Maritime Developments has been awarded a repeat contract by an international subsea business.

The company said the latest contract was “significant” with work on 33 pieces of equipment due to be completed by Q4-2015.

Maritime Developments is to supply 30 electric winches and three tensioners as part of a £1 billion-plus contract awarded to the international contractor.

This latest award follows the completion of a contract to supply 10 electric winches and a 10-tonne electric tensioner to the same business last year. In addition, Maritime Developments will separately deliver a 50-tonne 4-track tensioner, a three electric winch package and a spare electro-hydraulic powerpack.

Derek Smith, chief executive of Maritime Developments, said: “We’re delighted to have been awarded this latest contract – our largest contract to date.

“We have the scope to take on these contracts and any additional projects due to the fact we’ve increased the size of our operations in Peterhead and Aberdeen in the past year as part of an overall strategy to grow the business.

“We’re looking forward to delivering this project as well as securing new contracts not only in the UK but also further afield.

“The latest contract is hugely significant for the business and takes us on to the next level.”

In addition to securing key projects in the North Sea, Maritime Developments has expanded in the past year into markets such as the Gulf of Mexico, Asia/Australia and West Africa.
Bright future for subsea specialist

Maritime Developments is on track to increase 2014 turnover by 110%.

The company, which has operations in Aberdeen and Peterhead, said planning, continued product quality, international growth and its in-house developed innovations had helped the business exceed expectations.

Derek Smith, chief executive officer at Maritime Developments, said: “We invested substantially in the business 18 months ago by expanding our site and capability in both our Aberdeen and Peterhead operations. It meant we handled our growth proactively rather than reactively.

“Additionally, international orders have taken off. Three years ago our exports were less than six figures, now it’s seven figures. Everyone at Maritime Developments has worked extremely hard to develop this side of the business.

“Finally, we looked at how products can be developed and improved. The new Maritime Developments tensioner has been well received by the market due to its enhanced adaptability and safety benefits.

“We expect the tensioner, as part of our overall vertical lay system package, to be a key factor in driving the business forward both in the UK and internationally in 2014 and beyond.”

Forward Thinking
Back-Deck Systems

Welcome to the third edition of the MariTimes.

Maritime Developments specialises in the provision of deck equipment solutions for vessels to support the deployment and retrieval of subsea umbilicals, risers and flowlines (SURF) for the oil & gas sector, and cables for the renewables sector.

Based in Aberdeen and Peterhead, we design, manufacture, deliver and support a range of solutions including vertical lay systems (VLS), pipelay tensioners, reel drive systems, overboard chutes, control systems, spoolers, level winders and compensators. Our CE marked solutions are also suitable for onshore spool bases or the supply bases of product and cable manufacturers.

We welcome any feedback on the content of the MariTimes via hello@maritimedevelopments.co.uk

A full list of our products and services can be found on the back page of this edition.

Derek Smith

Chief Executive Officer
Maritime Developments Ltd
Maritime Developments has launched a new equipment hire division.

Mike Gaskin, commercial director at Maritime Developments, said the business was responding to heightened demand for its products and services, not only in the North Sea but also in West Africa, North America and Asia.

He said: “We’ve continued to grow the business organically and the launch of an equipment hire business stream was a natural step. We design and manufacture the full range of back-deck equipment, so we have the capability in-house. We also have the ability to install the equipment and maintain it, if required.”

Maritime Developments has completed a 400-tonne reel drive system to join its rental fleet. Additionally, an 8.6m reel and a 300-tonne safe-working load, spreader beam for lifting reels is available.

The hire fleet will include a 50-tonne radius chute, powerpacks and a small crane with a 50-tonne 4-track tensioner targeted for the market in Q2-2014.

Maritime Developments can also provide personnel as well as equipment for onshore and offshore equipment projects.
Maritime Developments delivers

Maritime Developments is an independent provider of the full suite of back-deck equipment to the global subsea industry.

Trusted by international companies, Maritime Developments designs, manufactures, delivers and supports a range of products including vertical lay systems (VLS), tensioners, reel drive systems, overboard chutes, control systems, spoolers, level winders and compensators.

Its CE-marked solutions are also suitable for onshore spool bases or the supply bases of product and cable manufacturers. Additionally, the business can provide electrical or hydraulic drives for all its units.

Earlier this year, Maritime Developments launched an equipment hire division, enhancing its range of services to the market.

For more information visit maritimedevelopments.com

Maritime Developments forward thinking back-deck systems
Innovation

Using its in-house skills and experience, Maritime Developments has brought a new tensioner solution to the market – one that delivers enhanced assurance during key project phases for clients. With two tracks opening instead of one when vertical, and designed for deployment either horizontally or vertically, the Maritime Developments solution provides greater operational and safety benefits.

Assurance

This double top-loading capability decreases the risk of the product becoming damaged on engaging/disengaging in the tracks. Maritime Developments tensioners are operated via a touch screen that controls and displays the tension, grip and speed. Additionally, our systems also possess the capability to data log the operation. Our range of pipelay tensioners are designed and manufactured to comply with PUWER/LOLER requirements and are CE-marked.

Delivery

This 50-tonne tensioner is to be delivered to a client for a project in Asia.

The Maritime Developments tensioner is available in a number of specifications from 36 tonnes to 100 tonnes. With electric or hydraulic drives, the system can be supplied with a skilled Maritime Developments commissioning or operational team.
West African contract success as further growth targeted

Maritime Developments has delivered a two-track tensioner for a project in Cameroon.

The order for the 15-tonne tensioner was placed by a global oil and gas operator for steel pipe and umbilical installation projects.

A further three orders for similar tensioners have been awarded as part of a larger order for back deck equipment for projects at a major installation contractors’ operations in South America.

The deals signal a growing industry recognition of the diverse benefits of the innovative Maritime Developments top loading tensioner, with its small footprint and ability to pivot the top track out of the firing line.

George Mackintosh, operations director at Maritime Developments, said: “This project once again highlights our continued success internationally. There is tremendous scope for companies to tap into our expertise and in-house capability for a variety of global projects.”

Global subsea business calls on Maritime Developments

Maritime Developments has won a contract with a global subsea business to deliver a 500-tonne reel drive system.

The back-deck equipment specialist will manufacture the reel drive for use at a flexible manufacturers’ facility in the United States. Greig May, operations manager at Maritime Developments, said: “This is our second major project for the US market and we’re looking to capitalise on the huge potential to grow our business in the region.” The project is due to be delivered by Q3 2014.
Lochnagar fundraiser for Paul Lawrie Foundation

Nine members of the Maritime Developments team raised £1,700 for the Paul Lawrie Foundation with a walk in beautiful Lochnagar. The 16-mile trek, which took in Loch Muick and Glas Allt falls, was completed in six hours, with chief executive officer Derek Smith and his colleagues returning to Ballater for a well-earned rest.

Derek said: “As well as raising funds for a worthy cause, it was also a terrific team building exercise and something we will look to do again in the future.”

For more information visit paullawriefoundation.co.uk

Forward Thinking
Back-Deck Systems

Products
Tensioners 3Te to 100Te/2 and 4 track
Reel Drive Systems 30Te to 500Te (reel + product)
Compensators vertical or horizontal
Overboarding Chutes
Level Winders

Reel Under Rollers up to 400Te capacity
Small Turntables for flying leads/flexible jumpers
Spoolers
Radius Controllers
100Te HLS/VLS Systems

Systems & HPUs/EPUs
Manifold Systems & HPUs
Control Systems & EPUs

Services
Full Life of Product Support/Service
Maintenance and Repair
System Adaption/Upgrades

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