



Preparing for the future



Growing name in the superyacht sector

Working with BAE Systems on its Royal Navy partners

Seen huge increases in repair and maintenance business

The last time *Shipping & Marine* spoke to Burgess Marine, back in November 2010, the Dover- and Portsmouth-based marine engineering firm was just taking its first tentative steps into the superyacht market. Having established itself as a pre-eminent name in the construction, conversion and refurbishing of high speed ferries, conventional tonnage and naval vessels, the company saw a window of opportunity in the superyacht sector. Ten months on, Burgess Marine has become as well respected here as in its other markets.

Burgess Marine's first notable move into super yachts was the securing of a preferred partner arrangement with the Cherbourg Chamber of Commerce (CCI) that allowed it to make use of the CCI's Rolls-Royce Syncrolift facility. This lift, measuring 90 by 32 metres, enables the company to work on vessels more than 90 metres in length and weighing above 4500 tonnes – perfect for superyacht engineering projects.

Over the last ten months, the engineering firm has won large projects including conversions of a 65 metre Classic Motor Yacht and of a 44-metre Feadship in Southampton known as Project 608.

"It's a difficult market to work in because everything is built around reputation," says managing director Nick Warren about Burgess Marine's move into superyachts. "We are relatively new to the market and have a good reputation thanks to our previous superyacht successes but now it's about professionally building on those successes and slowly establishing ourselves as the market leader in respect to both heavy fabrication and marine engineering. All we can do is our job properly, and professionally, and expect a fair day's pay for a fair days work, which we believe is important and what we strive to deliver."

Clearly this approach has been an incredibly successful one for Burgess Marine. It is already undertaking new work, as Nick details: "We have got the two largest independent superyacht projects in the UK under way at the moment. They involve structural repairs, renewals, modifications and mechanical engineering; so we will be installing the main machinery and carrying out pipe work and ancillary installations. For the first time we'll also providing core ship building skills on both of these projects, which is our core competency in the commercial arena, and what our guys really enjoy doing."

Despite great strides with superyachts, Burgess Marine remains as focused on its other markets as ever, where there have been two important developments for ferries and naval vessels. First is the increasing repair business within the ferry sector; whereas previously ferry companies were more inclined to replace older vessels with new tonnage, changes in the economic climate have led them to place increasing emphasis on life extension. This has been a boom for Burgess Marine because technical departments across the sector have invested in preventative and planned maintenance and, with its network of partnerships and contacts across Europe and the rest of the world, the company has seen its repair and maintenance revenues increase significantly.

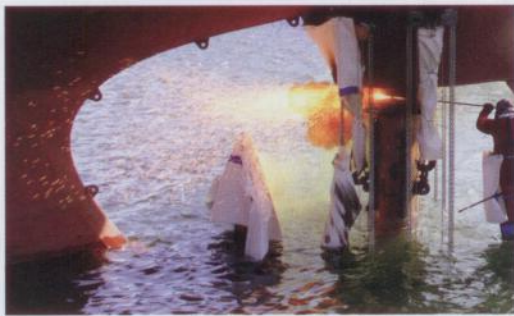
The other is the British Royal Navy's location of its surface fleet. Portsmouth has become a central location for the Navy's new aircraft carriers and destroyers, with the port housing construction for some of the key building modules of both Queen Elizabeth-class carriers and Type 45 Destroyers. Burgess Marine's existing strategic long-term relationship with BAE Systems – one of the

key players in both projects – means it has had opportunities to support the contractor in two core areas: structural repairs and renewals, and medium and high speed diesel engineering. "BAE Systems are a very challenging partner to work with," Nick says, "but they are, by far, the most rewarding partner to work with. BAE Systems are always very forthcoming in helping us with health and safety, quality control and standards certification, and as BAE Systems maritime interests in Portsmouth continue to grow they are, in the spirit of true partnership, pulling us, as a key subcontractor, along with them. We couldn't ask for anything more from a customer-supplier relationship.

