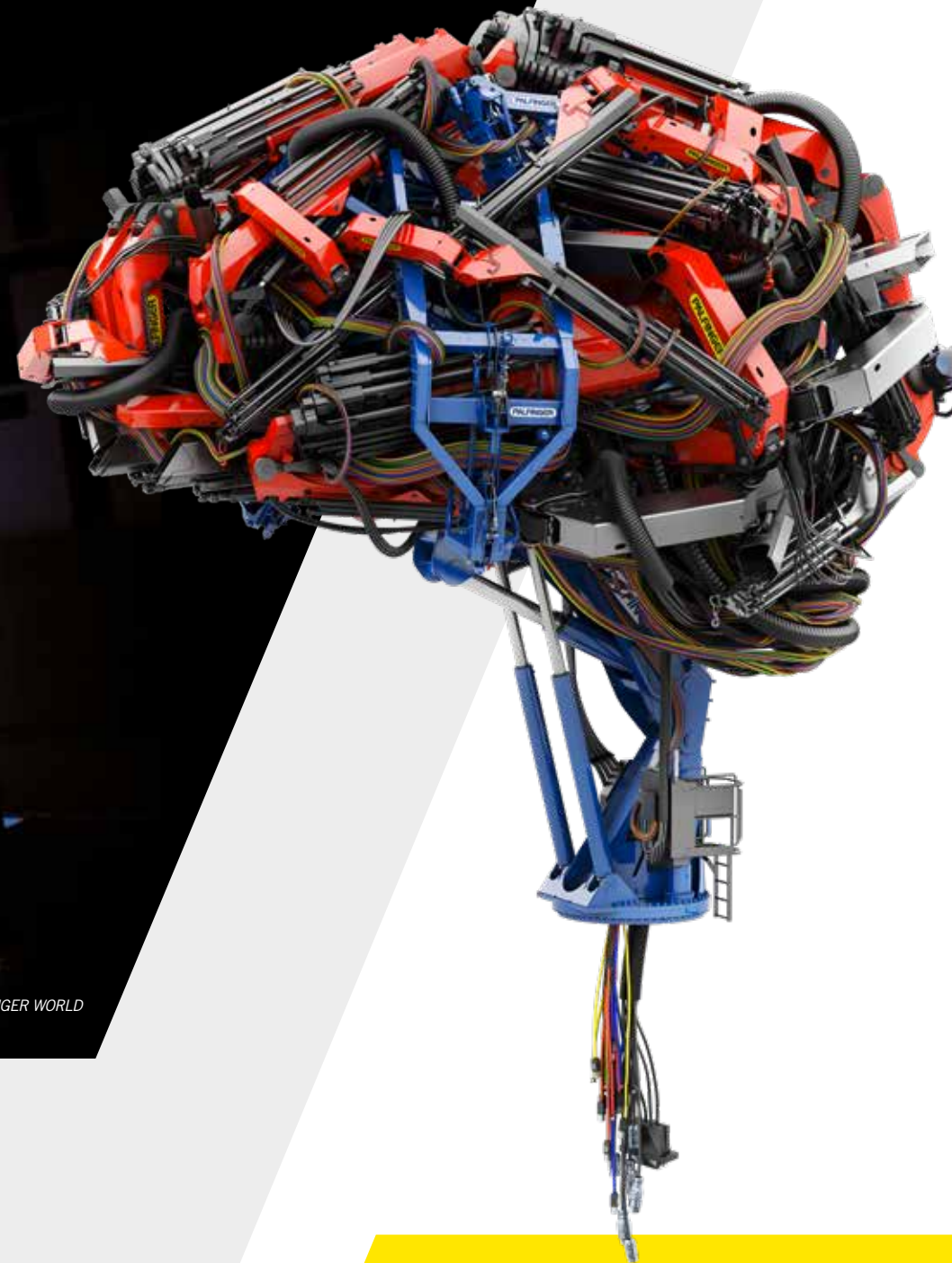
### TRAINING FOR NEW HEIGHTS

Training is an essential part of the service process – and it has benefited greatly from digitalization. VR technology proved essential when training crane operators for one of PALFINGER MARINE's prestigious projects, Johan Sverdrup, a large oil field in the North Sea. Sulejman Durakovic, Mechanical Engineer for Offshore Lifting and Handling Solutions from Bergen, Norway explains: "The service department and I led the crane maintenance training session for the client, three groups visiting from Statoil. At 45 metres high, 70 metres long and 180 tons, the massive

offshore DKW 2500 crane is fully electric and designed to operate in extreme conditions. The enormous crane was assembled in Gdynia, Poland, so flying the entire team there from Norway would have been quite an unsustainable operation. With VR, we could hold it in Bergen instead."

