

International **Tug & OSV**

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Watertight integrity and stability of tugs

Joe Corvelli: Looking to offshore's next wave

North American Focus: Diversity keeps market afloat

Perfect fit creates 'win-win' situation

Hamburg-based manufacturer, Hatlapa Marine Equipment has extended its product portfolio for OSVs with the acquisition of Triplex AS. Hatlapa has purchased a majority shareholding in the Norwegian deck machinery company, which is the global market leader for anchor-handling systems, buoys and ropes onboard ships.

As a result of the acquisition, Hatlapa's traditional product portfolio of compressors, steering gear and winches has been significantly expanded to include all components of a typical deck machinery package for supply vessels and AHTs.

"With this acquisition Hatlapa will increase its global offshore market share by 15 per cent," announced Alexander Nürnberg, managing director, Hatlapa.

With oil and gas exploration and production taking place in deeper and deeper waters, the requirements of support vessels is increasing as well as the need for more sophisticated and automated equipment. This is in addition to the growing demands of wind farm support vessels.

"We are now in a position to deliver everything from winches and remote-controlled gantry cranes (Multi Deck Handler – MDH) with manipulator, to stern rollers – basically all the deck machinery you need," commented Nürnberg, who will also be chairman of the new subsidiary. "Our companies complement

each other totally – it's a perfect fit."

Based in the small North Atlantic town of Averøy near Kristiansund, Triplex AS has 70 employees, and an annual turnover of 30m euro. The company also has a second site in Chile, with 17 employees.

Hatlapa and Triplex AS share a very similar company structure and philosophy. Founded in 1933, under the name of Bjørshol Mekaniske Verksted, it was renamed Triplex AS in 1996 when it became a public company. The four managing directors of the company wanted to find an investor which not only had a good understanding of their business, but also provided the opportunity to expand it.

The positive chemistry between the two companies was apparent from the start. "In the 1990s, Hatlapa worked with Triplex AS to supply marine equipment to ten vessels in the Chilean fishing industry," recalled Nürnberg. "Hatlapa supplied fishing winches, and Triplex AS supplied the net-handling systems. During one of our first meetings, Per Jan Slettvag (one of the Triplex managing directors) gave me one of the original manufacturing drawings. 'There you go, he said. You did that, it's got your name on it!' So that made for the perfect basis."

Both companies benefit from this new liaison – it is a win-win strategy for all, said Hatlapa's managing director, Jörg Tollmien. While Hatlapa has a strong position in the



▲ Triplex AS multi-deck handler.

Asian market, Triplex AS opens a door to the normally inaccessible Norwegian and Brazilian markets. Three out of four Norwegian fishing vessels and a majority of OSVs in the oil industry carry systems supplied by Triplex AS. Triplex's status with Brazilian state oil company Petrobras is another benefit – as a fully registered supplier it recently supplied equipment worth 1m euro to one of Petrobras' state-of-the-art vessels.

Yard's position strengthens

Gibraltar-based ship repair yard Gibdock has completed a complex and demanding propulsion system job following the recent docking of the 57-tonne bollard pull Boluda Group harbour tug *Siroco*.

The 2001-built *Siroco*, which operates in the port of Algeciras, arrived in Gibraltar in early June for a one-month docking that included the complete removal and overhaul of the two Voith Schneider Propeller (VSP) units onboard.

Following the dismantling and inspection of the rotor casing, the bearing flange assembly and protective ring was found to be extremely corroded. It was decided to fabricate and fit steel inserts to the two bearing flange assemblies.

"Despite the unforeseen repairs... the vessel was completed to the dry docking schedule of 30 days. Moreover, no problems were encountered during the sea trials and the tug is now back in operation in Algeciras," said Taylor.

Meanwhile, Gibdock has added another name to its increasingly long list of clients in the offshore sector. In September, it drydocked the 3,000grt offshore survey vessel *Boa Galatea*, for Norway's Boa Offshore.

This is the first time that the family-

owned Boa Offshore business, which operates a fleet of over 40 offshore vessels, has used Gibdock, and comes hard on the heels of other offshore vessel contracts handled this year by the yard for Solstad, DOF and others.

Richard Beards, Gibdock commercial director, said: "Boa Offshore is a significant new customer and shows the yard is continuing to strengthen its position as an important partner for offshore vessel operators in the Mediterranean and Atlantic Basin markets. Our strategic location makes us particularly attractive for companies repositioning vessels via the Suez Canal to new assignments offshore Brazil and West Africa, both areas of very strong demand, as there is zero deviation."

Boa Galatea is one of two specialised seabed logging vessels owned by Boa Offshore and was delivered in 2009 by the Norwegian Bergen Fosen shipyard. The vessel is on a long-term charter with another Norwegian firm, EMGS. EMGS has recently been contracted to perform survey work offshore Brazil by Petrobras and *Boa Galatea* has been assigned to carry out the necessary data acquisition.

● Joe Corvelli, CEO at Gibdock, features in this issue's *At the Helm* on page 34.

Support is extended

Raytheon Anschutz is to extend its onsite service and support facilities to include an office in San Diego, California, from January 2012.

The company will use the new Raytheon Anschutz USA Representative Office to concentrate its capabilities in providing navigation systems and competent customer support to the US maritime industry. It will be an extension of an existing Raytheon facility in San Diego, where Raytheon has concentrated the development and delivery of maritime systems and technologies.

The opening of the office in the Raytheon facilities will see the establishment of a centre of navigation excellence which strives to offer strong support to US-based shipyards and shipowners. The company will use it to make further use of the synergies with the Raytheon infrastructure and expertise to create new benefits for customers, such as an experienced and competent technical consultancy and project management for newbuilds and retrofits, highly-skilled personnel and established warehousing and maritime logistic supply chains.

Raytheon Anschutz provides a wide range of navigation components including gyro compasses, autopilots and steering controls, radars, ECDIS and complete integrated bridge systems.