"With their help opportunities continue to arise to use the footprint for commercial ship repair; we've recently supported Solent Towage, Wightlink, Red Funnel, Condor Ferries, Brittany Ferries, and the British Antarctic Survey to name just a few. I can't underplay the importance of BAE; their Commercial Ship Repair department, their dock infrastructure, and our relationships with Fleet Time Engineering and the Multi-Functional Workshop remain key to our plans for sustainable growth."

All this taken into account it is no surprise that business for Burgess Marine has been faring well over the last year and it has a conventional but sure-footed tactic for the future: stick with what

it does best and keep the customer happy. "If we can do those two things, the business will naturally grow," says Nick. "I am more optimistic now than in early 2010; we can see a light at the end of the tunnel in terms of both our existing customers and of the new commercial opportunities out there. We of course want to execute our jobs more cost effectively, more eloquently and more professionally; if we can succeed in that then the business will grow.



"Looking at the next two to three years, we have a couple of very big projects that will run the duration. After that we hope that the commercial, superyacht and defence market will have livened up and, because we are already laying the foundations at this point in time, we will be able to take full advantage of its regeneration." ❖

HART, FENTON & COMPANY

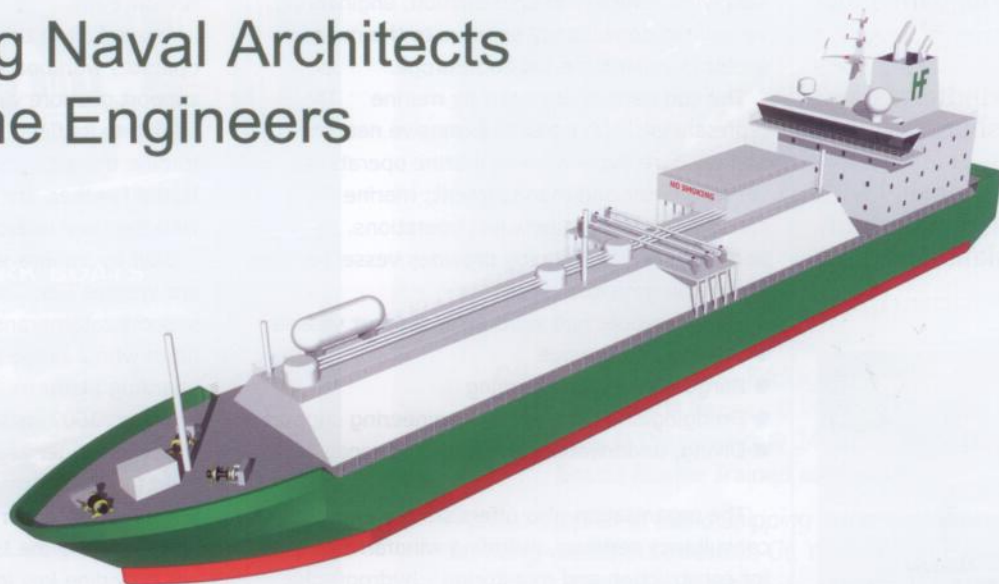
Hart, Fenton & Company is pleased to have worked with Burgess Marine as consultant naval architects in support of several passenger vessel, berthing barge and pontoon projects. All of which were delivered through a proven methodology, a pride in quality and a genuine sense of partnership.

Hart, Fenton & Company has an enviable reputation for leading development of fast ferries, RoRos, cable layers and specialist use vessels. Clients include Wightlink, Ropax, SeaStreak New York, Isle of Man Steam Packet Company, P&O Ferries and Global Marine Systems.

The company also regularly advises administrations, class societies and NGOs during regulatory reviews and research studies. It is also well qualified to provide expert witness services and assist in casualty investigations. Its in-house team work from headquarters in Portsmouth, however can be deployed to new build and conversion projects worldwide.

**Hart, Fenton
and Company Limited**

Consulting Naval Architects and Marine Engineers



Hart, Fenton & Company
Norman House
Kettering Terrace
Portsmouth PO2 7AE, UK

Telephone: +44 (0)23 9287 5277
Email: hf@hart-fenton.com
Web: www.hart-fenton.com