



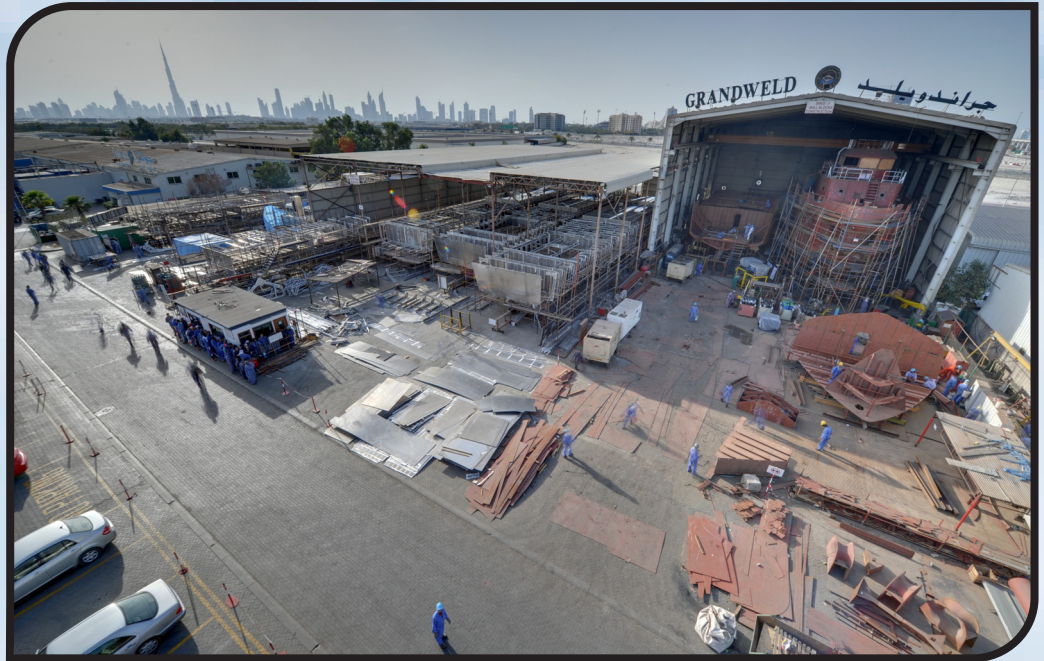
GRANDWELD

WAVES

Newsletter: Issue 5 - March 2011

LATEST NEWS

GRANDWELD APPOINTED BY ABU DHABI PORTS COMPANY (ADPC) TO BUILD TWO TUG BOATS WITH A BOLLARD PULL OF 55 TON FOR THE FIRST PHASE OF THE KHALIFA PORT PROJECT.



Message from the General Manager

Dear friends,

We started the Year 2011 with cautious optimism. We continue to have the same feeling as we move into the end of the first Quarter.

Please allow me to share highlights of the first Quarter with you.

- Contract awarded and work started on Grandweld new facility at Dubai Maritime City. This will include modern shipbuilding and ship repair workshops, outfitting yards and offices.
- Healthy order book; 17 new vessels are under construction.
- Separate department established for warranty and after sales support in order to improve services offered to customers and accelerate speed of response to warranty claims.
- Grandweld ship repair division was awarded the contract for repair of Jadaf synchrolift. Our target is to have the synchrolift operational during second week of April 2011.
- Last but not least, we continue to expand our capacity and prepare for the DMC expansion. New Naval Architects and Engineers are being recruited and placed under in-house training. Labour force is also increased through Grandweld direct hire and through sub-contractors.

I wish everyone successful and happy 2011.

Jamal Abki
General Manager

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“New reputable Clients to add to Grandweld Steel Portfolio”

During the period of Jan-March, two keel-laying ceremonies were organized respectively for the Clients Inter Gulf Marine LLC and National Marine Dredging Company.

For Intergulf Marine a Dubai based owner and operator of specialized vessels to support the offshore oil and gas industry, the ceremony was for two 36 m Crew Utility Vessels to be delivered by Grandweld respectively on November and December 2011.

The two new vessels belong to the latest class of crew utility vessels with ample facilities for storage of fuel oil, fresh water and equipped with 40 person accommodation and fire fighting capabilities. Powered by two 1300hp caterpillar engines, they can develop a speed of 12.5 knots.