### LOOKING TO THE FUTURE

New technologies are an essential part of the PALFINGER Group's future (see PALFINGER 21st) – with VR being a prominent example. PALFINGER MARINE employees from design, engineering, sales and other areas can now optimize design processes, train clients more effectively and communicate the full potential of the range with ease. No longer just a gaming device or a retail tool, VR is helping to unlock new potential in marine engineering.



### DIGITALIZATION AT PALFINGER

In our digitalization program, we are pooling our digital competencies as well as our new approaches, products and services for the benefit of our customers. In accordance with our LIFETIME EXCELLENCE brand promise, our aspiration is to collaborate with our customers to develop outstanding solutions that make everyday work easier in the long term.

### PALFINGER 21ST

At the PALFINGER Group, we care about investing in new developments and exploring the unknown. PALFINGER 21st was established with this purpose. PALFINGER 21st is an umbrella term for a whole new series of possibilities, opportunities and ideas. It stands for unconventional approaches and fresh fields of expertise and describes a distinct business area that faces up to new technologies and promotes radical ideas with the potential to change our business – and our world.

PALFINGER 21st is an important investment in our future. It sets out to identify and realize disruptive business models using new technology and unconventional approaches. With PALFINGER 21st, we pursue the development of unfamiliar yet compatible core competencies as well as sustainable customer solutions. PALFINGER 21st creates innovation and long-term value.





# TRAINING FOR THE FUTURE

SHARING PASSION AND KNOWLEDGE ABOUT PALFINGER PRODUCTS IS THE GOAL AT THE TRAINING CENTRE IN SCHIEDAM, NETHERLANDS.

Both the company's own service engineers and outside clients have the chance to get an insight into the latest

technology, combined with up-to-date safety regulations. Training sessions can even be run at clients' own on-site locations across the globe for those looking to learn how to use their own equipment safely.

Training Manager, Michel Vollebregt, knows first-hand how important a facility like this is for the company. "Since it was founded in 2004, our Training Centre has been leading the way in terms of what an LSA Training Centre should be!", he said enthusiastically. We had a chat with him to find out more.

**Can you tell us a little bit about your background at the company and the Training Centre itself?**

*I started working for the company in 2002 as a service engineer before working solely as a training manager. We have been developing and providing training for our service engineers and service partners in Schiedam since 2006. Our training facility is equipped with a wide selection of practical training aids, as we believe it is important for our participants to get hands-on experience.*

**What type of internal training is offered?**

*Our internal training programme includes LSA Basic Training, LSA Advanced Training and Multi-Brand Training. We are constantly training our service engineers so that they can deliver the best services to our customers.*





LSA Basic Training is the first mandatory PALFINGER authorisation training and focuses on the working principle of the product. This course trains participants in everything they'll need to know to carry out their work using LSA equipment. LSA Advanced Training must be completed within three years of successful completion of the Basic Training so that the service engineer is re-certified. Since 2011, we have been providing our Multi-Brand Basic and Multi-Brand Advanced Training solely to our PALFINGER service engineers who have several years of experience.

#### **What training is offered to external customers?**

We provide on-board operator and preventive maintenance training to external customers.

This training is usually conducted on-board our customer's vessel/platform, where their actual equipment can be used. The course includes both theoretical and practical elements. This results in the participant being able to safely use and maintain their LSA equipment, as well as being able to explain the risks of improper use.

#### **What does it take to become a DNV-certified Training Centre?**

The Maritime Training Providers standard outlines certification requirements for us as a Maritime Training Centre. The standard also helps us to manage our processes relating to quality, development, delivery and evaluation of learning programmes. This ensures that they are properly designed, contain clear objectives, are carried out by qualified instructors, and are evaluated and improved in line with market demands and experience.

#### **What does a dedicated Training Centre bring to PALFINGER?**

There are many advantages of having our own Training Centre. For starters, we can provide our own authorisation training to our service engineers. During training courses, service engineers from various PALFINGER Service Stations have the chance to meet up and network. This platform allows them to share their experiences and what they've learned about servicing products. We can also offer a quick response time if there is a need for extra product training. Finally, we can offer mock-ups from many different brands for in-house training.

#### **Could you name the key characteristics of the Training Centre?**

To describe the centre, I'd first of all say that we're competent: all training managers have been service engineers out in the field so we know what we're talking about. We're also approachable: interaction works very well; we listen to the people we train and let them share their experiences with us so we can learn, too, and improve our future training courses. Finally, we're innovative: we'd like to maintain a high standard and, most importantly, an understandable standard.

