

## Treasure Trough



*There is a genuine advantage in keeping your distance. Not in the sense of letting all that's happening pass you by, but in taking your time to reflect and letting today's craze sink in quietly. Of course, we have all been wrapped up in keeping up the pace of a buoyant economy. Pushing ourselves, our co-suppliers, subcontractors and partners to go the extra mile — and more — it is no wonder we tend to forget to look after our own 'buoyancy'. But whether we like it or not, we now do have — or definitely should make — the time to focus on how to keep business afloat.*

*Now is probably the right time to start to reflect and open up that treasure trough in the corner behind the order books. That's where everybody has kept their good ideas, that can help streamline and rationalize the company and the company's portfolio to be 'ready to rev up' when the inevitable upswing starts. We found Milind Dange, president of the Optimal Manufacturing Engineering, Inc. ready to share what's on — and in — Optimal's chest.*

*Of course there are many more who have been taking in the lessons of the past and the pitfalls they have leapt. Talking to DEME, they have found their answer in diversification, still in keeping with their core business that is. Also Flinter — by word of managing director Bart Otto — have found their way to manage solid growth. Both haven't forgotten to — from time to time — have a look at what has been fermenting in their treasure chest to evaluate their way forward, not letting the latest craze have them go overboard. And they are willing to share, without pointing a finger or the 'I told you so'-s.*

*That's why they — and many others — feature in this edition. Because that is just what we at ShipBuilding Industry are all about. Adding to the treasure trough of the industry. And if you have something to add and share as well, just let us know.*

Robin Zander

Editor-in-chief

# Ship Building i n d u s t r y

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Front cover: the brand new IMO Type II chemical tanker Capewater is breaking new ground for the Clearwater Group. Built by Breko Nieuwbouw, she surpasses the 3,500dwt mark and is designed for carrying up to twelve different products. Photo courtesy of Yellow & Finch Publishers (photographer Robin Zander).

Left page: With the inauguration of the KBV 001 Multipurpose Patrol & Emergency Response vessel, built by Damen Schelde Naval Shipbuilding, the Swedish Coast Guard enters a new era of 'Kustbevakningen'. Photo courtesy of Gunnar Grönberg.