

WEST MARINE ENGINEERING – EXPANDING ALL MARKET SEGMENTS

West Marine Engineering Pte Ltd is a leading designer and manufacturer of cranes in the marine and offshore industry. West Marine joined the Association in September 2010 as an Associate member following recommendations by other ASMI members.

The company was set up in December 2004 by its managing director Mr Raymond Tian, who saw the strong demand for home grown equipment in South East Asia and the Middle East. He leveraged on his ten years of experience in working for local shipyards and his specialised knowledge of structural design to establish West Marine. He has since grew West Marine by building up its reputation in supplying cranes for all types of offshore support vessels and drilling platforms.

West Marine designs and manufactures cranes with a capabilities range of up to 2,500tm. The range of cranes and load handling systems the company supplies include hydraulic cylinder luffing pedestal cranes (knuckle, telescopic and fixed boom cranes), rope luffing lattice boom offshore cranes, subsea handling offshore cranes, rescue boats/FRC davits, ROV launch and recovery systems.

In 2007, West Marine transformed itself from an equipment supplier into a safety inspection service provider servicing lifeboats and rescue vessels as a result of regulation changes to the Safety of Life at Sea

(SOLAS) maritime safety treaty. As a manufacturer of SOLAS equipment, the company had to be compliant with such regulations and possess up-to-date knowledge and expertise in conducting inspections on various vessel types and systems.

Today, West Marine is supported by a team of ten design engineers and 80 production workers. The homegrown company has its head office located in a 22,000-sqm factory in Singapore, equipped with a 10-unit crane testing bed. The company has been awarded the ISO9001-2008 certification by the American Bureau of Shipping. Its API Q1 certificate is also currently under processing.

Some of West Marine's major clients include vessel owners Tide Water, Modec, Swire Pacific Offshore, Smit Offshore, Bourbon Offshore, Drydocks World, Borcos Shipping and Keppel Nantong. They also include Sealink Shipyard, Bakri Navigation, Guangdong Yuexin Shipyard, Strategic Marine, POET and CNOONC amongst others. West Marine works with these clients operating from countries such as Singapore, Malaysia, Japan, China, India, UK, Netherlands, France, Australia and the Middle East.

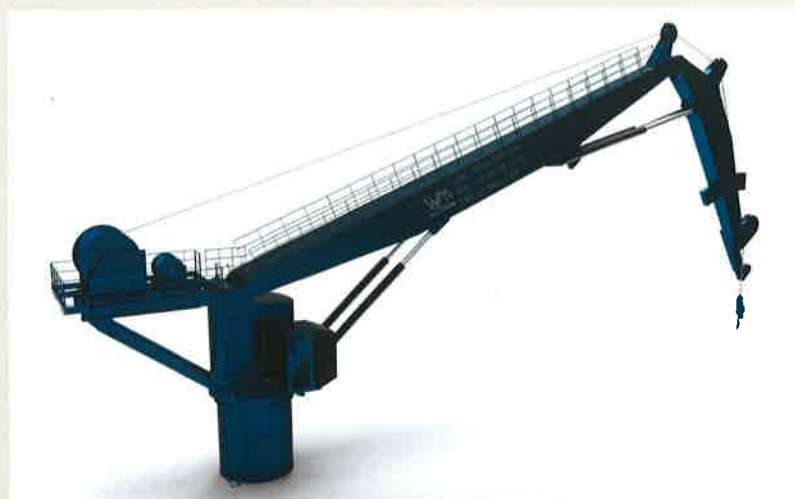
To have an edge over its competitors, West Marine invested considerable amount of capital into research and development. The company plans to continue on a path of growth that has seen its business expanded by 50 per cent since 2008. West Marine hopes



to develop a wide range of marine crane designs, while venturing into the manufacturing of API-standard offshore cranes. It also intends to expand its market segments to encompass offshore rigs, offshore supply vessels and commercial vessels.



A-frame fast rescue boat davit.



West Marine's 30-ton, 33-m outreach offshore crane was built for an Indian ship owner.



A life raft and rescue boat handling single arm davit.

SEAGULL MARINE EXPANDS ITS OFFSHORE FABRICATION SERVICES

Seagull Marine Pte Ltd (Seagull Marine) is a leading provider of specialised repair, maintenance, reconditioning services and trading of engineering components for the shipping and offshore fabrication markets. It is an independent repair specialist offering ship owners, managers and OEMs all-inclusive worldwide service.

The company was set up in November 2003 by its managing director Mr M S Maniam, to undertake emergency repairs and collision damage at the anchorage. Seagull Marine's business has experienced a steady growth in the last few years with the expansion in its infrastructure to take up more projects and engineering services. Today, its range of services include steel repair and fabrication, pipe repair and fabrication, machinery servicing, electrical equipment servicing, afloat and voyage repair, hydraulic component overhauling, tank cleaning services and shipyard representation.

Seagull Marine joined ASMI as Associate member in May 2009. In recent years, the company has gained recognition in the oil and gas industries through its project management expertise in structural works. The company has a workforce of 260 workers which includes engineers, production supervisors and draftsmen.

Seagull Marine

In May 2011, Seagull Marine was awarded a contract by SapuraAcergy to perform 500 tons of offshore construction for the Montara Development Project. The Montara Development project, worth \$160 million, was awarded to SapuraAcergy by PTTEP Australasia (Ashmore Cartier) Pty Ltd. The scope of work for this project included fabrication and supply of barge bumpers, lifting trunnion, 110-ton spreader beam and transition piece bracing. The project was completed with quality standard within 55 days and with zero accidents.

Seagull Marine was awarded another contract in September 2011 by Offshore Construction Specialist for the Yolla Mid-Life Enhancement project. The project involved 200 tons of structural fabrication with high tensile material (Z properties plate). Seagull Marine has also obtained fabrication contracts from offshore companies such as Gryphon Energy (M) Sdn. Bhd, EMAS, Subsea 7, Hallin Offshore, MISC Berhad, PT Timas, Total Marine Technology and Forum Oil Field.

Seagull Marine has agencies throughout Asia, Europe, the Middle East and the Americas. Moving ahead, the company plans to expand its growth in other regional locations as well as to establish more new bases.



A 110-ton spreader beam being lifted by a 750-ton heavy lift mobile crane onto the 300' barge, part of the Montara Development Project.



6" riser clamps for the gas lift pipeline, part of the Kodeco Project.



Refurbishment of Mid Water Arch which includes dry nitrogen refilling, part of the Abu FSO project.