NEW SHIPS FOR SWEDISH COAST GUARD

DAMEN PRODUCT DEVELOPMENT

SEA AXE ADAPTED

NAKILAT DAMEN SHIPYARDS QATAR

JOINT VENTURE

DAMEN FAST FERRIES 4512

TWO FERRIES CAPE VERDE
CUSTOMER & DAMEN
THREE NEW SHIPS FOR SWEDISH COAST GUARD
As a third Multi-Purpose Vessel (MPV 8116) will be leaving Damen Shipyards Galati in Romania and heading towards its new owner, the Swedish Coast Guard (Kustbevakningen), it marks the culmination of a very challenging project.

DAMEN & ENVIRONMENT
DAMEN DEVELOPS HIGHLY EFFICIENT HYBRID TUG
With project partners Smit Internationale NV and Alewijnse Marine Technology, Damen has been working very hard over the past few years on the development of a super efficient hybrid tug.

PRODUCT DEVELOPMENT
SEA AXE SUCCESSFULLY ADAPTED
The pioneering Sea Axe design, first applied on Fast Crew Supply Vessels for the offshore industry in 2006, continues to prove a success and now it has been adapted for the Superyacht environment, emerging as the Sea Axe Fast Yacht Support Vessel.

SUCCESS STORY CONTINUES IN THE NIGERIAN DELTA
Patrol vessels for Royal Netherlands Navy
Contract for the Joint Logistic Support Ship for Royal Netherlands Navy
Damen at Trade Fairs

DAMEN ACQUISITION
A BRAND NEW SHIPBUILDING FACILITY
Nakilat Damen Shipyards Qatar, a brand new shipbuilding facility, is set to open in the first quarter 2010. This new state-of-the-art ship construction facility is a joint venture between Damen and the LNG tanker company Nakilat.

CUSTOMER & DAMEN
TWO NEW FAST FERRIES FOR CAPE VERDE
Cape Verde is eagerly awaiting the arrival of its first-ever newbuild Fast Ferry and Damen was chosen to partner the nine-island state in this unique project.

DAMEN YARD
GÖTÄVERKEN CITYVARVET AB: 2010 OFF TO A GOOD START
An interview with Bjarne Koitrand, Götaverken Cityvarvet Managing Director, about the prospects for the future.
Over the last few years the maritime industry has enjoyed an unprecedented period of growth and success. Shipowners were struggling to get new tonnage, suppliers and shipyards were fully booked and a large number of vessels were delivered. However, as a result of the financial and economic crisis, circumstances have changed dramatically, charter rates have dropped significantly throughout the industry and certain markets have been hit very hard. Following these changes the demand for newbuildings decreased substantially and many shipyards are now facing overcapacity. This sudden change has also had a big impact on maritime suppliers.

The international banking crisis has meant that it has become increasingly difficult for shipowners to arrange financing and to develop new projects. Global overcapacity in the shipbuilding industry is expected to have a negative effect on pricing which will in turn, lead to severe competition and a substantial industry shakeout.

Of course, Damen has also been affected by the downturn in the maritime industry, however, our broad product portfolio and our global presence, both from a production and marketing point of view, will enable us to successfully pursue newbuilding projects and to continue to support our customers. During recent years we have invested in dedicated, competitive production facilities close to our customers and by doing so we are confident that we can be successful even in less favourable times.

In this Damen News you will find a selection of new developments, ventures and recent deliveries that will show you that we will continue our policy of expansion both in our existing but also in new markets. I trust you will enjoy reading Damen News and whenever you would like to receive more information or you require our support, please do not hesitate to contact us.

ERIK VAN DER NOORDAA
Chief Operations Officer
THREE NEW SHIPS
FOR SWEDISH COAST GUARD

As a third Multi-Purpose Vessel (MPV 8116) will be leaving Damen Shipyards Galati in Romania and heading towards its new owner, the Swedish Coast Guard (Kustbevakningen), it marks the culmination of a very challenging project. But a project that has proved the Romanian yard’s ability to build state-of-the-art, complex vessels.

Against a background of increasing maritime traffic in the Baltic region following the break up of the former Soviet Union, the Swedish government demanded that its Coast Guard should have better capabilities for handling large marine incidents. The new additions to the Coast Guard fleet had to be able to handle tankers and large passenger vessels of up to 150,000 dwt in severe weather conditions.

