Fifteen years and counting... From servicing fishing boats in Peterhead Harbour to equipping oil and gas vessels around the globe, it’s been a journey that has taken Maritime Developments to the forefront of marine solutions providers for the global energy sector.

Over its 15 years of trading, the company has had to respond to changing fortunes across two sectors: the downturn in the fishing industry, followed by the challenge of building a reputation in the highly competitive oil and gas market.

Strengthened by these challenges and experiences, Maritime Developments is enjoying its best trading year to date.

Today, its offering encompasses cutting-edge equipment and a growing rental fleet – for a portfolio of clients featuring some of the biggest names in the global contracting market.

With sites in Peterhead and Aberdeen and a staff of more than 50, the back-deck equipment manufacturer has built on the skills and expertise forged in the marine environment to address the current and future needs of the oil and gas and renewables sectors.

While the company’s focus remains strong on innovation and breaking boundaries, some of its senior staff take a look back at the past 15 years to trace Maritime Developments’ path to success.
DEREK SMITH
Founder and CEO

“The hardest thing in setting up a company from scratch is getting your first cheque through the door.

“You spend money to build your business, live on nothing for a month, then put your first invoice in - and wait another month before you get paid. You never get those first two months back, because as the business increases in size, so do your expenses - and Maritime Developments has never stopped growing.

“We started off fixing boats and kitting them out, and eventually orders started coming from oil and gas firms. We designed and built power packs, reel drive systems and complete tensioners, which went out to work under our clients’ branding. They were long days but enjoyable as we took pride in our products. It wasn’t until 2010 that the first major job came through from a leading subsea business and we began to put Maritime Developments’ plaques on the machinery that we had been building for the previous six years.

“Four years later, we have invested over £2.5million to build a reel drive and a tensioner for our own rental fleet. We've come a long way - and we plan to keep going.”

GREIG MAY
Operations Manager

“I’ve been with Maritime Developments right from the start. The change in the business since those early days and, in particular in the past four years, has been astonishing.

“When I first started we used to build everything in the small office workshop in Peterhead where we are still based.

“At the time I was doing all kinds of work: time-sheets, purchasing, sorting out invoices, manning the reception. However, I was always confident working with Derek because we were ahead of everyone else in terms of technology and quality of product.

“In 2008 we built a new shed with an overhead crane. That was also the year of a tangible difference to the business: our ISO 9001. It gave us more stringent procedures and processes. It focussed us on developing infrastructure such as building new offices and ensuring staff were regularly trained. Those procedures gave us the platform to grow the business and we've not looked back since.

“In 2012 we opened an electrical department and I became operations manager. We bring so much to the table through our experiences and our technology is now on a different level.
“I’m proud to be part of the success story. I know there are challenges ahead, but we have a great team here to overcome those hurdles and continue the company’s development.”

**JAMES BUCHAN**
Senior Equipment Supervisor

“I joined Maritime Developments a year ago, but I first started working with Derek when I left school. Firstly I worked with his dad, then the company he supplied the equipment to, and now I’m with the business – a full circle, so to speak.

“The journey for Derek, in my view, has been a successful one. He’s got a strong foothold in the sector. In the offshore industry you need to make a name for yourself really quickly, because bad news travels fast.

“For Maritime Developments the precedent was set from the start; the equipment that they were building and sending out to other companies was tried and tested.

“The unfortunate thing was that it was painted in someone else’s colours. That’s why people don’t understand how long the company has actually been on the go. It just didn’t have the profile it deserved.

“Now, looking at the new designs – they are far superior to what’s been available in the past. Quite honestly, there is no comparison. There’s a lot less manual handling, they’re a lot safer and they’re more user-friendly.

“I feel very much part of a team at Maritime Developments. You’re following the build straight through from the start. The guys take great care of the product and everyone gets an in-depth feel of how things work. You see, good news travels fast as well and now that the word is spreading, more and more big clients are coming on board.”

**ANGUS RENDALL**
Workshop Manager

“The size of jobs has increased in comparison to what we delivered in the fishing business. The tensioners built then were not as big as the projects that we’re taking on now.

“Here you take pride in your work. You’re always proud of what you achieve and what you put through the door.

“It can only be good if you’re making something that is designed for the future. From there you can only improve by developing it further.

“And with the right people in the right place it can only get better. It’s still early days, but I feel we are on the right track so far.”
Above and right: Final testing of 50Te 4-Track tensioner at Peterhead manufacturing base
Patent protection secured for Maritime Developments’ tensioner

Maritime Developments has secured a patent for its bespoke 4-track tensioner ahead of the delivery of a third unit of this type.

The TTS-4/140 series tensioner is a 50-tonne 4-track caterpillar system for the handling of subsea products. The caterpillar tracks are fitted with V-shaped pads and operate by gripping the product between the opposing track carriages with failsafe hydraulic cylinders.

Thanks to its innovative design, the 4-track tensioner can be used vertically, horizontally or on a ramp.

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Fourth delivery marks RDS success

Maritime Developments has successfully delivered its fourth reel drive system (RDS) since the product was launched last year.