Jamal Abki, General Manager of Grandweld said: “We are pleased to add Inter Gulf Marine (IGM) to our list of reputable Customers. We are determined to be reliable business partner to IGM in their journey to renew and expand their fleet. ”

Zeyad A. Baker, Executive Director of Inter Gulf Marine said: “We have been conservative in our approach to new buildings, when others speculated and rushed to place orders. We believe this was the right time for us to place orders for these vessels and we hope to continue to add new tonnage into our fleet, as we move forward.”

Additionally to Inter Gulf Marine, another keel-laying ceremony was organized for the Client National Marine Dredging Company, a dredging division of ADNOC specialized in dredging and reclamation work, this time for one 30M Multipurpose Shallow Draft Tug (MSDT).

As the name says, the vessel can undertake multi tasks in shallow waters. She is designed to do multipurpose activities at offshore sea berth with twin fixed pitch propellers in nozzles. In addition to function as fuel carrying barge, the vessel will be capable to do towing, pushing, anchor handling, buoy handling, sea bed leveling, plough dredging, A-frame handling and assistance in other marine civil works. The vessel shall have single deck hull, double skin, round bow, transom stern and large bow and aft deck. The deck is heavily strengthened to carry deck cargoes up to 15t/m². With proficient in-house design Grandweld has confirmed the vessel’s performance, speed, maneuverability and seaworthiness. Model test of hull has been conducted at Vienna model basin to verify its performance.



Mr.Zeyad Baker, Executive Director of Inter Gulf Marine LLC cutting the ribbon with Senior Executives from Grandweld & IGM.



Mr.Tag Saleh, Technical Division Manager NMDC with Jamal Abki, Grandweld and management staff from the two companies



Model Testing of 30M Multipurpose Shallow Draft Tug (MSDT)

Always innovative designs to exceed our Clients expectations

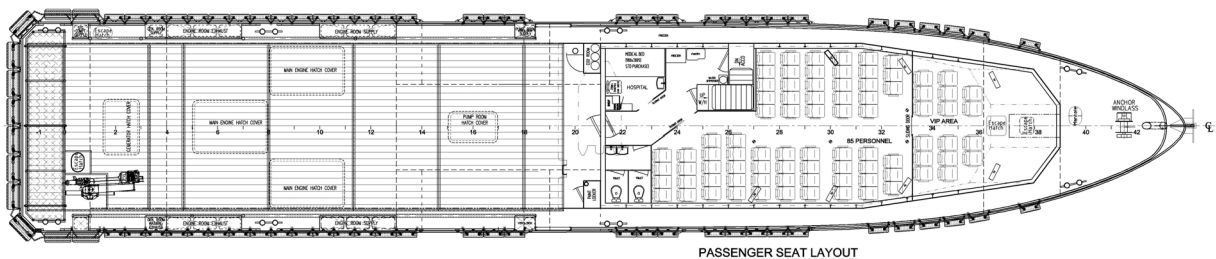
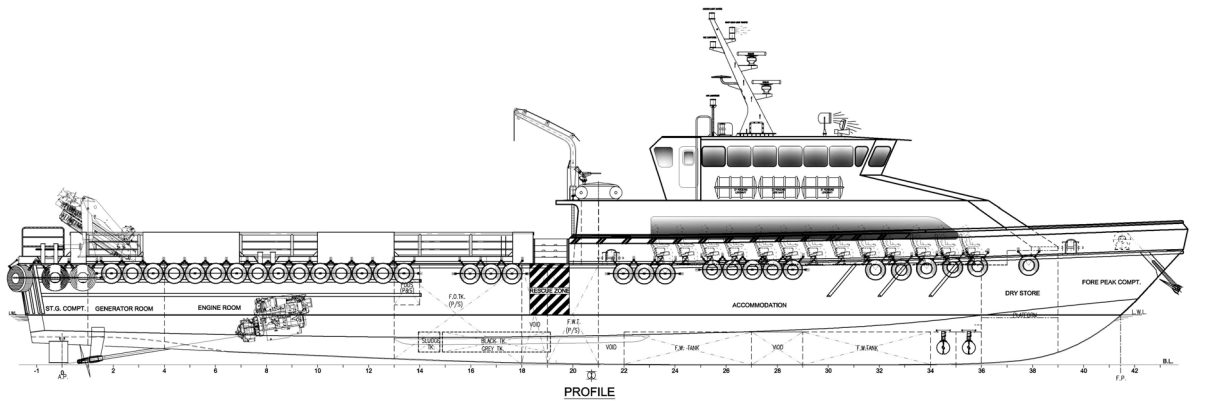
Grandweld has travelled extra mile to meet and even to exceed our client's expectations by introducing innovative designs and meticulously looking into the operation requirements. 41 meter 2011 is the revolutionary change, with plenty of added values, an aerodynamic profile, increased bowthruster power, hospital facility, faster bunkering and improved features for VIP accommodation.