Åke Dagnevik, Technical Director of the Swedish Coast Guard, says that these new vessels needed to be able to carry out rescue operations, fire-fighting, emergency towing and oil spill response activities, so had to be sophisticated, powerful ships. At the end of 2005, the Swedish Coast Guard signed a contract to have two of these powerful, emergency response vessels built by Damen and this was soon followed up with a third order a year later.

Before signing the contract a team from the Swedish Coast Guard visited Galati to check on the quality standards of the yard. Dagnevik admits that initially he was sceptical about building in Damen’s Romanian yard. Dagnevik, who joined the Swedish Coast Guard in 1989 after a career as a technical officer with the Swedish Navy, comments: “We had looked at Damen for the last 15 years and we knew that it was very well known for building complex vessels and even warships”.

“I had been at Damen Shipyards Gorinchem in the Netherlands several times but I had no knowledge about the shipyard in Galati and if it was possible to build a very complicated ship in Romania. What we could see in our visit to Romania was a shipyard with a lot of work in every corner and a lot of ships under construction. Building in Romania has been a challenge”, says Dagnevik. “The time in Galati has been very challenging for our team on site.”

Opposite page: left: Mr. Joris Neven, Sales Director Europe
Damen Shipyards Gorinchem
right: Mr. Åke Dagnevik, Technical Director of
the Swedish Coast Guard
Damen Multi-Purpose Vessel 8116 ‘KBV 001’.
They are a long way from home in a new country with very different traditions.”

Although working in a country with a very different culture has not always been easy, the Swedish Coast Guard has seen very good developments over the years and the yard has reached the high quality standards needed for extremely complex vessels, says Dagnevik.

“I am convinced that the shipyard has the possibility to build advanced ships in the future. We have seen a big improvement in planning and quality issues during this project.”

The Coast Guard’s project team and Damen’s own team have cooperated well to ensure the successful completion of the three-vessel project, he adds.

These new vessels dwarf any in the Coast Guard’s current fleet. They have tank capacity for up to 1,000 m³ of oil, compared to a 200 m³ capability of any vessel in its existing fleet now. And the new vessels have a 110 tonne bollard pull (bp), in contrast to a 35 tonne bp of its other vessels. Until the arrival of the newbuilds, the Coast Guard did not have full fire-fighting capabilities either. Two vessels, the ‘KBV 001’ and ‘KBV 002’ have been delivered and the ‘KBV 003’, which is also specifically adapted to be able to assist with chemicals accidents at sea, will join the fleet end-April.

Currently, the Swedish Coast Guard is involved in talks with Damen’s Gothenburg-based yard, Götaverken Cityvarvet, concerning the maintenance of the new vessels.

‘KBV 001’ has its homeport in Gothenburg and the ‘KBV 002’, in Gotland in the middle of the Baltic Sea. ‘KBV 003’ will be based in Karlskrona. ‘KBV 002’ will also be overseeing the construction of a new gas pipeline between Russia and Germany as part of its duties.

“As the Swedish Coast Guard is using the ships for normal Coast Guard activities, they will be at sea most of the time and they are therefore on high alert if an accident happens. Hopefully they will be nearby in the case of an incident,” says Dagnevik.

The Swedish Coast Guard is continually working for a cleaner sea, improved safety and sustainable fishing, he stresses. And the vessels themselves embody this spirit, deploying diesel electric systems. Exhaust gases will also be cleaned, reducing NOx emissions and the vessels are much more fuel efficient, which limits CO2 emissions in the first place.

“With these three ships the Swedish Coast Guard will be a strong partner securing the safety on the Swedish West Coast and also in the Baltic Sea.”

Dagnevik stresses that the trio represent a considerable investment but these investments have to be made today to ensure a better environment in the future. He urges other countries to make these crucial investments.

The Swedish Coast Guard has carried out the procurement for new ships and aircraft worldwide for the last 20 years. Essentially, the same person is responsible for procurement and maintenance.

“This is of course, the only way to be sure that you can buy the best ships and aeroplanes with good quality and at the best price!” says Dagnevik.
With project partners Smit Internationale NV and Alewijnse Marine Technology, Damen has been working very hard over the past few years on the development of a super efficient hybrid tug. “Our development method is unique and creates hybrid propulsion which leads to spectacular reductions in CO₂ emissions,” Project Manager Joost Mathôt from Damen Research and Coen Boudesteijn, Product Director of the Department Tugs & Workboats, explain.

