

Ship Building i n d u s t r y

Oasis of the Seas

REDEFINING LUXURY

Troubled Water

BILGE WATER LEGISLATION

Al Sakab

BUILT TO LAST

Hybrid Future

MARINE POWER & PROPULSION





Maintenance & Overhaul





The Added Value of Nicoverken

The marine equipment industry is a high value added sector. Competing in a global market, a leading position cannot be sustained on prices only. Competitiveness is derived from innovation and reliable high quality products and services. Dennis Vinkoert had a talk with directors and staff of this trendsetting service company. A story about true entrepreneurship – the story of Nicoverken.

Specialized in the overhaul of main and auxiliary engines Nicoverken is one of Netherlands' leading and recognized suppliers of value added maintenance and overhaul services for the maritime industry.

The Marine Value Chain

The shipbuilding sector encompasses the shipyards and the marine equipment manufacturers including service and knowledge providers. The term 'marine equipment' refers to all products and services supplied for the building, conversion, and maintenance of ships both seagoing and inland. This includes technical services in the field of engineering, installation and commissioning, and ship maintenance, including ship repair. The marine equipment sector comprises of all products and services supplied for the building, conversion and maintenance of ships and shipboard equipment. Production and maintenance services range from fabrication of steel and other basic materials to the development and supply of engine parts and propulsion systems, general machinery and associated equipment, environmental and safety systems. Thus the marine equipment industry supports the whole marine value chain: from the port infrastructure and operation to the ship/shore interface, shipbuilding and ship repair.

Investment Policy

"Our investment policy is based on providing dedicated maintenance and overhaul services," emphasizes Nicoverken's director Erik van Krugten. "It's a matter of positioning yourself well into the market and then strengthening it by

combining expert knowledge with a favourable pricing policy. We have a vast experience of more than thirty years, which is reflected in the high quality of our services. Another major benefit is that our organisation features a flat and informal organisational structure allowing us to be flexible and to switch gear instantly when needed. We're available for all our clients 24 hours a day, seven days a week. And last but not least, in addition to on-site services, all maintenance and overhaul activities can also be carried out in our well-utilized workshops in Schiedam, and that really works. As a matter of fact, the continuing economic turmoil has brought us more orders for maintenance and overhaul work. We feel secure about our future!"

Repair manager Jeroen van Krugten adds: "On-site services are provided mainly to the shipping industry and consist of maintenance work world-wide on board, during voyage, of seagoing vessels. Our services are not restricted to a single engine manufacturer. We, our well trained service and certified engineers, provide services to all kind of diesel engines."

New Asset

Nicoverken's dedicated services include the overhaul of all types of main and auxiliary engines, including attachments i.e. governors, turbochargers, fuel equipment, and sales of spare parts and engines. A highly specialized service is the grinding of shafts varying from diesel engine crankshafts to shafts of turbines, propellers, pumps, and generator shafts. Grinding services further include cylindrical grinding, hard chromium plating, repairing connecting rods and line boring.





To optimize its services Nicoverken recently expanded its machinery park with a giant grinding machine. Inaugurated recently the new grinding machine is suitable to handle work pieces with a maximum lengths of up to 6,500 mm. The height of centres on the table is 750 mm with a stroke of 350 mm. The maximum permissible load is 10,000 kg.

Erik van Krugten highlights: "This new asset is a welcome extension to our capability for precise grinding and strengthens our services in the shipbuilding and ship repair industry. Actually this is our third grinding machine since we commenced with our crankshaft and cylindrical grinding services two years ago. Our first two grinding machines can handle work pieces of up to 1000 mm diameter at a maximum length of 4,100 mm. So with these extensive investments in our workshop, we are now fully capable of crankshaft and cylindrical grinding, enabling us to

provide a wide range of dedicated services to our customers."

Marine Equipment

"Next to ship repair and maintenance work Nicoverken has also extended its services to the yachting industry, commercial shipbuilding as well as offshore industry and marine equipment suppliers, adds Nicoverken's new Sales Manager Ian Brand. "Sewage and ballast water treatment systems but also deck equipment like doors and hatches, water makers, cathodic protection systems and stainless steel marine pipes and drains are part of our broad product and service programme. Due to a perfect cooperation and close interaction between our highly skilled service engineers team who operate 24/7 world wide and our engineering works in our workshop, we're able to provide full service to our customers." General Sales Manager Marine Equipment Jacco Vermunt adds: "Our service engineers provide a synergetic effect wherein we're the key figure between clients and suppliers."

