



# Go ahead, challenge us.

After 3500+ projects in hundreds of foreign ports and at sea, there's little we haven't seen before. But if you think you have an impossible challenge, we'd love to hear about it.



**BALTEC MARINE**  
Trident Maritime Systems

# Three quarters of retrofits take longer than planned.

Sometimes it's good to be in the minority.



We know that as a ship owner, your work is never done. With pressure from all sides to reduce our industry's environmental footprint, not a day goes by when a vessel isn't being upgraded or retrofitted to increase efficiency, improve standards, increase competitiveness or attract vacationers. Yet every day in dry dock is another lost dollar – and every day that you spend waiting to deploy a new efficiency measure is another barrel you could have saved.

What's more, today's marine projects are increasingly complex. From the installation of exhaust gas cleaning systems to interior work, they represent a significant investment of time and money. And because systems are interconnected, a change in one has a ripple effect. For the inexperienced, this can easily result in delays and missteps – which is surely why at least 3/4ths of retrofits take longer than planned.

Experience is just one reason the most respected companies in the industry choose to work with us. They also appreciate our capacity to take on the largest turnkey installations and retrofits in the cruise and commercial shipping business and our global presence in the U.S., Poland and China. Not to mention that we're also just plain fun to work with.

# Meet 700 people who are obsessed with ships

This is our team.

Many of us were raised with one foot on the sea and the yard is like our second home. We obsess about ships the way other people dream about sports cars, football or fancy watches.

When we asked one of our guys what motivates him to go to work each morning he said, "When you know you're capable of managing a turn-key installation of an exhaust gas cleaning system for one of the largest container vessels on the planet – why would you do anything else?"

We are organized, skilled, and passionate marine professionals with an average of 25+ years of experience under our belts. We also make damn good coffee.



## Divisions:

- Environmental Systems
- Interiors
- Technical (Electrical, Mechanical and HVAC)
- Boiler Repair & Service

## Services:

- Feasibility studies
- Detailed engineering
- Integration design
- Comprehensive shop drawings, technical classification designs, and 3D scanning
- Materials procurement
- Logistics
- Prefabrication
- Electrical & Mechanical installations and modifications
- Steel works
- Commissioning support

## What we offer:

- Passionate and experienced team
- Expert planning for on-time delivery
- Global reach
- Subsidiary of Trident Maritime Systems
- ISO-9000 certification
- More than 3500 new build and retrofit projects
- Accreditation from DNV-GL, Lloyds Register, the American Bureau of Shipping and Bureau Veritas

# Teamwork is



**our secret sauce.**

**On our team:**

- Naval Architects
- Marine Engineers
- Construction/Project Managers
- Tradespeople (Including Baristas)
- Boiler Specialists
- Procurement, Logistics and Financing Experts

Just as a ship's engine needs fuel, grease, and maintenance to run efficiently, we thrive on challenges and teamwork keeps us running like a well-oiled machine. With kaizen built into our culture, everyone from the boiler room to the boardroom is always ready to roll up their sleeves to achieve ever-better results.

Knowing trust is at the center of high-functioning teams, we approach each contract as a complete partnership with our customers. To simplify communication channels and reduce costs, we appoint one point of contact for each job. We also work to empower our people by keeping them 100% informed and giving them opportunities to take on more responsibility, which in turn leads to heightened efficiency and time-savings.

Although it's cliché, we also know that we are only as valuable as the weakest link. This makes us keen to recognize performance and give credit where credit is due. Great results happen when everyone feels responsible and appreciated.

# Planning is our



Even the greatest teams cannot succeed without expert planning. Experience has taught us that when you arrive with a complete plan, you are more likely to execute it on time - even when things go wrong. So we plan for that, too. After literally thousands of projects, we've finely tuned our processes, from concept to completion.

In scrubber projects, for instance, we've developed a rapid "pit-stop" delivery model that slashes vessel downtime and dry-dock costs.

# bread and butter.



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