Damen’s work on the development of the hybrid tug project coincides with the Port of Rotterdam’s aim to significantly reduce air pollution around the port city. Rotterdam is not alone in this, sharing its ambition with port cities all over the world. Coen Boudesteijn says: “There is growing demand for cleaner and quieter tugs, therefore with this project we can directly answer this demand.” The project is a joint initiative of the maritime service provider, Smit Internationale NV, marine systems company Alewijnse and Damen.

**Operational profile as a basis**
Damen developed the hybrid propulsion system for the Damen ASD Tug 2810. Smit Internationale already has some of these tugs operating in the port of Rotterdam. With the development of the hybrid propulsion the sailing profile of the vessel was the leading consideration, says Joost Mathôt. “We first examined the optimal combination between the diesel capacity and electric propulsion. To this end, we initially carried out a thorough analysis of the operational profile of the tugboat. This gave us a picture of the right combination needed between the diesel capacity/electrical propulsion. We presented our findings to the customer and then they could make a choice. After that, production takes place.”

**High CO₂ reduction**
The environmental advantages of this innovative development method of Damen are considerable. Port tugs frequently have diesel engines with large power reserves which are an extra burden on the environment and yet, they are only seldom used. Results of the analysis of the sailing profile show that it is possible to lower these diesel reserves by choosing to have a vessel that makes more use of electric propulsion. Coen Boudesteijn comments: “With this tailor-made hybrid propulsion, spectacular falls in CO₂ emissions are possible, not just a couple of percent!”

**Presentation**
Damen will outline the new hybrid tug in more detail at the 21st Tug & Salvage Convention & Exhibition in Vancouver, to be held in May. An important aspect in that presentation will be the unique model that Damen has developed to get the best hybrid configuration for each port. Joost Mathôt says: “This model has been developed by the Imares Institute, part of the university of Wageningen. This gives a specific picture of the environmental circumstances of a port and shows which hybrid configuration is the most appropriate. For example, a port with a NOₓ problem leads to a different configuration than a port where the reduction of CO₂ is more important. We will make the model widely available to the tug world.”

**Production**
Damen will take the final decision about whether it will start to produce the new hybrid tug in the near future. The market is certainly ready for hybrid propulsion and production will become cheaper, Joost Mathôt and Coen Boudesteijn stress. “Developments in battery technology are going particularly fast. Techniques are improving all the time, while the costs are decreasing. Our customers, the environment and Damen will all benefit from this development.”
The Sea Axe design is extensively used in the offshore industry but Damen was approached and asked if it was possible to adapt the concept to the yachting sector. And Damen did just that. An initial order was quickly followed by a second one and the first vessel has just been handed over.

Jaap Gelling, Damen Product Director High Speed Craft, explains: “In the yachting industry, usually Fast Yacht Support Vessels or ‘shadow vessels’ are older vessels that have been retrofitted. But Damen could offer the client a new, purpose-built vessel.” The 50 m Sea Axe Fast Yacht Support vessel is much more luxurious than the standard workboats with a much finer finish and high quality decking, as well as superior crew accommodation.

Amels, the exclusive Superyacht builder and member of the Damen group, is marketing the Sea Axe Fast Yacht Support Vessels and it launched the vessel at the Monaco Yacht Show last September. Victor Caminada, Amels Marketing Manager, says that there was a very positive reaction. Following Monaco, one customer has already placed an order for a 67 m Sea Axe vessel.

Commenting on the appeal, Gelling says: “The Sea Axe itself is completely superior to anything else on the market. Many shadow boats are actually old and slow supply boats, with bad seakeeping and poor fuel efficiency.”

“The Sea Axe Fast Yacht Support Vessels can travel at very high speeds, if necessary even up to 30 knots, easily outrunning its mother vessel. This means the vessel can be sent on ahead to check out anchorages and deploy all tenders and toys. At the same time, it has a very striking design.”

Caminada says the Sea Axe Fast Yacht Support Vessel’s main task is to relieve the mother ship of several duties such as handling tenders and toys as it has a 230 m² work deck. The new vessels can readily accommodate helicopters, provisions and it can accommodate (relief) crew comfortably. A fairly substantial crane, (140 tonne-metre capacity), makes it possible to launch and retrieve a sizeable tender. The Sea Axe can act as a tender transferring guests and it can provide extra security for the mother ship. In addition, the vessel frees up valuable space on the mother ship. And Caminada quips, the Sea Axe appeals because it is huge fun and an absolute thrill because it can tackle heavy seas at high speed! “No rivals come close.”

