

Dear Offshore Professional,

The autumn edition of our Newsletter comes with quite some information about ourselves. Information we are both happy and proud to share with you...

Read further down about

- the re-launch of our website
- an improved brochure & flyer
- becoming an Achilles - UVDB & Sellihca member
- our lecture A Lifetime of Clever Cable Care in Husum September 17
- our offering in Survey Services.

Firstly we would like to talk once more about risks. More precisely about a risk register built up by us. By doing this we made quite an amazing discovery. Be surprised!

As always, please enjoy reading! Please share thoughts and views with us!

Your Primo Marine Team

Rotterdam, September 2015



An Otter board dragged over the seabed presents a significant risk to offshore power cables when such a cable would not be buried sufficiently deep.

Communication is a Significant Risk

For every subsea power cable installation project and as a matter of fact, for each phase of these projects, it is an industry standard to prepare a risk assessment.

Primo Marine, has been contributing towards risk sessions for the majority of our clients.

All the projects Primo Marine has been involved in, both assessed and occurring risks were collected and compiled into a risk register. A good example of such a risk register is presented in the DNV recommended practice DNV-RP-J301 "Subsea Power Cables in Shallow Water Renewable Energy Applications". By the way: We contributed to the evaluation of the recommendations mentioned in this report and felt honored being asked to do so.

For one of our present projects, a DC interconnector, Primo Marine assessed the listed risks and placed those next to the lessons learnt with regard to offshore power cable installation of the previous years. When recategorizing the risks and discussing root causes, we came to the conclusion that communication presented a significant risk on offshore power cable projects across all phases. In effect a lack of communication, miscommunication and transmitting/receiving problems but as well over-communication, in quite a significant number of cases communication is part of the root causes.

Communication presents a significant risk to offshore power cable projects. It does however present an opportunity as well. When properly identified and fully appreciated, sufficient attention to communication within and around the project team would not only reduce the risks associated, it would as well present an opportunity to improve the cooperation between those involved.

Should we as Engineers be worried, when we identify something as soft as communication to be a significant risk to our hard technical projects? We do not think so.

Let's say, Engineers happen to be humans as well. Within Primo Marine we have identified good communication to be essential for the well being of our own company and for those working with us. The challenge is to communicate effectively.

It requires not only considering what we are doing, but as well how we are doing it. It requires to step up a level and to take human interaction into consideration seriously.

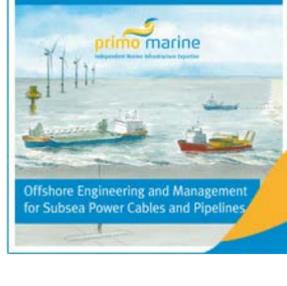
For the DC interconnector project we are presently working on, we added specific communication related risks to the risk matrix and discussed these risks with our client.

We are in quite an early phase of the project. Yet there are plenty of opportunities to make a difference. Keeping a sharp eye on communication will hopefully help us to reduce risks associated and grasp the opportunities presented to make our project a success. Please contact [Wino Snip](mailto:Wino.Snip@primo-marine.com) for more information.



Going Live

We are delighted to announce that we re-launched our website. After several busy months on thoughts about concept and structure, we went live a couple of weeks ago. We hope to have created a site that provides a comprehensive, structured, yet fresh and appealing impression. In particular we hope that the "Service & Expertise" category presents our offerings in an understandable and informative way. Your thoughts as always are more than welcome, please go to www.primo-marine.com



Brochure and Flyer Updated

To be in line with the website we have adapted our brochure "Onshore & Offshore Engineering and Management of Subsea Cables and Pipelines".

There is also a new format for the service and expertise booklet titled "Comprehensive Service Portfolio for Onshore & Offshore Engineering and Management of Subsea Cables and Pipelines". Both are downloadable via the website or are available as a hardcopy. We will be happy to send it to you. Please send a short mail: [Susanne Kovar](mailto:Susanne.Kovar@primo-marine.com).



