

SKF Marine

Seven seas, one destination:  
**your success.**

**SKF**®

# Hamburg is your gateway to the world – the world of SKF Marine

Welcome to the world of SKF Marine GmbH. With more than 400 employees working in five locations, as well as 35 international agencies, we are one of the world's leading suppliers to the shipbuilding industry. Our company has been based in Hamburg since as far back at 1877 – roots to which we have remained loyal right up to the present day.

Here in Hamburg we are passionate about how we develop, manufacture and market innovative components. Everything we make is subject to the most stringent German quality standards. We are proud to be a driving force in our industry, at the forefront of major new developments and significant technical breakthroughs.

Our highly developed product portfolio ranges from drive shaft components such as sterntube seals and sterntube bearings, tunnel bearings, plummer blocks, and thrust bearings to bilge water separators, environmental monitoring systems, steering gears and stabilization systems such as fin stabilizers (both retractable and non-retractable) as well as rudder roll stabilization systems.

You can source all of this directly from us, a single source of components backed up by exceptional service and technical support.

## Three letters, one future together: SKF

SKF Marine is now a maritime corporate member of the Swedish SKF Group which, with more than 47 000 employees and a turnover around eight billion euros, is one of the world's most highly respected mechanical engineering conglomerates. As a result of our new synergistic alliance with this manufacturer of quality bearings, seals, mechatronic components and lubrication systems, we can now offer our customers an exciting new range of solutions and possibilities.

You too can benefit from our decades of experience, global expertise and world-renowned products. We can support you in achieving your objectives, your dependable partner as you travel the world's seven continents and seven seas.

## German quality across the world:

SKF Marine is synonymous with German engineering in the maritime world.



# Here's to a lifelong partnership – a lifetime long

In addition to being widely respected for the quality of its products SKF Marine also strives to have the highest level of operational safety and economy. Our own stringent quality management system (certified in accordance with DIN EN ISO9001:2008) helps to ensure our customers' performance exceeds conventional standards, whilst our strong sense of corporate responsibility is evidenced by the preparations for the introduction of a DIN EN ISO14001 environmental management system, as well as an occupational safety system compliant with BS OHSAS18001.

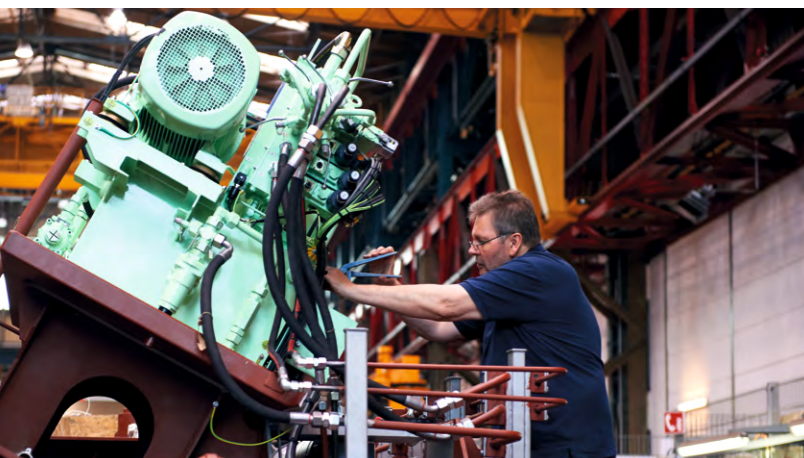
If problems do occur, we can offer you an exceptional level of service throughout the lifetime of all our products on a worldwide basis, 24 hours a day. Our customers are secure in the knowledge that our global network offers immediate availability of spares, supported by extensive stocks of finished and semi-finished components, which are warehoused at a number of key sites strategically located for fast delivery around the world.

In addition to the ready supply of spare parts, our customers value highly the individual tailored service offered by our technicians. This hotline service is available around the clock, all 365 days of the year.

## Optimal value for money

Increasingly our customers are concerned with reliability, and with extended docking periods. These twin aims are only achievable through the use of components and service of a standard which our loyal customers rely on SKF Marine to provide. We use only original spare parts, and by using our service engineers you not only should enjoy trouble-free operation of our equipment, but also feel certain that the product history is recorded. This enables proper planning to be made in advance of your next dry docking thereby reducing the risk of unwelcome surprises which can be both expensive and time-consuming.