Proven concept

The brand “Sea Axe” is used by Damen for designs that are based on the Axe Bow Concept, an invention of Lex Keuning of Delft University of Technology (TU Delft). And although relatively new to the yachting industry, the Sea Axe has a proven design history behind it, actually being the successor of the “Enlarged Ship Concept” that the TU Delft developed with Damen in 1995. The ideas behind the Enlarged Ship Concept were later taken a step
further in the Axe Bow Concept. In co-operation with the Royal Netherlands Navy, the US Coast Guard and the Maritime Research Institute, TU Delft and Damen carried out a huge research programme to determine the merits of the Axe Bow Concept. In total around five years of intensive research found that the Axe Bow Concept makes a huge difference to expected accelerations. The very deep and high straight bow, lacking any flare and V-shape, gives the axe bow hulls “a very soft suspension”. Full-scale measurements confirmed the model test measurements that the highest vertical acceleration peaks are approximately 80% lower, when compared to conventional high-speed craft. Although the Axe Bow development was purely focussed on improving seakeeping characteristics, model tests showed a significant reduction in resistance over conventional high speed designs: 10% on flat water, 18% in Sea State 3, rising to 22% in Sea State 4. It was therefore predicted that similar fuel savings should be found at full-scale.

18% cut in fuel bill
Around a year ago, one of Damen’s major customers, the Mexican offshore operator Naviera Integral (Ciudad del Carmen), was asked to carry out a comparative fuel measurement on a 50 m Sea Axe Fast Crew Supplier and a conventional, US-built Fast Supply Vessel. These vessels are of similar size and capacity and have exactly the same propulsion plant. Even though the Damen Sea Axe Fast Crew Supplier has a steel hull it still achieved average fuel savings of 18% over the full aluminium US-built boat – around 800 litres a day! Since its inception, there are now 20 axe bow vessels in service and 17 under construction. A striking number of all customers that choose the axe bow vessels make repeat orders. Recently, Damen was awarded a contract for a 50 m Sea Axe Patrol Vessel from Cape Verde. Gelling believes that although the concept is relatively new to the patrol boat sector, in a few years time it could well become the industry standard and he is confident the concept will also see continuing growth in the yachting arena too.
On 18 December 2009, the Netherlands’ Defence Materiel Organisation (DMO) and Damen Schelde Naval Shipbuilding (DSNS) signed a contract for the supply of a Joint Logistic Support Ship. The Joint Logistic Support Ship will be built for the Royal Netherlands Navy, and will be delivered in July 2014. The Joint Logistic Support Ship (JSS) replaces HNLMS ‘Zuiderkruis’, a vessel which is already for 34 years in service in the Royal Netherlands Navy.

The JSS fulfils the operational requirements of the Royal Netherlands Navy for a robust multi-functional platform specifically designed for maritime support, strategic sea lift and sea basing missions in open ocean as well as in littoral waters. To that end, the JSS has the disposal of capacities for replenishment at sea, for storing supplies, for loading and unloading of supplies, for transport of materiel and personnel, and for extensive medical, technical and logistic support.

The construction of the vessel will largely take place at Damen Shipyards Galati under supervision of DSNS, whereas the complete engineering, purchasing of material packages, final systems outfitting, commissioning and testing of the vessel and all of her systems will take place at DSNS’s premises in Vlissingen. The contract marks the ongoing, intensive relation between the Royal Netherlands Navy and DSNS over many decades. It also highlights the outstanding reputation of DSNS as a major naval shipbuilder of amphibious support and naval auxiliary vessels.
Prince Jide Agboola's Success Story Continues in the Nigerian Delta

Fountain Construction Company Ltd. (FCC) is one of the major indigenous construction companies operating in the Niger Delta, and is executing major projects in road construction, erosion protection, and land reclamation. One of the major clients for FCC, is the Niger Delta Development Commission (NDDC). NDDC is executing multiple projects in the Niger Delta to improve the quality of life of the people in the Niger Delta. Part of the projects is improvement of the infrastructure by constructing new roads, arresting ongoing erosion, shore protection, and land reclamation. Execution of those projects requires dredging of large quantities of sand to be used as filling material.

