



***MARINE MARKETING INTERNATIONAL***

Engine Deck Repair nv (EDR)

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# UK Virtual Tour

Last week MMI had the pleasure to take the commercial team from Engine Deck Repair nv (EDR) for a Virtual Tour across the UK.

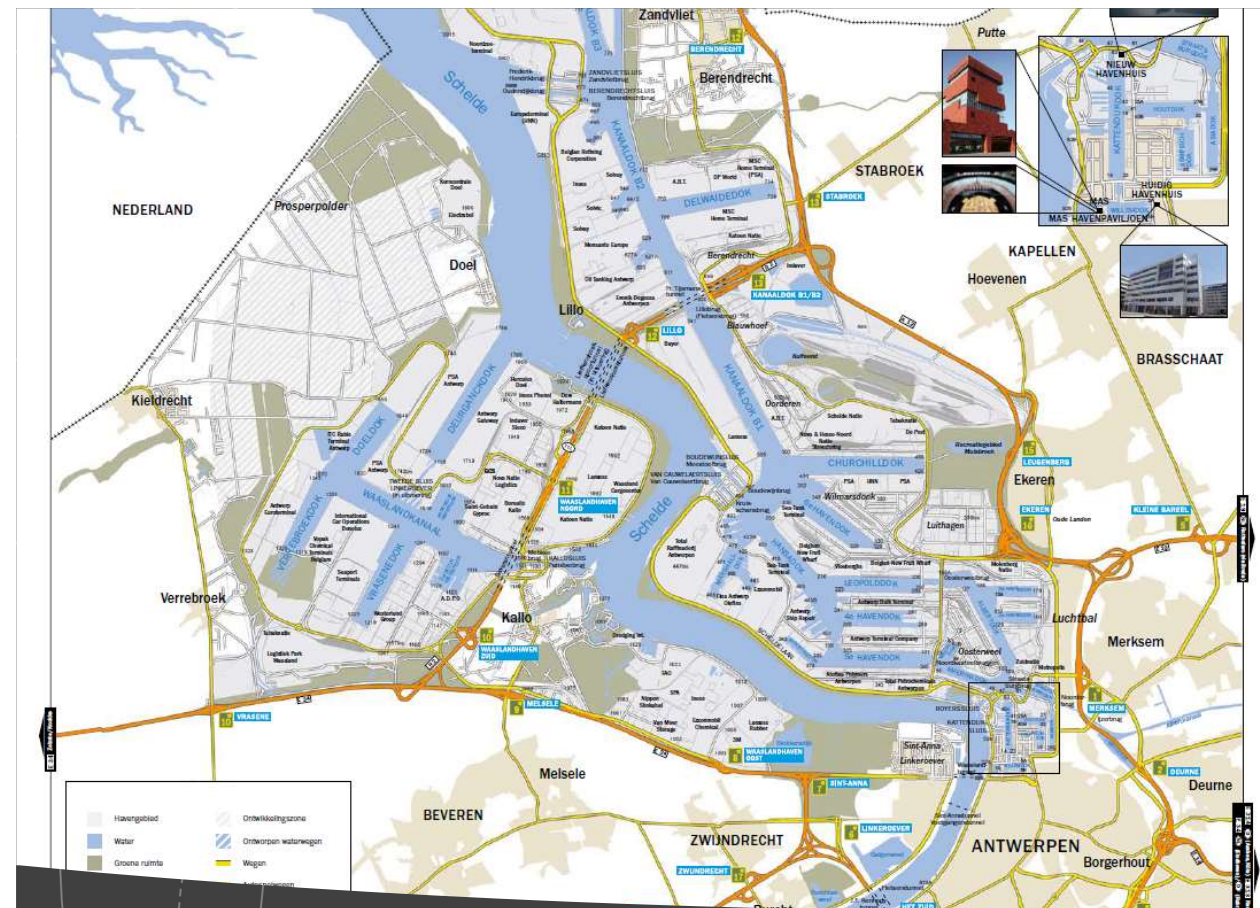
MMI started officially to represent EDR in January 2020, but with the Pandemic hitting Europe as early as the end of February, we did not have a chance to promote them in the classic manner during visits to customer's offices.

We thought the only way forward during these testing times was remote meetings and so we started to talk to our customers to find out if the Microsoft Teams Meeting was something they would consider and the response was great.

After pinning down a week on the calendar that could work for both parties (EDR and MMI) we started to arrange the meetings and the result was amazing: 3 full days – 12 meetings in total with 9 guests turning up for one of the meetings.