All this puts you in a good position vis-à-vis your global rivals. And, at the same time, you have the support of an experienced, powerful partner close at hand, anywhere in the world, at any time, and under any circumstances. Your challenges and aims are also ours and we are every bit as passionately dedicated to meeting them.



**Life cycle philosophy:**  
SKF Marine supports customers throughout the full product lifetime.



# Sail with us on a wave of success – whatever the seas are like

Different vessels have very different operating parameters. An off-the-shelf, mass-produced solution may deliver only average performance – unacceptable in today's tough competitive business environment. The key to optimal performance is to invest in the highly tailored product systems and services specifically designed by SKF Marine to meet your particular requirements. Our experts in Hamburg cooperate closely with customers worldwide to create custom-designed solutions. All the principal stages of the process, from the initial enquiry through the final installation, are coordinated centrally from our Hamburg headquarters. The disciplined and structured management of the project ensures the most efficient and cost-effective methods are utilised.

SKF Marine is approved by classification societies - GL, LR, ABS, and RMRS - for self-certification. This cuts down time-consuming administration for the customer, and it also provides further evidence of the exceptional rigour of our quality assurance system. We are regularly audited by the principal certifying bodies who regularly entrust us with testing and approving products on their behalf.

This integral and systematic way of doing things has earned us a unique place in the market.

The combination of our deep manufacturing expertise, along with a broad spectrum of services, more than covers the requirements of most of our customers. Nevertheless, we are constantly responding to new challenges as they are presented to us.

## Service and maintenance – without unnecessary downtime

The component designs developed by SKF Marine have additional benefits. Detailed records and component histories are precisely documented throughout the lifetime of our products. This enables us to advise you as to when a dry docking is due, and to ensure that all the spare parts you need concerning our products are readily available, wherever you are in the world. The projections we are able to make can help you to plan your capacity on a long-term basis, as well as to avoid unwelcome surprises.

But, in the event that you do have to face an unforeseen challenge, our spares will usually be on their way to you within 24 hours. If you need assistance with their installation our technical team can be with you on-site, wherever you are located, normally within a day.

**Individuality and personal service is the key:**  
SKF Marine products have detailed  
information and history which is carefully tracked.



Our innovative strength

# What drives us are ideas – you get the benefit

It's simple really: to stay ahead in today's global business environment you need a research and development department which constantly pushes the boundaries, uncompromising quality, and strong customer support and service. SKF Marine places its R&D department at the heart of the organisation. The experts here work on numerous projects undertaken in conjunction with a select number of leading German universities.

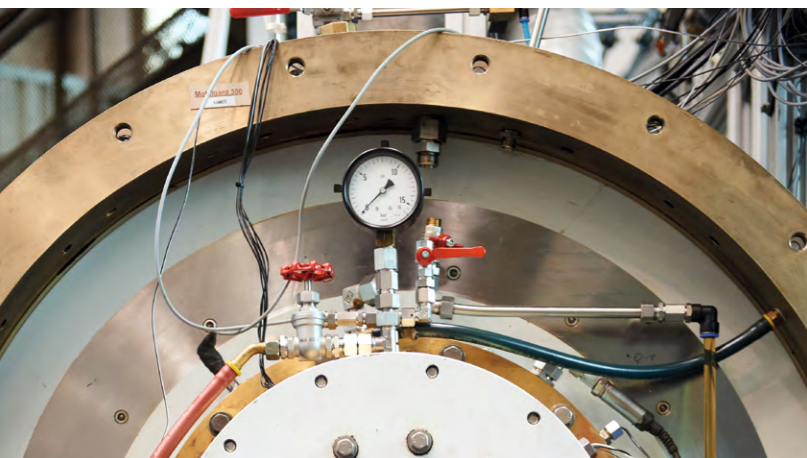
For example, we have been collaborating for many years with Hamburg-Harburg Technical University working on new seal technology. With the University of Rostock we are running projects on the development of bearings. We also maintain excellent contacts with other institutions, including Dresden Technical University. The results of these joint research projects are continuously fed back into our own product development processes.