In 2006 the chairman Prince Jide Agboola took the decision to establish Dredging Atlantic Ltd., a subsidiary company to Fountain Construction Company Ltd., to handle the dredging activities. He made a major financial investment in acquiring up to date dredging equipment, to enable the company to meet up with the quality requirements, and time schedules as set by their client.

In order to execute all projects Dredging Atlantic recently commissioned a Damen DOP Dredger 350, 'Jide VII'. She shall be used to supply 3,5 million cubic meters of sand for the Sagbama road extension project in Bayelsa state. The first part of the road expansion project has been commissioned in 2007. This extension project on the other side of the river goes 20 km through swamp area. The 220 meter long bridge connects the two roads. This Damen DOP dredger 350 is the seventh dredger Dredging Atlantic already bought from Damen.

In Damen Dredging Equipment and Damen Shipyards Gorinchem from the Netherlands, Prince Agboola found a reliable company for the supply of the required equipment.

Since Dredging Atlantic Ltd. has been established in November 2006 the company has taken delivery, apart form the Damen DOP dredger 350, also two Damen Cutter Suction Dredgers 500, three Damen Cutter Suction Dredgers 450 and one Damen DOP dredger 200.

At present all the company’s dredging equipment are fully occupied, on various projects, to mention a few, shore protection and land reclamaiton, along the Nun River at Kaima and Opiora in Bayelsa State, land reclamaiton at Ojobo & Burutu in Delta State, canalization of the Benin River in Delta State, sea shore protection and land reclamaiton at Ayetoro in Ondo State and Sagbama road extension project Bayelsa state.

It is the intention of the chairman to expand the company, to use the latest technology in dredging equipment, and introduce new materials to arrest further erosion of river and sea shores.
Around two years ago, Damen Schelde Naval Shipbuilding was awarded a €240 million contract for four vessels from the Netherlands’ Defence Material Organisation. Hein van Ameijden, Managing Director of Damen Schelde Naval Shipbuilding says: “The vessels are being built to a very tight schedule but we expect them to be delivered on time.” Van Ameijden is particularly delighted that Her Majesty Queen Beatrix of the Netherlands has christened the first of class, to be named ‘Holland’, in February this year.

Due to be delivered between November 2010 and November 2012, the four will be the first vessels of the Royal Netherlands Navy to be equipped with the unique Thales Integrated Sensor & Communication Systems (ISCS), a masthead which integrates nearly all the RF systems and radars, as well as the communication and optical sensors. Van Ameijden comments: “This unique masthead means that the Navy can see things and rate them as a threat in a much more refined way than was previously possible. This type of intelligence allows the vessel to distinguish potential threats from thousands of objects.” A swimmer in rough seas can be instantly spotted and this was simply not possible before, he points out.

The concept of the integrated masthead looks very promising. Therefore, Damen has asked Thales to conceive a smaller export version of the masthead that could be fitted to some of the Damen Sigma series of frigates, corvettes and OPVs. This export masthead was introduced during the DSEI Exhibition held in London, September 2009.
Support from business community is vital for Nederlands Dans Theater to keep up the prime position for Dutch culture and to secure the qualities of modern dancing. Since September 1, 2008 Damen Shipyards Group has linked its name to Nederlands Damen Theater as principal sponsor.

Since year and day Mr. and Mrs. Damen have been closely involved in Nederlands Dans Theater, firstly as admirers, later as member of the board. Since a number of years Damen Shipyards Group has been a member of the Society Nederlands Dans Theater. Regularly Damen organizes relation marketing events around the performances of Nederlands Dans Theater.

Mrs. Damen: “Because we wanted to transmit our enthusiasm and share it with others, we started inviting small groups of personal friends and business relations.” We invited people in The Hague and also abroad: among others in Singapore, London, Edinburgh and Bucharest. So the collaboration became more intense and stronger. This has resulted in the principal sponsorship.

DUTCH MARITIME MUSEUM AMSTERDAM

The rich history of ship building, exploring the world and the strong trading character of the Netherlands is fully represented in the collection of the Dutch Maritime Museum in Amsterdam. Thanks to the generous support of Damen Shipyards Group the museum can realize its ambitious renovation plans.

A beautiful glass roof will cover the gracious court of the museum. The compass lines of old sea maps inspired the designer to draw the steel and glass pattern of the roof. The museum will open its doors in 2011, completely renewed, with ten exhibitions and a maritime experience. Damen Shipyards Group has been supporting the museum since 2008.

