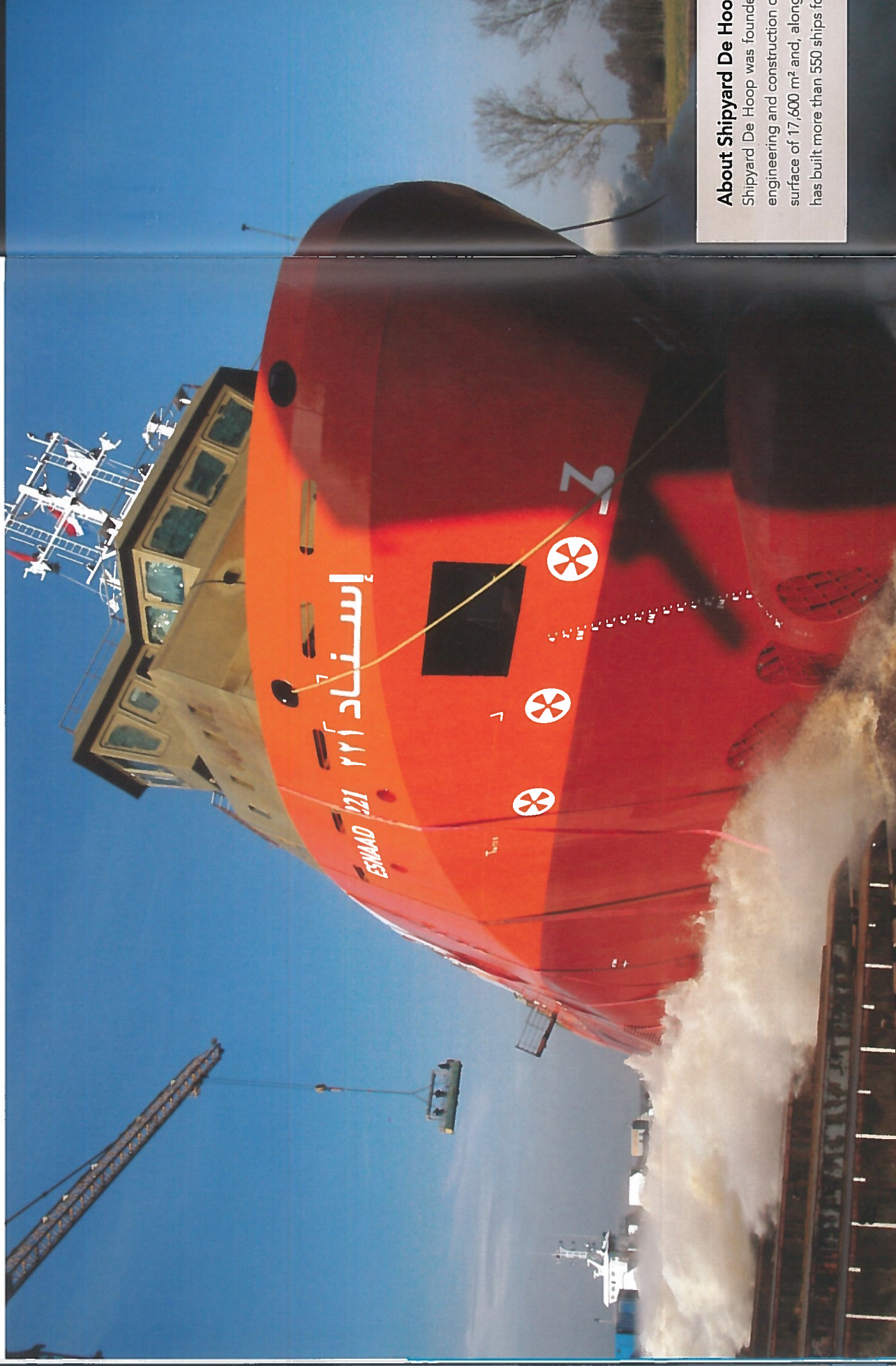


Ten thousand fittings for major order of Shipyard De Hoop

In mid-July of this year Shipyard De Hoop transferred "Esnaad 221" – the first Platform Supply Vessel (PSV) in a series of ten – to the Abu Dhabi National Oil Company (ADNOC). "Esnaad 221" and its sister ships will be deployed by ESNAAD – a subsidiary of ADNOC – on its oil and gas fields in the Arabian Gulf. "This is a major order," says Ate de Vries, Purchase Manager at De Hoop. "From now until the deadline in January 2017 we have to deliver a new PSV every two months." Econosto – a preferred supplier for De Hoop for more than 50 years already – is providing as much as 10,000 fittings for ESNAAD's fleet expansion.