To ensure the quality and durability of our new products we subject them all to rigorous testing. In our laboratory workshops and using specially designed test beds we test our products under extreme conditions, well beyond the limits of standard loading. We carry out

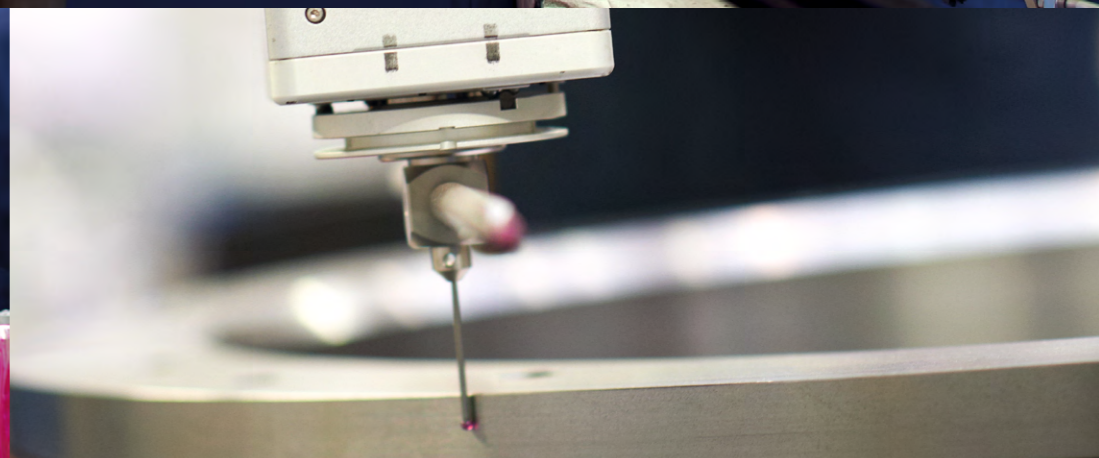
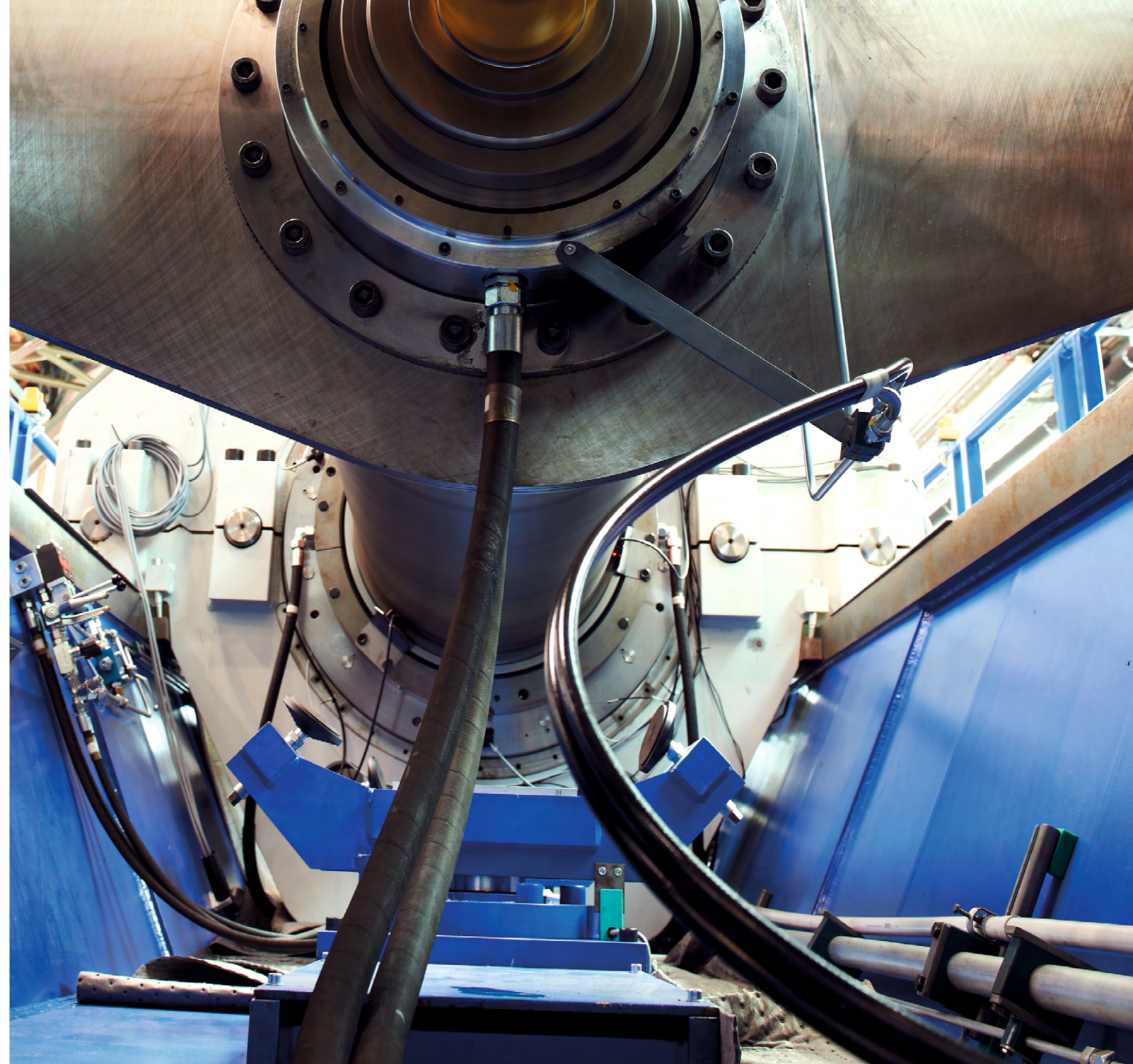
long-term tests and analysis. On special test vessels we study the results of experiments simulating everyday usage of our components in real-life conditions.

