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Salt Ship Design has made an eventful debut in the shipbuilding industry. The design company is successfully weathering the slump in the oil sector.



Project Development Manager Johannes Eldøy is optimistic.

In airy premises close to the sea at Stord, detailed sketches are being prepared for the maritime vessels of the future. No detail is overlooked. During an intensive contract period, Salt Ship Design's leading specialists are putting to use the best technology and adapting solutions for new ships.

BESPOKE SOLUTIONS AND COMPROMISES

"The shipowners get the ships they want; however, we have the expertise and tools to identify what is possible and the consequences of the choices that are made. The shipowners ask us for advice. There are often compromises. Our role is to highlight alternative solutions and costs and how these affect the ship's ability to carry out assignments," explains the company's Project Development Manager, Johannes Eldøy.



– We have established a close collaboration with a number of shipyards and design companies, says Kjetil Bjørgen, KAM Marine Offshore at GLAVA®, with Project Development Manager Johannes Eldøy at Salt Ship Design.

SHIPS IN SUCCESSFUL OPERATION

"Our job is to clarify how the choices affect the boat's qualities. The most important decisions concern choices and the arrangement of deck equipment and other special features on the ship. There is a particular focus area for each vessel. It's really all one big interesting puzzle. Effective follow-up is a key ingredient of our recipe for success: "The most important thing for us is for the ship to operate successfully. We provide follow-up support and offer technical assistance after the ship has been delivered, an approach that is producing good results.

WEIGHT MEANS A GREAT DEAL

The choice of insulation material is often left to the shipyard. The designers know that this choice has an important impact on weight and operating expenses. "We use empirical data to calculate the weight and function of various products. We have performed studies on the weight of the interior and use of materials. For furniture, rest room modules, wood used in the interior and insulation, it pays to find out how much more weight we can save," explains Eldøy.

We have gained an early foothold in new markets and are closely examining new opportunities
Johannes Eldøy, Project Development Manager, Salt Ship Design

NEW WATERS

Salt Ship Design enjoyed a successful launch in the oil industry. The downturn has also had ripple effects on the company in Stord. However, they remain confident. "Of course we have been affected, but the crucial thing is that we innovate. We have gained an early foothold in new markets and are closely examining new opportunities," explains Johannes Eldøy. The company signed an important agreement just before the economic tide turned and is now delivering designs for six ships for Maersk, in close succession. "We were fortunate in that we signed several contracts before the oil industry hit choppy waters," he continues. Salt Ship Design has entered three new segments during the last two years. "We are starting to establish ourselves in the fishing industry. It is also important to be able to offer cable-laying. To us it's quite simple: anything to do with special tools is essentially of interest. To date we have focused on offshore, fishing, cables, aquaculture and offshore wind," explains Eldøy.

RAPID TURNAROUND

Access to expertise is good for the popular technical environment at Stord. The company has maintained good capacity in several disciplines, despite accepting a large number of major projects in a short period. "We know that the shipyards are more than satisfied with our deliveries. One of the benefits of being small is that we can quickly adapt our resource utilisation," comments Eldøy.

• FACTS

SALT SHIP DESIGN AS

- Salt Ship Design AS is an independent company that develops and delivers end-to-end design solutions for offshore and special vessels.
- The company was founded in 2012 and is owned by eight of the company's employees and the Sandvik family (GSE Design).
- Salt Ship Design AS is headquartered in Leirvik in Stord and has a technical department in Gdynia in Poland. The company employs 77 staff, 30 of whom work at the head office in Stord.

TEGNER STØ KURS MED NYE SKIP

Salt Ship Design fikk en eventyrlig entré til skipsbyggerbransjen. Til tross for fallet i oljebransjen har designsekskapet fortsatt den stødige kursen. Fra et luftig og sjønært lokale på Stord jobbes det fram detaljrike skisser for fremtidens maritime fartøyer.

– Rederiene får båten slik de vil ha den, men vi har kompetansen og verktøyene som gjør at vi kan finne ut hva som er mulig og hvilke konsekvenser valgene får. Rederiene spør oss om råd. Vår rolle er å belyse kostnaden og løsningen og båtens evne til å bære kraften, sier Johannes Eldøy, prosjektutviklingsleder og gründer i selskapet. Ofte er det overlatt til verftet å avgjøre valg av isolasjonsmateriale og tilsvarende detaljer. Salt Ship Design er bevisst på at valgene har vesentlig betydning for vekt og driftskostnader.

– Vi bruker gode erfaringsdata til å beregne vekt og funksjon for ulike produkter. Vi har gjort studier på interiørets vekt og vi ser at det er et stort potensiale der. For blant annet møbler, toalettmoduler, treverk i interiør og isolasjon er det interessant å finne ut hvor mye vi kan spare på vekt, forklarer Eldøy.

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