Rendering of the court covering.
Nakilat Damen Shipyards Qatar, a brand new shipbuilding facility, is set to open in the first quarter 2010. This new state-of-the-art ship construction facility, which is a joint venture between Damen and the LNG tanker company Nakilat, will play a key role in positioning the State of Qatar as an internationally-recognised Centre of Excellence for shipbuilding, refit and conversion.

Opening the new yard will also mark the start of a development that is expected to see a specialist shipbuilding cluster develop in the Port of Ras Laffan, where the yard is located.

Nakilat Damen Shipyards Qatar Limited is a joint venture between Qatar Gas Transport Company Ltd. (known as Nakilat) and Damen Shipyards Qatar Holding B.V., a wholly owned subsidiary of Damen Shipyards Group. In a landmark agreement, Nakilat, the world’s leading transporter of liquefied natural gas (LNG) and Damen agreed on a 70/30 joint venture company to manage and operate the 15-hectare shipyard, which is being built on reclaimed land. Qatar was looking to develop the shipbuilding industry because it was keen to be involved in the entire logistics chain surrounding the LNG market. Nakilat was asked to act as an agent for Qatar Petroleum, the company that is investing in the shipyard area. After a worldwide search, Nakilat’s team identified Damen as the most suitable shipbuilding partner and on March 26, 2009 a Memorandum of Understanding was signed between Nakilat and Damen to establish a joint venture. The joint venture agreement was then signed on January 22, this year.

Jan-Wim Dekker, who becomes the new Managing Director of Nakilat Damen Shipyards Qatar, says the decision to partner Damen was partly based on the group’s very specific building profile. “We are a market leader in several specialist sectors such as tugs, workboats, naval vessels, patrol boats and ferries.” These vessels will be in healthy demand in the future, he says, both in the region and worldwide. Damen is looking to adopt the same business model that it has done in its shipyards in China and Romania, whereby Damen encourages suppliers and subcontractors to come with the shipbuilding group and set up bases nearby. This leads to the development of an entire shipbuilding cluster, adds Dekker.
Interviewed just before he sets out for Qatar, Dekker says there are several interesting challenges ahead of him. The fact that the shipyard is being built from scratch on a Greenfield site is one challenge and its sheer scale is another, he adds. For instance, when the facility is fully operational, the shipyard could employ around 1,000 people.

A 270 m long construction hall, which is 65 m wide and 40 m high, allows four 120 m long vessels to be constructed simultaneously. Three large production halls of 180 m, with a 30 m beam and 40 m height, are also being built. All of the halls are expected to be ready by the second quarter of this year. Supporting facilities include fabrication, pipe working and mechanical & electrical shops. These utilise the latest process technologies to ensure world-class quality, delivery and productivity.

In the next few months, Dekker says, he will be busy working on securing equipment and making sure all of the correct procedures are being followed. Accommodation for hundreds of workers is also a considerable challenge, he adds. An international Damen team will arrive in Qatar in March and make sure that everything is carried out to Damen quality and safety standards. “Literally, starting from scratch makes the development a challenge but at the same time, a very exciting opportunity!” he says.

Although Damen already has a considerable presence in the Middle East, in Dubai, Fujairah and Salalah, as well as vast experiences in countries like Abu Dhabi, Kuwait, Iran and Pakistan, the group has always kept an eye on developments in Qatar. Dekker, who was the Damen Sales Manager in the Middle East in the past, says that with the growth in the oil and gas sectors, and in the overall marine business, Qatar is a great opportunity for the Dutch group. Qatar is a great place to do business because it is a very entrepreneurial state and the Middle East region in general, offers considerable market opportunities, he stresses.

As well as exporting Damen vessels in the region, ships will be constructed for customers worldwide, he adds. Nakilat Damen Shipyards Qatar will specialise in the construction of all types of vessels up to 120 m in length, including commercial vessels such as tugs, offshore supply vessels, coastal tankers and ferries. Naval and Coastguard vessels and luxury yachts, which can be custom or semi-customised steel or aluminium vessels, will be its other core specialities.

Nakilat was established in 2004 and is a joint stock company jointly owned by its founding shareholders and by the public. It is building a large fleet of LNG tankers to transport LNG produced in Qatar’s North Field to global markets. This gas field accounts for approximately 15% of the world’s total proven reserves. By this summer, Nakilat will own 54 LNG vessels, making it the largest LNG ship owner in the world.
Cape Verde is eagerly awaiting the arrival of its first-ever newbuild Fast Ferry and Damen was chosen to partner the nine-island state in this unique project. The Damen Fast Ferry 4512, represents a groundbreaking project in many respects and the vessel, which can accommodate 158 passengers and 65 tonnes of cargo, represents a lifeline to Cape Verdeans.