The latest 500-tonne RDS is preceded by the delivery of three 400-tonne systems in December 2013, January and July to a number of major global oil and gas businesses.

Mike Gaskin, commercial director at Maritime Developments, said: “This fourth delivery proves we have a solid place in the market and people can trust us. We are now building equipment for emerging and established subsea contractors.”

The company is looking to add another reel drive to its rental fleet within the next few months to address the growing industry demand for the solution.

Patrick Lambie, senior project manager at Maritime Developments, said: “We’ve received extremely positive client feedback about the reliability and functionality of our systems.

“Our RDS has gone from what had been a concept to be designed and manufactured four times in less than a year. We have now built up this expertise and will continually look to build on it.

“The more of our equipment that is out in the market, the more it can only help to raise awareness of the quality and reliability of our products.

“Every time we build a piece of equipment we look at what we can do better: what can we learn from the work done so far to improve on quality and functionality, reduce costs, and make it more straightforward to manufacture.”
Quayside: Maritime Developments' 400Te Reel Drive System during loadout
Second vessel delivery ahead of schedule

Maritime Developments reaffirmed its commitment to forging long-term partnerships as it delivered a major vessel order ahead of schedule.

The package of 10 winches and an underbender was the second vessel delivery this year, and formed part of an order for four vessels from an international subsea business. The remaining projects are due for delivery in 2015.

The latest project included a variety of Maritime Developments winches, which range between five-tonne and 40-tonne capacity and feature electric and hydraulic drives.

The units will be used for product handling at a number of locations around the new built vessel.

They can be operated in either manual, constant tension or render mode and integrate with the vessel’s system control and data acquisition (SCADA).

Mike Gaskin
Mike Gaskin, commercial director at Maritime Developments, said: “It’s a great indication of trust and good partnership to receive an order for four full packages from an industry major.

“The teams from both companies got to know each other through the first job and now they are just building on each other’s strengths. The repeat orders have allowed us to invest in a state of the art testing facility which has made the factory acceptance tests more efficient.”

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**

Ready: Winches awaiting delivery from Peterhead
Maritime Developments made the most of the last rays of summer sunshine to thank its team for all its hard work over the past 15 years.

The company kicked off its anniversary celebrations by hosting a fun-filled afternoon at its Peterhead premises.

The event, which featured a hog roast, a prize raffle and Formula 1 and golf simulators, brought together staff from Aberdeen and Peterhead, allowing the directors to toast the company’s collective success.

George Mackintosh, Maritime Developments’ operations director, said: “We are very fortunate to have a fantastic team and it was great to see them all enjoying themselves. They thoroughly deserved it.

“It’s about the people who work for the company. Without them, what we do would not happen.

“we’ve built a great foundation, the business is growing and I look forward to seeing it continue to do so over the next 15 years.”

Derek Smith, chief executive and founder of the company, added: “It’s important that people get the time to speak to and interact with their colleagues outside work. Everyone had fun and I think it shows that we have got a great team. They are all an essential part of the company, and it’s thanks to them that we can deliver the final product.”
£1,000 raised for RNLI at Maritime Developments event

The anniversary hog roast also featured a fund-raising element in support of Maritime Developments’ charity of choice, the Royal National Lifeboat Institution.

The proceeds from the afternoon’s activities, including an ice bucket challenge, totalled £1,000.

It will go towards day-to-day lifeboat operations and maintenance at the RNLI’s Peterhead base.

Alastair Wilson, lifeboat mechanic at RNLI Peterhead, said: “It’s always good to be working with a local company and to see it thrive.

“It’s a very big operation that they’re running and they’re doing an absolutely sterling job. We’re grateful for the support shown by Maritime Developments.”
Subsea Expo winners’ pit stop at British Grand Prix

Two lucky motorsport fans won a dream trip to the Silverstone Grand Prix – thanks to Maritime Developments

Kevin and Lindsay Adie were the winners of Maritime Developments’ British Grand Prix prize draw, which took place during Subsea Expo 2014. The company’s exhibition stand featured a large-scale Scalextric track with the chance to win tickets to Silverstone up for grabs for the fastest drivers. Le Mans winner and former Formula 1 driver Allan McNish was also at the stand to help visitors find top gear.

The winning couple got a taste of celebrity life at the Whittlebury Hall hotel, where they brushed shoulders with some of Formula 1’s biggest names, and enjoyed front-row seats for the whole racing weekend courtesy of Red Bull Racing hospitality.

Lindsay said: “When Kevin told me he’d won the tickets I didn’t believe him. He had to email Derek to confirm, then I thought wow, this is actually happening!”

Kevin said: “I never expected it would be such an amazing experience. There’s so much more to the Grand Prix than what you see on TV.”

Derek Smith, CEO at Maritime Developments, said: “The race circuit attracted additional visitors to our stand. It helped to put across what we do but also allowed people to have a bit of fun. We’re delighted Kevin and Lindsay had a fantastic time at Silverstone.”

From top: Lindsay with Sebastian Vettel, Lindsay and Kevin enjoying Red Bull Racing hospitality, with Felipe Massa

Winner: Allan McNish on the Maritime Developments’ stand at Subsea Expo 2014