Achilles/UVDB/Sellihca

We are happy to announce that we joined the Achilles communities of UVDB and Sellihca, our IDs are 189541 (UVDB) and 115092 (Sellihca). Easing the tender process, saving time and effort, ensuring compliance to industry standards and reducing risks we found this more than enough reasons to become a member.



A Lifetime of Clever Cable Care

This is the title of a lecture including Q&A session that we will be presenting at the Husum Wind Fair and Congress. Information and ideas will be given on "how to take clever care of your cable throughout its lifetime" aiming at minimizing costs and risks, thus leading to a more realistic CAPEX/OPEX balance. **Be careful not to miss this session on September 17, 2015 at 14.30h in Husum/Germany (Congress Center, room 6).**

We would be pleased to discuss any topic or requirements directly, should you wish to meet, please email Susanne Kovar on email [Susanne Kovar](mailto:Susanne.Kovar@primo-marine.com), so arrangements can be made.



mini CPT unit

The Cone Penetration Test (CPT) is used for in-situ geotechnical characterisation of ground. A typical equipment spread includes a base frame with pushing unit, an umbilical reel with cable and a portable computer.

Image: Marine Sampling Holland

Dedicated Offshore Survey Service

Primo Marine offers a dedicated offshore survey service, either standalone or within a comprehensive pre-construction engineering package. A dedicated experienced team of surveyors can prepare, monitor and manage survey campaigns, including hydrographic, geophysical and geotechnical disciplines. The survey campaigns are designed to meet the seabed, including specialist packages such as UXO, as well as supporting all installation activities during the offshore campaign, including complete as built dossiers and final reporting. These survey campaigns can also be designed to support the pre-construction phase by acquiring crucial data for route engineering.

Incorporated within the survey service is:

- Management of maintenance survey scopes including specialist packages such as UXO campaigns, seabed mapping, etc.
- Survey campaigns including multi beam, side scan, acoustic doppler current profiler, sub bottom profiler, magnetometer, vibro core and cone penetration testing.
- Data analysis and processing including charting, profiles, volumes, route engineering and GIS.
- Definition for geophysical and geotechnical survey campaigns.
- Definition of survey scope of work and specification for tender campaigns.
- Survey campaigns designed for the Operation & Maintenance phase such as depth of burial.

For more information please contact [Susanne Kovar](mailto:Susanne.Kovar@primo-marine.com).

Here Follows a Selection of Projects Executed for our Clients

RTE has entrusted us with a HDD Construction Feasibility Study.

In two conflict cases we were asked as independent Engineer to review and provide our expert opinion.

We are presently carrying out a Burial Assessment Study for inter array cables.

TenneT TSO has entrusted us with a Rock Placement Stability Study.

Wind op Zee has hired in survey contractors to conduct geophysical and geotechnical surveys and Primo Marine provides the Survey Operations Manager and Offshore Client Representatives.



Download Area

A variety of information about the support and expertise we offer can be obtained from our website. Please go to our download area:



Career Opportunities

We are presently recruiting: **Project Engineer – Cable Installation**

Expert in the field of cable installation engineering with ample offshore (cable installation) experience

- Staff
- Preferably based in The Netherlands
- Preferably Dutch speaker (not necessarily native)
- BSc/MSc level
- Experience: 5 years or more

Please contact for more information: [Jaap Smit](mailto:Jaap.Smit@primo-marine.com).

Short Profile of Primo Marine

Onshore and Offshore Engineering and Management for Subsea Cables and Pipelines. Your Helpdesk for Installation, Protection and Maintenance Challenges.



Primo Marine is a member of the International Marine Contractors Association (IMCA) and greatly supports the use of IMCA guidelines.

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If you no longer wish to receive commercial e-mail messages from [Susanne Kovar](mailto:Susanne.Kovar@primo-marine.com), please reply to this e-mail with subject: Remove