Characteristics of the "Esnaad 221"

Length:	70,40 metres
Width:	15,77 metres
Draft:	4,85 metres
Loading capacity:	2,050 ton
Cargo deck:	515 m ²
Crew:	28 people
Max speed:	13,5 knots

"Increasingly turning into a knowledge partner"

"Econosto provides fittings for us, but we also increasingly consider them to be a knowledge partner," emphasises De Vries. "Our engineers are in frequent contact with Econosto and this works very well for us. They know everything about fittings and marine systems and we design and build ships. You must allow everyone to do what they do best and you must rely on each other's expertise. Moreover, Econosto enables us to bring all of our fitting needs together under one roof and they are also a good partner that we can count on when something goes wrong."

Logistical challenge

By acquiring the prestigious contract De Hoop is also faced with a formidable logistical challenge. De Vries: "We are currently working on five sister ships for "Esnaad 221" simultaneously. To give you an idea: we recently launched the hull of the second ship – BN471 – at our shipyard in Foxhol, while the hull of BN473 was being put together on the crossway. At the same time the hull for BN472 was ready at our first slope in Lobith to be moved into the water alongships and sections of the body of BN474 were being welded together on our second slipway. We were also well on our way with cutting the steel package and the construction of the first sections for BN475."

Tight supply schedule

The PSVs are optimally equipped for their task: the prow contains not only the usual tanks for potable water, grey water, black water, bilge water and fuel, but also tanks for extinguishing foam and dispersion liquids for firefighting and rescue operations following an oil spill. In total Econosto is to supply up to 10,000 gate valves, globe valves, check valves, butterfly valves, ball valves, actuators, filters and instruments for pressure, temperature and level measurements for the PSVs. "That makes this project unique and challenging for Econosto," says Rob Gerritse, sales manager at Econosto. "As Ate de Vries pointed out, the delivery schedule is very tight and it is extremely demanding for De Hoop. So they are counting on their suppliers and we don't want to disappoint them. We are providing optimum performance in terms of quality, logistics and added value through knowledge and service." Gerritse remarks that Econosto remains focused on its service throughout the construction process. "With ten ships in the pipeline there are plenty of learning opportunities and we always strive to improve and to achieve comprehensive cost reduction in the supply chain."

Choice for craftsmanship, quality and flexibility

The Abu Dhabi National Oil Company awarded the order to De Hoop, but De Vries believes that was not a foregone conclusion. "We usually build one-offs, where the emphasis is on a unique, customer-specific design rather than the lowest price. As a purely Dutch shipyard we are backed by more than 125 years of experience, craftsmanship, quality, in-house design and engineering and the ambition to apply the latest technology and innovations. We also remain extremely flexible throughout the process in order to cater to the wishes of our customers. All this enables us to compete against major foreign shipyards on such a project." Gerritse adds: "It is also special for Econosto to be able to deliver such a wonderful project for a trusted customer right here in the Netherlands. We may be a small country, but we are quite big in the maritime world."

About Shipyard De Hoop

Shipyard De Hoop was founded in 1889, which makes it one of the oldest shipyards in the Netherlands. The shipyard specialises in the design, engineering and construction of custom inland and seagoing vessels. De Hoop has yards in Lobith and, since 2007, also in Foxhol, with a total slope surface of 17,600 m² and, along with its third yard in the Rotterdam harbour, 650 meters of quay length. Over the course of its rich history De Hoop has built more than 550 ships for customers throughout the world. At present De Hoop delivers about five ships a year.