## People: our force for innovation

Creating new products is one thing. Creating new services is quite another. At SKF Marine, we are firmly convinced that however creative you are when it comes to new product development, the service our employees provide is just as important in satisfying customers. That is why we invest in highly qualified employees who understand your needs and provide an exemplary global service which others can only hope to emulate. At our headquarters in Hamburg, we set the tone for outstanding customer service and technical advice. Our staff is always available as a central point of contact. They manage and coordinate every stage of your purchase or project from the initial assessment and quotation to the end of the product lifetime. They are wholly reliable and never far away. This level of collaboration results in immediately considering customer feedback into the improvement of future products and services.



**German thoroughness:**  
To safeguard the quality of our products we use rigorous testing and forecasting methods.



# So you value sustainability – we are pioneers in that as well

Environmental protection is playing an increasingly important role in the maritime world. In addition to our focus on quality the philosophy of sustainability has evolved into a key value which no successful company can ignore today. In some areas it is no longer possible to operate without complying with strict environmental regulations. 'Green thinking' now forms an essential part of any long-term investment decision. It helps maintain resale value, and above all, it will strengthen future relationships with your own customers.

Ahead of the field, SKF Marine was convinced of the need for sustainability long before performance was controlled and documented with the use of certification and benchmarks. Sustainability permeates the many different ways in which our products are used. Our manufacturing processes are controlled to help ensure the protection of natural resources, and our overall corporate policies are specifically drafted to reflect our concern for the environment. Our products are all clearly labelled with information about their eco-friendliness. Our positive environmental balance sheet will be further boosted by the planned introduction of a sustainable environmental management system compliant with DIN EN ISO14001.

## Our dedication to the protection of the environment is what sets our standards

When it comes to environmental protection, in our view, there are no final set limits. We strive to exceed our current achievements in this field and we are constantly setting ourselves challenging new benchmarks. We believe there is always more to be done. It's been a long time since environmental concerns and competitive pricing were considered to be in conflict. Today ingenious new methods can result in solutions which satisfy both these aims.

Finally, every individual in an organisation has to fully embrace the commitment to become more eco-aware, making practical adjustments throughout their daily life. As a global player with strong local roots we are pledged to care for our own countryside as well as for the environment in an international context. Through our sustained efforts we aim to protect these worlds as best we can.

### The green light for sustainable business:

At SKF Marine, sustainability is not a trend, it is a part of our central philosophy.



# Our products set high standards – you can rely on them

SKF Marine offers its international customers innovative, high-quality products and services for a wide range of onshore and offshore applications. Our specialist expertise in these product areas provides our customers a high degree of dependability.

## Our best known products:

### Simplex lip seals

Elastomer lip seals for oil and water lubricated propulsion systems in a wide range of sizes and designs. The Simplex sterntube seal features flexible, long-lasting sealing rings which adapt themselves to the movement of the shaft. This is an outstanding, highly reliable product which is simple to install and easy to maintain.