Big ship operators (containers, OSV, tankers) superintendents and fleet managers listened to Philippe Trouillard (Commercial Manager), Sudhakar Tripathi (Technical Manager) and Stijn Van Doninck ( General Manager ) make their presentation with great attention and interest. Most of our customers knew of Antwerp Ship Repair, who used the facilities before EDR, but few were aware that EDR had been in existence for so long and took over the shipyard on the demise of Antwerp Ship Repair





# Antwerp Port

EDR started life as a port maintenance facility and used to cooperate regularly with Antwerp Ship Repair. The expiry of their lease at their location in Churchill dock coincided with Antwerp Ship Repair filing for bankruptcy so it was a no brainer to take over the vacant premises in the centre of Antwerp Harbour. Their past working relationship also meant they could select the staff they wanted to employ to further their expansion.





They have been investing millions in renovating storage facilities, equipment, and workshops. Everything has been or is in the process of being renovated.

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## EDR – Aerial View

Out of the 6 docks, 3, 4, 5 and 6 are in operation, but No 5 dock will close in mid 2021 for extensive renovation due to take over a year with both cranes being refurbished.



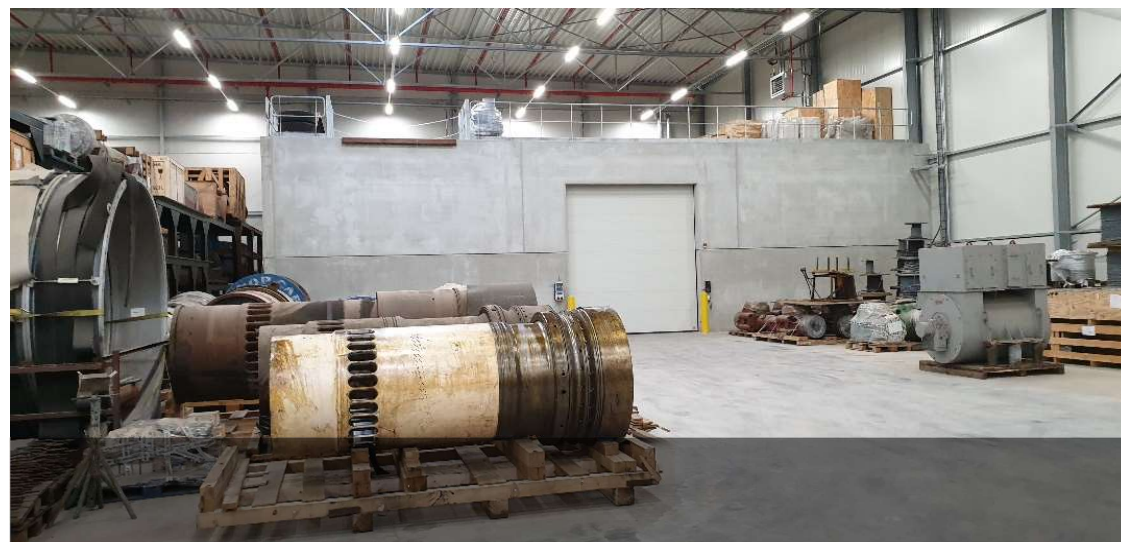


## EDR – Dock 6

EDR management has a horizontal structure, which they believe is their main strength, as it is client oriented and allows for quick response to any issue that may arise..



They currently employ 130 people and have 350 dedicated contractors available for whom EDR takes full responsibility.



Located in the heart of Europe, the yard is in close proximity to all the main manufacturers and suppliers, plus they have a procurement office for spare parts.





## ISO 9001(BV)

EDR is ISO 9001 (BV) certified and it is really focused not only on quality but also on health & safety.

They have their own COVID19 test facility (PCR test with 24hrs result) at the gate and an external independent agency for COVID19 policing which makes sure all the rules are followed to maintain the yard COVID free.



## EDR – Facilities

Let's crunch some numbers now to understand what EDR can offer.

Starting with the facilities, EDR sports an impressive 2000 running metres of private berths,

8300 m<sup>2</sup> storage area of which 5000 m<sup>2</sup> covered and 15000 m<sup>2</sup> of workshop area, 8000 m<sup>2</sup> covered.





## EDR – Activities

- The main activities are: port repairs and planned maintenance, worldwide logistics of spare parts and technical supplies, worldwide interventions (ports, during sailing and in dry docks), urgent interventions and riding squad, conversions: propellers, reefers upgrades, engine retrofits, Ballast treatment and scrubber installations.



## Engine Deck Repair nv (EDR)

Taking in consideration the excellent location and the capabilities, EDR is definitely a yard worth considering for UK owners and vessel managers.

Don't hesitate to contact MMI for any enquiries you may have, speak soon!