Core Activities

Nicoverken Marine Services offers carefully selected quality products for the shipbuilding industry and the luxury yachting branch. Special products include:

- Hamann sewage and ballast water treatment systems.
- Hamann Reverse Osmosis watermakers.
- Microplasma deck equipment such as doors and hatches.

- Cathelco cathodic protection systems; anti-fouling (pipe work) and ICCP systems.
- Blücher stainless steel marine pipes and drains.
- Jets compact vacuum sanitary systems for yachts.
- Tebul watertight sliding door systems.

General Sales Manager Marine Equipment Jacco Vermunt says that all equipment is in compliance with the latest rules and regulations in force. "All sewage and ballast water treatment systems fully comply with current and future regulations. The establishment of Hamann AG expresses the great success of Hamann to provide the shipbuilding industry with products to sustain our environment. The overwhelming acceptance of Hamann in the market is proof that product reliability and cost effectiveness can be in compliance with environmental laws and the environment itself. Hamann's versatile Sedna ballast water treatment system, for instance, is able to handle capacities from 80 up to 1000 m³/h. This new ballast water treatment system is of such importance that it can easily cope with all demands in the very near future." Sales Manager Ian Brand adds: "Nicoverken Service Engineers also provide the commissioning of newly installed units such as Hamann and Jets."

Creating Best Value

Erik van Krugten continues: "Next to equipment, our services also include installation, training and after sales. The last mentioned is one of the core activities of our company. Our service engineers

History Milestones

In 1946 Mr. Carl-Olof Nilsson founded Nicoverken in Göteborg, Sweden. He came up with the – at that time – unique idea of voyage repairs by sending teams of service engineers, welders, fitters and platters on board of ocean-going vessels in order to carry out all kinds of pre-docking jobs to shorten docking time. The shortage of shipping tonnage at that time resulted in a successful start and a solid foundation was laid for the later well-known Nico International organization with sixteen stations around the globe employing 2,200 employees world wide. Due to the turmoil in the shipbuilding industry in the early eighties, only Nicoverken Holland and Dubai survived as individual companies. The Schiedam based and family-owned company Nico Holding – parent company for Nicoverken Holland and Nicoverken Marine Services – moved to a strategic location at the end of 2004. The new premises are situated at the Algerastraat 20 in Schiedam where all engineering works, service, bonded warehouse, storage and administrative divisions are concentrated under one roof currently employing about fifty people. The new premises consist of 2,000 m² of fully equipped workshops and approximately 700 m² of modern office space.



who operate worldwide 24-hours a day are able to troubleshoot and solve customers' problems in situ. This powerful backup from the ship repair department gives us the competitive edge in creating added value for our customers. Our market strategy is to increase our level of specialism in all expert fields of our services, and that's exactly why our customer base consists of major companies in the Dutch and International shipbuilding and yachting industry. We create the best value for – and with – our clients. Repair Manager Jeroen van Krugten continues: "Our service can be divided in three principal activities: engine works, sales of spare parts and engines and engineering works. In our workshop all necessary support activities are performed, i.e. machining, boring, drilling, etc. Our experienced spare parts department is able to quote for all kinds of ship equipment, ranging from entire engines, boilers, incinerators, etc. to any specific spare part or any specially manufactured item as per client specification."

Excellent Reputation

Marketing manager Vanessa Offermans participates: "The primary focus of Nicoverken is to extend our expertise in all fields regarding our services. We have combined our repair activities with the sales of carefully selected marine equipment to give full service to our customers. Together with our enthusiastic and dedicated team it makes us proud to be able to call ourselves allround."

Managing director Frans van Krugten adds: "As Erik mentioned before, our latest investment with our new crankshaft grinding machine extends our workshop possibilities. Therefore it makes us more independent. And as already underlined by the others, I am also proud to say that, next to the fact that our ship repair department is available 24-7 world wide and we offer a carefully selected range of marine equipment, we are a very dedicated, enthusiastic, cooperative and service minded family business." Frans van Krugten ends with a bright smile.

www.nicoverken.nl



Frans van Krugten



Vanessa Offermans



Erik van Krugten



Ian Brand



Jeroen van Krugten