### Simplan, Carboplan mechanical face seals, as well as combinations with Simplex lip seals

Mechanical face seals for oil and water lubricated propulsion systems in a wide range of sizes and designs. The main advantage of these stern-tube seals are their defined pressure ratios and high level of resistance to wear, even when operating in sandy waters.

### Simplex thrust bearings, sterntube and intermediate shaft bearings

Plain bearings in a range of designs, with the option of seals allowing compliance with strict SOLAS regulations.

### Simplex FlexiTube and SternTube

Customised, complete sterntube solutions offering fast and simple installation and easy alignment with the highest possible level of industrially manufactured quality.

### Turbulo-MPB bilge water separators

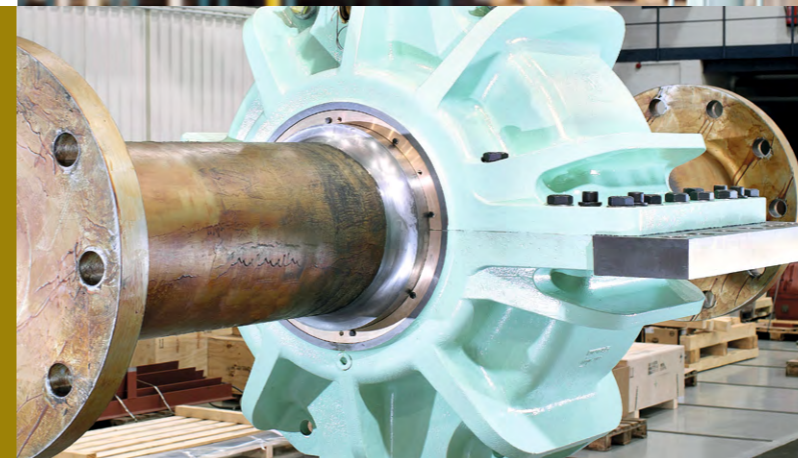
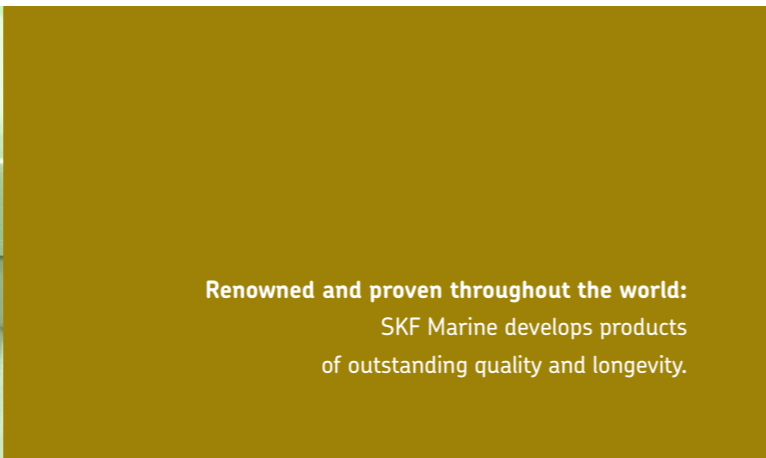
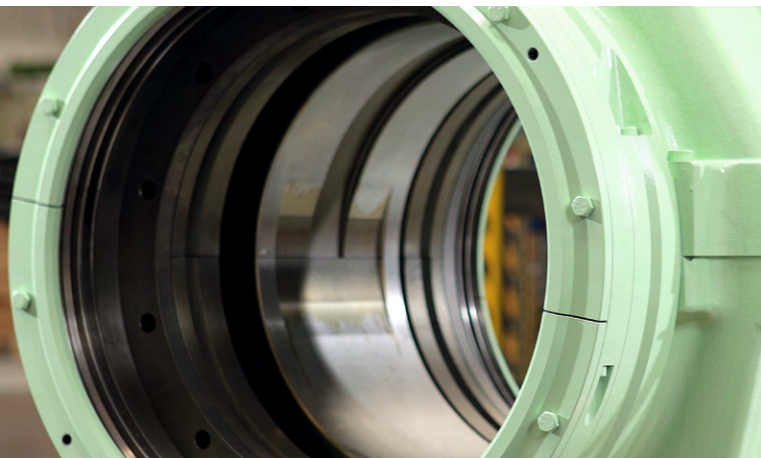
Bilge water separators in a particularly compact design. These units are very user-friendly and more than satisfy the regulations applying to oil separation.