The Fast Ferry 4512 is being built at Damen Shipyards Singapore and is expected to be delivered by the end of the year. A second sister vessel is due to be delivered in 2011. These very special vessels will be the first newbuild fast ro-ro ferries Cape Verde has ever seen and they are also being funded in a unique way. Cape Verde Fast Ferry company, the owner of the vessel, carried out the country’s first Initial Public Offering (IPO) to raise the funds needed.

On a visit to Damen’s headquarters in Gorinchem in the Netherlands, Cape Verde Fast Ferry President, Andy de Andrade, and its Chairman, Nelson G. Gregor, outline the importance of the new vessel to the islanders.

Situated in the middle of the Atlantic, Cape Verde has always been somewhat isolated, explains De Andrade but this is particularly worse for the outlying island of Brava, he says. Often transportation is only carried out on an ad-hoc basis because the waters are subject to many currents, substantial wave heights and windy conditions. Until 2006 the island of Brava was reliant on a 50 ft yacht for emergency transportation needs. But during severe weather the vessel faced great problems and at the time, the yacht was carrying 12 passengers. Fortunately nobody was injured, he says but it was decided that, “enough was enough”. Reliable and safe transportation to the islands was then given key priority.

Minister of Foreign Affairs, Jose Brito, then CV ambassador in USA took the matter to the heart of the Cape Verdean community and asked if it would be possible to solve the problem via a Public Private Partnership. The agreement with Inocencio Sousa, Minister of Infrastructure went into effect quickly but then the new ferry company needed an expert shipbuilder. De Andrade says the new company had some very exacting requirements because of the challenging sea conditions around Cape Verde. “The vessel had to be very specific for Cape Verde, we really had to have the right boat.”

For instance, waves often impact from the rear or at an angle, they are seldom head-on and the ocean is very deep, so typically there are 2 m to 3 m wave heights. Trade winds, currents between the islands were other factors that needed to be considered. Although the company contacted several yards, both in Europe and the US, the response of Damen impressed them. “It was only Damen that took the time to actually look at the specific needs of Cape Verde,” says De Andrade. One yard suggested a landing craft and another, a vessel from stock that would not have been suitable for Cape Verdean waters, he says. No yard came close to Damen, he stresses. An initial one-line email from Cape Verde Fast Ferry was swiftly followed by a telephone call and then Damen Regional Director, Friso Visser, flew to the US to visit the Cape Verdean executives in person. A Damen Project Engineer Robert Luth also visited the islands to research the specific sea and tidal conditions.

The design was approved in February 2008 and in June of that year the vessel underwent model tests at the Maritime Research Institute Netherlands (MARIN). The vessel is being built at Damen’s yard in Singapore which is dedicated to the newbuilding of aluminium fast ferries, patrol boats, crew suppliers and workboats. Henk Grunstra, Damen Product Director Fast Ferries, says the yard has a excellent team in place which will look after the newbuilding.
Nelson G. Gregor, Chairman of Cape Verde Fast Ferry company, says essentially three aspects led to the company’s decision to choose Damen and the Fast Ferry 4512. Sea keeping ability was crucial and the vessel had to be able to support the business plan. In other words, it had to facilitate the right mix of passengers/cargo, comfort levels, fuel consumption and operational costs. The third consideration was the price! he laughs.

The Damen Fast Ferry 4512 also appealed because it can offer a very fast turnaround in port because the vessel is very compact. To achieve the same operational profile, a German-built vessel operating between the islands is some 68 m – a considerable increase on the 45 m length of the Damen ferry. Gregor continues saying that the ferry also had to be able to serve four islands in a day, before travelling back to its home port in Brava for the night, therefore it needed to achieve speeds of 18-20 knots. Fuel efficiency was important and the vessel should also be low maintenance, he adds.

“These two vessels will really bring maritime transportation into the 21st century,” the executives add. The average age of ro-ro ferries in operation there now is nearly 40 years old, they point out. Both are certain that as soon as the ferry arrives it will stimulate travel and it will give a boost to the economy. The Damen Fast Ferry will not only make it easier for foreign tourism but also internal tourism between the islands, says Gregor. Workers and students travelling will also benefit.