#### **And finally, tell us, what's the best part of your job?**

To be part of a small and great team is a real highlight for me. Every one of us has our own speciality. For us, having a sense of humour is very important. It breaks the ice during the courses and makes participants feel more comfortable. Of course, I also appreciate it when our participants give us positive feedback. But the training is never finished; there's always room for improvement.



Michel Vollebregt  
Training Manager



# ON THE EDGE OF LUXURY

THE OPEN SEAS ARE A FASCINATING AND BEAUTIFUL ENVIRONMENT TO EXPLORE. BE IT ON A LARGE CRUISE SHIP OR A LUXURY YACHT, PALFINGER MARINE ENSURES YOUR SAFETY ON MARITIME EXPEDITIONS.

Modern luxury travel is booming and PALFINGER is happy to keep up with its standards. Celebrity Cruises also trusts us on that and has raised the bar once again by introducing the impressive Edge-class vessels. Therefore, we are especially proud that we've secured an order for the delivery of lifeboats, tender boats, davits and rescue boats for all four Edge-class cruise ships.

Alex Letzner, our Cruise Sales Director for Boats and Davits, explains: "The first challenge was to prove to the shipyard that we offer solutions that meet the cruise line's high standards. Winning the confidence of a high-class shipyard confirms that our cruise division is on the right track. These orders give us a new and important foothold in the cruise industry."

## FOUR SERIES OF SAVING LIVES

PALFINGER does its best to remain the invisible guardian of cruise trips. We won the contract for lifesaving appliances for the first three Edge-class ships in 2015. In April 2017, the crucial full-scale boarding test of the new MPC 49 lifeboat, our flagship product and the largest of its kind worldwide at the time, took place in front of more than 440 invited volunteers. The cruise ship named Celebrity Edge was equipped with the lifeboats in June 2018 and went on to successfully complete its first sea trials one month later. Its second (and final) sea trials took place in September before the vessel left Saint-Nazaire, France to make its debut in – where else – Miami. The delivery of the remaining three Edge-class cruise ships is scheduled for 2020, 2021 and 2022 respectively. Bon voyage!



1. The Celebrity  
EDGE "shattering  
expectations"  
2. CTL 57 tender boat  
3. Luxurious interior  
aboard the Celebrity EDGE

© Celebrity Cruises, Inc.

## SCOPE OF DELIVERY :

EDGE 1-2	EDGE 3-4
4 x MPC 49 (440-person lifeboat)	6 x MPC 49 (440-person lifeboat)
8 x CTL 57 (223-person tender boat)	8 x CTL 57 (223-person tender boat)
12 x PD 55DM davits	14 x PD 55DM davits
2 x rescue boat stations	2 x rescue boat stations



## ULYSSES – LAP OF LUXURY

One quite delicate project in PALFINGER's history was equipping the Ulysses, one of the world's largest dedicated luxury explorer yachts, with our marine cranes. In 2016, we announced that we had supplied our first superyacht, the 107-metre-long Ulysses, with eight PALFINGER cranes. The prestigious project continued with providing the second, 116-metre-long megayacht with an additional set of eight cranes. Just like the first one, the second yacht was built at the Kleven shipyard in Norway. It was designed to carry 66 people, providing them with high-class features such as a helicopter landing pad, a helicopter hangar and a swimming pool.

## TAILOR-MADE FOR THE SECOND GENERATION

When equipping a yacht, the biggest venture is always dealing with space restrictions and special requirements. Our sales, design, service and project management experts at PALFINGER rose to these challenges and delivered the optimal solution according to these demands. The unique 21-metre day-cruising tender requires two of our biggest heavy-duty foldable knuckle cranes (PFM 4500) with a capacity of up to 25 tonnes each. Instead of the former PK 90002 M extension booms installed on the first yacht, this time four PK 150002 M were mounted in order to take care of launching smaller tender boats.

## SERVICE IN A NEXT-LEVEL LEAGUE

Servicing a world class superyacht isn't exactly a walk in the park, either. "It rather feels like you're a bull in a china shop", explains Wolfgang Knauseder, one of our experienced PALFINGER Service Engineers. "Unlike working on oil rigs, or fishing boats, installing a crane on a glossy yacht is a completely different story. You're only allowed to enter in protective shoes and have to take good care of the wooden floors, and leaving any scratches or oil spills behind is of course out of the question. Even the cranes need to be handed over with a shiny high-polish finish after installation."

This operation takes three times as long as a normal service job. Wolfgang spent over a week installing the cranes supporting our long-term Norwegian partner Bergen Hydraulic. "These cranes weren't designed for lifting crab fishing pots. We had to keep in mind that they'd carry high-value toys and tender boats. The rules are much stricter here; it's a totally different league!"

