

# Zebec Marine Consultants and Services

# 2008

## Employee Newsletter Vol. 6 - November 08



### Our Vision Statement

"Zebec, as a company is an excellent partner in Engineering".

### Our Mission

- Service & Product
- Technology Know how
- Price

### Our Values

- Competence
- Integrity
- Achievement

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2. New Arrival at Zebec
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## Whats coming up in December 2008

December 8<sup>th</sup> Hari Raya Haji Holiday (Singapore office)  
December 25<sup>th</sup> Christmas Holiday  
December 31<sup>st</sup> New Years Eve



### Inauguration of Additional office for Marine Projects Division

In order to cater for the ongoing expansion, Marine Projects division was shifted from Nariman Point office to new premises on 27th December 2007 at Chembur. Due to further expansion in the past ten months, Marine Projects division has also taken up an additional office in the same premises which was inaugurated on 1<sup>st</sup> October 08.



### Zebecs New Family Members

We welcome on board Zebec all the new members



Mr. Amit, Mr. Prince, Mr. Raja, Mr. Alexander, Ms. Shradha & Mr. Shibaji Bose



Mr.Srinivas,Mr.Rohit Dhumale,Mr. Vavusi, Mr. Ranjan Podder, Mr. Terezo

### Workshops/Seminar/Training Programes

#### Zebec's Leadership Programme

Zebecs in-housecourse "General Leadership and Commercial Aspects of Shipbuilding" course III was held in Mumbai from during 11-14<sup>th</sup> September 2008 under the guidance of Mr. Sverre Stoje.

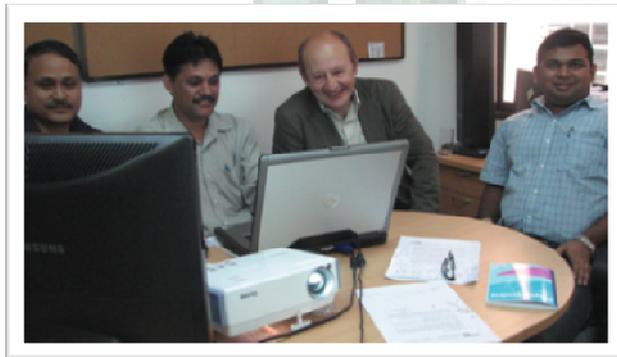


Happy Onam



#### Burea Veritas Software Training in Singapore

Training on BV Software- Hydro-structure coupling FATIGUE was held from 27<sup>th</sup> -31<sup>st</sup> Oct 08



#### MS Project Training

MS Project Training in Mumbai and Goa staff was succesfully conducted during Oct-Nov 08

Subodh Borse, Philippe RUCHO, (STRUSIM), Murali Karavadi, S.N.Ghosh

## Meet ...

### **Captain Phiroze H Dalal**

is unique among us. He did not join Zebec, he instituted it. Contrary to family medical traditions, his first love was ships. Curves, swaying, cosmetic effects et al, it was love at first sight. And as he progressed in his sea carrier, he was appalled by the neglect by some owners and crew towards their ships, causing loss of limb, life and cargo, and at times the ship itself. Phiroze as we dearly call him, decided to do his bit in the interest of marine statutory bodies and insurance companies. His ship inspections, from stem to stern, and tunnel to funnel, are as thorough as a cardiologist.

Enforcing owners to rectify deficiencies gives him a high. Ship shape is what he likes and by



extension is what he is. Phiroze leads the commercial department with aplomb. His moto is equal

opportunities for all, irrespective of race, region or religion. He is as upright as the main mast and stands tall, head and shoulders above the rest. Despite the heavy load of negotiating and drafting of contracts, scouting and providing accommodation, Phiroze is never under stress. A quality each of us can benefit from. One possible reason that he is always happy is he lives in majjah gaon, with his entrepreneur wife and two brilliant children.

By: Mr.F.M.Furtado

## Exhibitions and Trade Fairs



Port & Ship International India 2008 (PSI) is an international exhibition and conference on shipping and shipbuilding, ship technology, maintenance and repair, ocean engineering, marine offshore technology, port and terminal technology and equipment, and infrastructure expansion and modernization was held on from 23-25th of October 2008 at Mumbai.

This was the 3rd time Zebec has participated in an event of such magnitude.



The purpose of PSI was to open the doors for global opportunities for marine, shipping, shipbuilding, ports and logistics manufacturers and service providers. The exhibition provided solutions to help the Indian maritime industry meet challenges and continue to become globally competitive by showcasing the latest innovations to end-users. The event also facilitated interaction between international and Indian companies from the maritime and offshore sectors.