New Crew Boat Design



Passenger Area of the 41M 2011



General Arrangement of the new 41M Crew Boat

Dubai Maritime City on schedule for completion by 2013

Dubai Maritime City, the world's first purpose-built city for the global maritime industry has launched the phase one, the marina operation on the opening ceremony held in DMC the 15th of March 2011.

DMC is on schedule for completion its three phases by 2013 said Khamis Juma Bu Amim, Chairman of Drydocks World and Maritime World.

"We're looking at a building strategy that has three phases. Today is the opening of phase one, the marina operation, then we will go into phase two which involves building additional infrastructure and increasing our capacity. In phase 3 we intent to finalize all the commercial side of our city. So far all phases will be on schedule because we have put a number of milestones for them to achieve," said Bu Amim.

The ship lift facility located within phase one in the Maritime Industrial precinct lifts ships with capacities of 6,000 and 3,000 tonnes and addresses the mid-level segment of ship owners. Large vessels are accommodated in the adjacent Drydocks World Facility.

In the first Dh3 billion phase, 50 companies will move their main operations to the site along with six companies that will build headquarters, workshops, manufacturing areas and warehouses among them Grandweld.

As mentioned in a previous article, the new facility of Grandweld will measure 27,055 square meters and will allow the company to double its shipbuilding capacity. Moreover, it offers us extra capacity for docking larger vessels at the ship repair facility that has full and free access to the Arabian Gulf. Completion time is scheduled for the first quarter of 2012.



Jamal Abki with Khamis Juma Bu Amim, Abdul Aziz Al Ghurair, CEO of Mashreq Bank, and Ahmad Humaid Al Tayer, DIFC Governor & Chairman of Emirates NBD



Grandweld Management in Grandweld Stand during the opening Ceremony in Dubai Maritime City



Future Grandweld Facility in Dubai Maritime City

Profile & Interview

Ajay KOSHAL, 45 years old. Estimation Manager

After an experience of 15 years in a shipyard in India, I joined Grandweld in July 2003 as Senior Naval Architect, a position I occupied for 5 years. After that, I was promoted to the position of Estimation Manager since January 2008.

The Estimation Manager is responsible mainly for :

- The submission of bids for projects assuring that they meet the owners/tenders requirements for both technical and commercial aspects.
- Monitoring the commercial budgets and making necessary adjustments to keep within the budget of each job.
- Evaluating probable future projects and provides estimates for those projects.
- Conducting site visits of vessels or facilities to aid in the determination of project costs in order to provide the best possible estimate to prospective customers.

During my career in Grandweld, I faced many challenges mainly in my first position as Senior Naval Architect: developing new designs suiting the owner's requirements in the Middle East region with relatively new workforce at that time was not obvious; added to this the fact that we had a short time completion, limited resources and we suffered from a competition from major shipyards that were already well-established.

To overcome difficulties of work and life in general, I set myself some values I believe they are keys of success for every one of us:

- Punctuality • Sincerity • Hard-work • Curiosity and keeping learning
- Respect of deadlines • Achieve the targets of work assigned to me.

Ajay is a father of a son 11 years old and a daughter 7 years old. He likes watching cricket matches and movies and spending time with his family.



The Client is king in Grandweld!

In all companies, Technical Support and After-Sales is known as a unit that comprises of a team of technical experts organized with the purpose to provide support, maintenance and help customers and users to resolve raised issues and problems related to the products the company is selling to them. The purpose is to reveal product defects, bugs and malfunctions, document them and then transfer documentation to manufacturing departments.

This is the objective of Grandweld by creating officially a dedicated Department Technical Support and After Sales since October 2010. Managed by Pramod C. Subaiya and Stan Iulian, this team has been assigned the responsibility of receiving customer warranty claims (for steel and aluminum vessels), documenting them and dealing with them on priority basis by requesting the concerned departments to handle necessary rectifications or repair as required.

This is part of the Quality Control policy of Grandweld aiming to strengthen the problem-solving approach mainly in the areas of Electrical/Mechanical, Carpentry, Paint and Material/Equipments. And this is all for the ease and benefit of Grandweld's clients of course.



Pramod C. Subaiya and Stan Iulian , Technical Support & After Sales Department at Grandweld