### Active stabilization systems

Retractable, non-retractable fin stabilizers and rudder roll stabilization systems. Proven state of the art design, conform to rules and regulations of international classification societies and authorities. For high roll reduction performance, low installation efforts and life cycle cost.

### Rotary vane steering gear systems

Conventional Rotary vane steering gear. Compact design with integrated upper radial and rudder carrier bearings, solid design, long-lasting, extremely resistant to shock and vibration.



Renowned and proven throughout the world:  
SKF Marine develops products  
of outstanding quality and longevity.

# Over the seven seas, we pursue just one aim: to satisfy your requirements

SKF Marine is a highly customer-focused company operating throughout the world from our headquarters in Hamburg. Within each of our defined market segments (passenger vessel/yacht, navy, merchant marine, and offshore/workboats), we offer our demanding clientele a range of complete solutions providing the highest levels of quality and innovation.

## Passenger Vessels/Yachts:

The range of vessels with which SKF Marine is active worldwide extends to yachts, ferries, cruise ships and specialist expedition ships. Wherever people wish to reach their destination safely over the water, with trouble-free operation and the highest possible levels of comfort, they turn to us, and we are always ready with the optimum solution for them, including zero-speed stabilization.

Our products are pioneering, eco-friendly, and capable of being specifically adapted to your particular needs. We have applications for use in arctic waters, and for yacht builders we offer special paints and various installation options. And of course we satisfy the regulations for the port authorities, MARPOL and all classification societies.



**From passenger ships to submarines:**  
SKF Marine offers a broad range for various customer needs.



## Navy/Coast Guard:

We are one of the world's leading suppliers to navy vessels as well, with our wide range of product solutions and in-life support services for submarines, surface combat vessels and patrol boats. SKF Marine is an experienced and reliable supplier with full capabilities in project and obsolescence management, technical documentation and integrated logistic support.

Our products are compliant with the most stringent military, functional safety and quality requirements. Components have to be quick to be replaced without docking, as well as be extremely low-maintenance and easy to use. In that respect, everything speaks in our favour. The SKF Marine personnel involved in project planning, design and after-sales for such customers have been government security approved.

## Merchant Marine:

Container vessels, bulk carriers, tankers, general cargo, RoRo or gas carriers – SKF Marine serves the entire range of merchant marine vessels with low-maintenance, user-friendly products that are well-known for both durability and reliability.

To help you win against global competition we offer competitively priced products that offer long, trouble-free operation. These adaptable products allow for changing draughts and loads, as well as to use with high draughts and varying circumferential speeds. They are eco-friendly. And they satisfy the regulations for the world's port authorities, MARPOL and all classification societies. The worldwide service that we provide helps you to be ready for service in every situation.

## Offshore/Work Boats:

SKF Marine has provided a whole range of new solutions for offshore applications and work boats. Offshore applications include offshore supply vessels, drilling ships, oil rigs and offshore production vessels. Work boats include dredgers, tugs, towboats, river-going and fishing vessels. We are leading when it comes to individually developed solutions for a wide range of vessels.

The reliability of our products speaks for itself. We offer specially designed components for every conceivable application – from equipment in use in hazardous areas (such as gas-tight bulkhead seals and explosion-protected bilge water separators), as well as components suitable for dynamic positioning demands, solutions to specific docking interval requirements (such as FSO/FPSO) and for extreme draughts. And of course we satisfy the regulations for the port authorities, MARPOL and all classification societies. Call us for a consultation – together we can work to find the right solution for your individual needs.



### The Power of Knowledge Engineering

Combining products, people, and application-specific knowledge, SKF delivers innovative solutions to equipment manufacturers and production facilities in every major industry worldwide. Having expertise in multiple competence areas supports SKF Life Cycle Management, a proven approach to improving equipment reliability, optimizing operational and energy efficiency and reducing total cost of ownership.

These competence areas include bearings and units, seals, lubrication systems, mechatronics, and a wide range of services, from 3-D computer modelling to cloud-based condition monitoring and asset management services.

SKF's global footprint provides SKF customers with uniform quality standards and worldwide product availability. Our local presence provides direct access to the experience, knowledge and ingenuity of SKF people.

# What can we do for you? We look forward to hearing from you.

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