We thank the full team of Marine Projects for organizing the event successfully.

## News from the Sites and Offices

### Marine Projects Division Introduction

The marine projects' division of Zebec focuses on providing cost-effective shipping research and techno-economic feasibility studies for green-field projects, business diversification / expansion projects and market analysis in various shipping sectors such as:

### ***Development and Up-gradation of Ports & Harbors***

We have contributed to feasibility studies of port development and upgradation projects for private operators. We provide overall planning of major port expansions and new port development for every conceivable type and purpose from general cargo ports to container ports, fishing ports, dry and liquid bulk cargo terminals, and Roll On-Roll Off (RORO) ferry ports. Our involvement in port development projects encompasses the following principal developmental phases:

- Business potential and Traffic studies
- Site evaluation
- Conceptual planning of the facility
- Investment and operational estimates
- Project returns and cash flows
- Preparation of a marketing strategy
- Planning and co-ordination of site surveys
- Detailed layout and plans for port/berth/breakwater
- Selection of equipment for handling and storage of cargo
- Dredging and reclamation
- Tendering, evaluation and selection of equipment/service providers
- Monitoring project schedules and work progress
- Port safety and Aids to navigation
  
- Ship motion analysis, navigation and ship-handling
- Risk analysis and management

We have developed a wide network of specialist service providers and consultants to encompass vessel simulation studies, hydraulic studies, ground investigations, bathymetric surveys, environmental clearances and more.

### **Projects undertaken**

- Development of a barge handling terminal for transportation of Coal for a thermal power station in Maharashtra (2008)
- Coal traffic study to establish volumes in order to evaluate the viability for up-gradation of cargo handling facilities in the Mumbai port (2008)
- Techno-commercial feasibility study for up-gradation of jetty and material handling equipment on a private jetty in Gujarat (2007)
- Techno-commercial study of Marine logistics, Ports development and Passenger transportation to and from Navi Mumbai for Reliance NMSEZ (2005)

### ***Cruise terminals & marinas***

Cruise ship and maritime tourism is growing at a rapid pace in the region. Along with our associates, Bermello & Ajamil, we have formed a strategic alliance to develop marinas and cruise terminals in India.

Our expertise lies in:

Cruise, ferry and cargo terminal design  
Port and waterfront strategic and master planning  
Market analysis  
Real estate and financial assessment  
Marine structural and civil engineering plans  
Marinas Facility simulation and modeling  
Construction administration  
Client advocacy and promotion  
Tourism and sustainability consulting



### **Projects undertaken**

Detailed Project Report for the construction of a new Cruise Terminal with a marina and mixed use facilities in Mumbai for the Mumbai Port Trust (2008)  
Technical pre-feasibility evaluation for the development of a cruise berth in Goa (2007)

### ***Planning / Evaluation of Ship-building / Repair yards***

Using our large pool of trained shipyard professionals with exposure to shipyard and repair yard set up, operations and planning, our services with respect to setting up yards include:

Business potential and Traffic study for ship building and ship repair Site evaluation  
Conceptual planning of the ship-building / repair yard

Selection of most suitable range of vessels for new building

Investment and operational estimates

Project returns and cash flows

### **Preparation of a marketing strategy**

Planning and co-ordination of site surveys

Detailed layout and plans for shipyard / slipways / wet berths

Planning and layout of lifting equipment

Plate processing and block fabrication line

Block erection and outfitting planning

Facilities for testing & trials

Dredging and reclamation

Tendering, evaluation and selection of equipment/service providers

Monitoring project schedules and work progress

For a prospective buyer of a new vessel, the focus while evaluating yards shall be to evaluate their techno-commercial feasibility:

As potential builders of the type of vessel in question

Projections during anticipated construction period for yard's other activities

Design and construction technology

Evaluation for experience to lead the manufacture of the vessel type in question

Capability to design and production engineer the desired type of vessels, either in-house or with a close-subcontractor relationship.

Capability to manufacture / construct to owner's design requirements as proven by competitive pricing and delivery schedules.

