In light of the continued low price of oil, forcing the energy industry to seek far-reaching cost-cutting measures, Maritime Developments has put cost efficiency at the top of its 2015 agenda.

The company has set out to work closely with its clients to jointly identify cost-saving options, while maintaining the high quality of its products and services.

In a series of individual presentations the company has highlighted how alternative processes and procedures can impact on the overall cost of a project.

It has also demonstrated potential returns from a close co-operation between the companies’ delivery teams right from the design stage of the project.

This was reflected in its portable vertical lay system (PVLS), customised to the client’s specific project objectives, which is expected to deliver significant savings in terms of vessel charter days.

Derek Smith, CEO of Maritime Developments, said:

“In recent months we have been approached by our established clients to deliver presentations on cost-cutting options and we continue to work closely with them to minimise the impact of the downturn, prepared to assist them in any way possible: by identifying alternative components, streamlining procedures and by looking at our own internal processes.

“However, that’s the low-hanging fruit; the real game-changer in the way of cost efficiency is looking at the existing qualification processes and whether these are applicable to the requirements of the project.

“Our job in supporting our clients’ cost-cutting efforts is to look at their objectives and to jointly change the way things are done to achieve greater cost efficiency. We have had a positive response so far and believe that jointly we can minimise the impact of the downturn on our industry.”
Taking centre stage at the company’s revamped commissioning yard – which recently had new concrete floor laid - the two red towers formed a 400-tonne system for a major offshore contractor. This was the company’s fifth system delivered since the product’s launch in 2013. It will be deployed on its first job in April.

The five systems delivered so far include Maritime Developments’ rental unit, which has already been used on five North Sea multi-reel installation projects.

Key features of Maritime Developments’ reel drive system include automatic fail-safe clamps, as well as an automated raising and lowering system which negates working at height. It is also road transportable and can be reassembled on the quayside.

Available in 400-tonne and 500-tonne specification, the system monitors torque on the reel ensuring that it is operated within its design limits and giving customers peace of mind to the line tension applied to the product.

“We are delighted to have successfully delivered a fifth reel drive system for an international offshore contractor,” said Mike Gaskin, commercial director at Maritime Developments.

“This highlights the capability of our team to find innovative solutions to meet the needs of major industry players.

“We are looking to add another reel drive to our rental fleet this summer to address the growing industry demand for our solutions.”
Final winch order ready for early pickup

The last remaining set of a 40-winches order by an industry major has been wrapped up for shipping, long before its due date.

The package of 10 winches, ranging between 5-tonne and 40-tonne specifications, has been the fourth and final delivery for the same international client.

Each of the sets also include a 10-tonne overbender tensioner (OBT), with the final one expected for delivery later this year.

All of the products feature electrical drives and are supplied with an electric power unit (EPU). They can be operated in either manual, constant tension or render mode and integrate with the vessel’s supervisory control and data acquisition (SCADA).

The initial order of 10 winches in 2012 was followed by a combined order of 30 units plus three OBTs, scheduled for three separate instalments by the end of 2015.

But with improved workflows resulting from multiple deliveries, the project teams were able to complete the three projects before their due date, with the last order ready for shipment well ahead of schedule.

The units will be used for product handling at a number of locations around new pipelay support vessels (PLSV) offshore Brazil, with first projects scheduled for next year.

“We are delighted to announce the successful delivery of this major winch order well ahead of time,” said George Mackintosh, operations director at Maritime Developments.

“The project demonstrates the capability and expertise of our team at Maritime Developments to not only manage significant projects for leading industry players, but to exceed clients’ expectations by delivering equipment ahead of time, on budget and working ‘out of the box’ first time.”

On its way: 10T e overbender tensioner nearing completion

George Mackintosh
Looking hot this summer

This summer the Maritime Developments logo will become a familiar sight at one of the biggest North Sea developments in recent years.

The company’s first complete back-deck spread will be used by a major international subsea contractor to carry out the full installation of flexibles and risers.

The centerpiece of the package will be Maritime Developments’ portable vertical lay system (PVLS), which is currently under construction at the company’s Peterhead facility.

The system will stand more than 23 metres in height when fully built, and will be installed over the side of the vessel.

The vertical tower is a self-sufficient system which contains a 10-tonne initiation winch and also houses a tensioner, a control van and an HPU, reducing the deck space taken up by the system.

The PVLS can be installed over the side or over the stern of a vessel. Thanks to its movable chute, which can fleet by up to 30º, products can be fed into it from both carousels and reels from different locations on board or under the deck.

The 75Te system can accept a 75-tonne tensioner to utilise its full design load, but will initially run with a Maritime Developments 50-tonne 4-track tensioner, which forms part of the company’s rental fleet.

The patented solution features a unique design allowing two track doors to open when in vertical orientation, minimising the potential damage to the product during handling.

To complement the vertical spread Maritime Developments will deliver a 350-tonne reel drive system (RDS), also on rental basis, which will operate multiple reels on board the vessel.

The spread will be further supported by an on-deck deflector and roller chute facilitating the transition of the product onto the PVLS.