And the journey continues. Given the success of these latest yacht-related projects, we are proud to disclose that we are already working hard on similar orders. Watch this space! We'll keep you posted...

## IT'S A TOTALLY DIFFERENT LEAGUE.

Wolfgang Knauseder  
Service Engineer



# PALFINGER MARINE TENDER BOATS

**PALFINGER offers a full range of tender boats for any kind of passenger vessel. We offer three types of tender boats from 11 to 15 metres of length. Our flagship product is 17,5 metres long.**

Together with our customers, we can develop custom design for each of our existing platforms. The client can select between colors, materials and a broad range of other features.

All our tenders come with catamaran hulls which means they offer comfort to the passengers as well as an easy operation for the pilot. All our tender boats can be delivered with a customised PALFINGER davit system.

## CTL 38 AND CTL 38 SV

CTL 38 is one of the most sold tender lifeboats in the world, offering a comfortable ride, low running costs and good maneuverability. It is offered as a standard version, the CTL 38, and a shortened version, the CTL 38 SV.

## THE NEW CTL 49 AND CTL 57

Newly developed tender lifeboats offering the latest innovations in design and technology. The largest tender lifeboat in the market with almost countless options for customisation.

### OPTIONS AND ACCESSORIES:

Extras for low-temp areas (Polar Code-compliance)
Tailored designs
Fast ferry comfort seats
Wood applications on floors, walls and other interior surfaces
Entertainment systems with sounds and screens
AC systems and/or heatings
LED mood lights in cabin or outside
Panoramic windows in ceiling



Head over to our  
YouTube channel and  
watch the video with  
Cruise Sales Director  
Alex Letzner.



# PALFINGER RENTAL



## 30T AHC SUBSEA WINCH SYSTEM

The AHC winch system is specially designed for load handling from a vessel or a rig towards the seabed, underwater installations or other fixed targets on the seabed. Active heave compensation (AHC) is used to control the relative position of a load to a fixed object. The position is determined by the control system using a real-time signal from a motion reference unit (MRU) as an input. In response to this signal the AHC system will pay in or pay out to keep the load at a constant distance from the seabed or other fixed target.

### AHC PERFORMANCE

The AHC performance of PALFINGER MARINE's winches provides strong benefits for the customer. It is considered one of the best systems in the market with the capacity to reduce movements with up to 98%. The drive train has been optimized for the correct speed range necessary and the acceleration capacity is extremely high. The algorithms for AHC are developed and tested by experienced engineers to perform in the best possible way together with the secondary controlled system.

### WINCH FEATURES

The drive system uses the latest available hydraulic technology and smart system design to re-generate energy as effectively as possible during operation. This means that installed power is very low compared to the AHC performance and available hoisting speeds. The winch is also equipped with functions such as variable constant tension, suction lift-off and cruise control to aid the operator in the best possible way. The winch and HPU containers are made for easy mounting to vessel deck. The steel construction is prepared with options for bolting or welding and wire routing can be optimized in several different ways depending on vessel layout and requirements.

# MEET US

Take the opportunity to talk to our experts and get exclusive insights and first-hand information live at our exhibitions this year. If you have questions or would like to arrange an appointment with our colleagues in advance, please do not hesitate to contact us!

[palfingermarine.com/contact](http://palfingermarine.com/contact)

Use this occasion to virtually explore our life-size, fully equipped vessel and wind mill! With our virtual reality station, set up at most trade fairs, you are able to walk through our deck equipment as well as our boats and davits. Climb up to the boom of our cranes, enjoy the view from the helicopter deck to the wind mill and observe our rescue boat closely.

We're looking forward to seeing you!

## UPCOMING EXHIBITIONS

### EXPOSHIPPING

02.04.-05.04.2019 | Istanbul, Turkey

### SEA ASIA

09.04.-11.04.2019 | Singapore, Singapore

### SEATRADE CRUISE GLOBAL

09.04.-11.04.2019 | Miami Beach, Florida, USA

### OTC

06.05.-09.05.2019 | Houston, Texas, USA

### CANSEC

29.05.-30.05.2019 | Ottawa, Canada

### NOR-SHIPING

04.06.-07.06.2019 | Oslo, Norway

### GLOBAL OFFSHORE WIND

25.06.-26.06.2019 | London, UK

### AQUA NOR

20.08.-23.08.2019 | Trondheim, Norway

### OFFSHORE EUROPE

03.09.-06.09.2019 | Aberdeen, UK

### NEVA

17.09.-20.09.2019 | St. Petersburg, Russia

### MARINTEC ASIA

03.12.-06.12.2019 | Shanghai, China





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