They are equally confident that ‘Kriola’ will receive a warm welcome from the wider Cape Verdean community. Confidence in the project has been demonstrated by the IPO. Cape Verdeans were so keen to buy bonds to fund the vessel that the IPO resulted in one of the highest stock exchange participations ever.

This really is a pioneering project and Damen has genuine empathy for real entrepreneurs, stresses Grunstra. “We appreciate that Cape Verde Fast Ferry has taken a risk, invested a great deal and we will try and do everything to help make it happen,” he says. A keel-laying ceremony took place in November 2009 and aluminium cutting is now underway. Sea trials are expected before end-2010.
2010 has got off to a good start for Götaverken Cityvarvet AB, Damen’s Gothenburg-based repair and conversion yard and prospects are looking hopeful for the future.

Tracing its routes way back to 1841, when the company was established as Gothenburg Mechanical Engineering, the Swedish shipyard is very proud to be one of the oldest registered companies in Gothenburg.

Located right in the very heart of Gothenburg, Götaverken Cityvarvet is easily accessible directly from the Skagerrak and the North Sea, being tide-independent and free of any locks.

The Swedish conversion and repair yard took on its current form in 1993 and it has carried out around 1,000 jobs since then. And in the year 2000, Götaverken Cityvarvet became a member of the Damen Shipyards Group. These days, the yard typically handles around 100 vessels a year and it employs 135 people. Many of its clients are from North Europe and Scandinavia but it also has customers from countries much further afield such as China.

The yard’s main repair and maintenance work involves renewal of steel (from individual plates to complete hull sections), sand and water blasting, painting, piping installations, electrical wiring and insulation.
Götaverken Cityvarvet also handles machinery and propulsion systems, including the repair and reconditioning of propellers. The shipyard is also a registered LIPS Repair & Service Station.

Bjarne Koitrand, Götaverken Cityvarvet Managing Director, joined the firm around 18 months ago. Originally starting his maritime career with Lloyd’s Register, Bjarne was previously the Managing Director of a small tanker shipping company although he has also worked at another Swedish repair yard in the past.

Bjarne comments that this year’s introduction of a new IMO regulation about modifying the scupper arrangements to improve drainage on ro-ro vessels, has meant that the shipyard has been busy retrofitting several vessels for shipowners such as Stena, which is one of its major customers. Götaverken Cityvarvet carries out regular maintenance work for the Swedish group, on both its ferry and tanker fleet. Just recently, Götaverken Cityvarvet fitted four new catalytic reactors on the tanker ‘Stena Jutlandica’.

As well as its regular repair and maintenance work, the yard also carries out conversion work. Last year, the offshore vessel ‘Skandi Hav’ was converted into a specialist offshore and terminal support vessel. The conversion business is a fairly regular activity at the yard although Bjarne says it will be a case of “wait and see in 2010” because the market is not quite so buoyant at the moment. Götaverken Cityvarvet can handle all types of vessels and has six quays, representing 1.1 km of quay length and two floating docks (155 m x 26 m, with a draught of 7 m and a panamax-sized dock of 268 m x 35 m, with a draught of 8.5 m). These docks have a lifting capacity of 10,500 tonnes and 25,000 tonnes respectively. Shore power, fire, water, compressed air and fresh water are available at all of its piers and docks.

The shipyard is considering the idea of investing in another panamax floating dock, partly because the company would like to expand into the offshore business more, he adds. “I would love to have two docks the same size, I think this would be very beneficial for the future of the business.”

Bjarne meets regular with colleagues from other Damen repair yards in order to review market conditions and to discuss and implement best practices. But being relatively new to the company, Bjarne looks forward to intensifying the relationship with other yards and colleagues in the group. And in the near future, these closer Damen ties could become more evident. Talks are underway regarding a new name that would see the Damen name included.

Although there are quite challenging times in the maritime world currently, Bjarne remains optimistic. “I always say that as long as there is water, there are ships and as long as there are ships, they will have to go in for repairs and maintenance!”
RECENT DELIVERIES, A SELECTION

▲ top to bottom
DAMEN ASD TUG 3211
AMELS 171
DAMEN ASD TUG 2909
DAMEN FAST YACHT SUPPORT VESSEL 5009

▲ top to bottom
DAMEN ASD TUG 2310
DAMEN STAN PATROL 2005
DAMEN STAN TUG 2208
DAMEN ANCHOR HANDLING TUG 130