Maritime Developments CEO Derek Smith said: “Delivery of this spread will mark a significant milestone for the company. This will be the first time a regular vessel has been turned into a pipe laying vessel using Maritime Developments spread.

“One of the key benefits of using a complete MDL spread is the ease of use, thanks to the integrated systems that allow the individual elements of the package to ‘speak’ to one another.

“There is also a significant cost saving aspect for the client, as vessel days can be dramatically reduced thanks to the portable design of our equipment.

“Special attention to this feature has been put at the design stage to allow for the PVLS to be assembled at the quayside prior to the vessel’s arrival and installed onboard in one piece within a couple of days.”
First reeler system on production line

As countless conversations about the company’s partnership with Magma Global were taking place at subsea trade shows in February and March, Maritime Developments’ engineers worked tirelessly to bring the new reeler system to life.

With all technical details tied up, the manufacturing process has now started on the first package, with delivery expected later this year.

The compact deployment and retrieval system, combining a reel drive and a tensioner, will optimise Magma’s unique offering, the m-pipe®, by delivering an efficient footprint for handling the product by the operator.

Designed specifically for the m-pipe®, the bespoke reeler is set to maximise operator’s return on investment in the well intervention sector.

As part of the partnership with Magma, the solution will be available on rental basis or for purchase, or the combination of both, together with full after-sales support, including offshore technicians for mobilisation, demobilisation and offshore operations, depending on clients’ individual needs.

Derek Smith, CEO of Maritime Developments, said: “We’ve developed a track record for bringing new products and new thinking to the market.

“The processes we’ve learnt in the past will put us on a solid footing to again bring new solutions to the market. We are very excited to be moving onto the next phase of our joint venture with Magma.”

Forward Thinking Back-Deck Systems

- **Products**
  - Tensioners 3Te to 150Te/2 and 4 track
  - Reel Drive Systems 30Te to 500Te (reel + product)
  - Compensators vertical or horizontal
  - Overboarding Chutes
  - Winches
  - Reel Under Rollers up to 400Te capacity
  - Small Turntables for flying leads/flexible jumpers
  - Spoolers & Level Winders
  - Radius Controllers
  - 100Te HLS/VLS Systems
  - Product Deployment Systems

- **Systems & HPUs/EPUs**
- **Manifold Systems & HPUs**
- **Control Systems & EPUs**

- **Services**
  - Full Life of Product Support/Service
  - Maintenance and Repair
  - System Adaption/Upgrades
Equipment showcase pulls in crowds at Subsea Expo 2015

Visitors arriving at this year’s Subsea Expo were greeted with the unmistakeable sight of a 50-tonne tensioner, resplendent in bright orange.

Inside the packed Aberdeen Exhibition and Conference Centre (AECC), Maritime Developments continued its bold vision with a 40-tonne electric winch taking centre stage at the company’s stand, ahead of its delivery to a major international client (pages 4-5).

The innovation was accompanied by detailed models of the company’s complete lay spread: a tensioner, reel drive system and vertical lay tower – which became a key talking point following the company’s recent contract wins worth in excess of £7milion.

The impressive presentation attracted a great deal of interest throughout the annual exhibition, which registered a total of 6,500 delegates across the three days – surpassing all previous attendance records.

While the patented 4-track tensioner was the hot topic of many conversations – and a backdrop to numerous selfies – the equipment showcase allowed the visitors to get close and personal to Maritime Developments’ back-deck offering.

“Our rental 4-track tensioner has been a huge talking point at this year’s show,” said Mike Gaskin, commercial director at Maritime Developments.

“By showcasing our equipment, we attracted the right type of crowd to our stand. We spoke to people who were genuinely interested in finding out how Maritime Developments could support their business.

“Despite the challenging economic environment, we concluded this year’s show on a highly positive note, and judging by the type of enquires we got, we can say this was our best exhibition to date.”

The company will be back at the AECC later this year, when it will exhibit at Offshore Europe 2015 on stand 4D85.
Facilities upgrade added to pipeline

Maritime Developments is looking to upscale its Peterhead facility to make room for its growing order book. The company is working on plans for a state-of-the-art facility that would increase its current work space and employee recreation areas.

These changes would primarily focus on expanding the main assembly hall, which would include twin 25-tonne overhead cranes, to accommodate and facilitate the handling of bigger equipment featuring on the company’s order books.

Maritime Developments is currently working on a 75-tonne portable vertical lay system (PVLS) and expects an order for a 75-tonne specification of its patented 4-track tensioner in the coming months.

Alongside the new workspace, the premises would also feature new changing rooms, offices and a modern canteen with kitchen facilities, which would offer hot food for staff to purchase onsite.

George Mackintosh, operations director at Maritime Developments, said: “Our existing Peterhead facilities have served us well during the company’s success to date. However, we feel that, as the business expands and continues to receive large and increasingly complex orders, it is prudent to make this investment now to help prepare for the next chapter of its development.”

Maritime Developments will be exhibiting at Offshore Europe 2015 (Stand 4D85) at Aberdeen Exhibition and Conference Centre on 8th-11th September 2015.