### **Financial Strength and sustainability**

#### **Projects undertaken**

Evaluation of shipyards in China for construction of Aframax and MR product tankers (2007)

Techno-commercial evaluation for purchase of an existing shipyard in Goa (Western India Shipyard) (2006)

Techno-Commercial evaluation of Cochin Shipyard (2005)

Techno-Commercial evaluation of Alcock Ashdown Shipyard (2005)

Techno-Commercial evaluation of Bharati Shipyard in Maharashtra (2005)

#### **Marine Logistics studies**

We are able to undertake logistics studies for a wide range of commodities with a focus on improving transportation efficiency. The following scope of services is offered:

Traffic projections with demand and supply trends

Mode of transport / route optimization

Selection of most suitable ports with proper route planning

Reducing operational delays due to port congestion

Selection of vessel criteria based on berth limitations

Estimation of berth occupancy

Selection of equipment for storage and handling of cargo including warehousing

Investment and operational estimates

Calculation of costs per transport mode, project returns and cash flows

Comparison with other modes of transport

- Assistance with inviting tenders and selection of service providers

- Assistance with carrier contract negotiation

#### **Projects undertaken**

Coal transportation and barging study for a thermal power station in Maharashtra (2008)

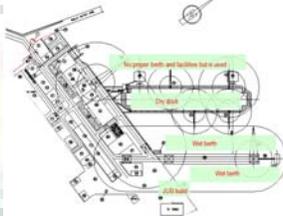
Cold chain logistics study of refrigerated edibles and meat products for exports from Maharashtra to the Persian Gulf region (2007)

- Techno - commercial feasibility for marine logistics and vessel procurement for Shreyas Shipping Ltd. (2005)

- Techno-commercial feasibility studies and Detailed Project Reports' (DPR's)

Cost-benefit studies may form a part of any feasibility analysis undertaken. Typical projects include:

- New berth developments



- Cargo handling equipment up-gradation
- Channel dredging and infrastructure improvements
- Vessel conversions
- Changes in logistical modes of transportation
- Purchase or charter of vessels

**Projects undertaken**

- Techno-commercial feasibility for coal, iron ore and general cargo handling facilities and validation of financial model for a port in Maharashtra (2007)
- Detailed fleet condition assessment and audits of coastal service container vessels for Shreyas Shipping Ltd. (2005)
- Technical feasibility and detailed project report for conversion of 69,000 tdw transshipment vessel for Sesa Goa Ltd. (2005)
- Industry analysis for business growth in the Marine sector (2005)
  - Charter Party performance evaluation
  - Evaluation of weather encountered en-route
  - Analysis of vessels actual speed and bunker consumption
  - Comparison of performance against terms of charter party



- Business planning and company structuring for new developments

t projects

- Strategy Review
- Benchmarking
- Market Research
- Feasibility Studies
- Diversification Studies
- Competitor Analysis
- Operational Audits & Planning
- Manpower Analysis
- Project Appraisals

**Risk assessment & safety studies**

We undertake detailed risk studies for vessels carrying hazardous cargoes and safety of navigation in ports involving:

- Hazard & Operability study (HAZOP) and Hazard Identification (HAZID)
- Fire and Explosion Assessment (FEA)
- Escape, Temporary Refuge, Evacuation and Rescue Analysis (ETRERA)
- Quantitative Risk Assessment (QRA)
- Reliability, Availability & Maintainability study (RAM)
- Dispersion and Radiation study (DR)
- As Low As Reasonably Practicable study (ALARP)

**Surat DESS ABG**

Zebec Surat DESS ABG team is Supervising new build project for Deep Supply ASA Norway at ABG Shipyard Surat. The order is to build 9 nos. Anchor Handler Supply vessels - 80 Ton Bollard pull, with provision to have dynamic positioning of vessel. The designers for the Vessels are Sea Tech Singapore.



***Pooja for paint work commencement.***



***Owners visit ABG Vroon Site***

Two vessels are already delivered and third one will be delivered early 2009. Yard is committed to complete all vessels by mid 2010.

## Cochin NFC



Keel laying ceremony of the vessel BY- 077 took place at 10 .30 Hrs. on Wednesday, 30th November 2008 in Dock 2 (Building Dock) of Cochin Shipyard.

## CSL DESS



Sea Turbot CSL – Dess (BY-62) vessel which was sailed out on 24/08/2008 from Cochin Shipyard for Singapore.

## Vroon CSL

The steel cutting of the first two vessels commenced on 10th June 2008. The fabrication of 35nos hull blocks for the first two vessels is in progress.



These first two vessels of the series are scheduled to be delivered in Nov. 2009 and the remaining two in March 2010.

## Prithvi Pal Singh



Started his career as an Electrical Artificer Power and Control and

later transhipped to the merchant navy as an electrical officer. His dormant potential was soon recognized and he joined Zebec as an electrical supervisor for the new builds. PP as we dearly call him never rested on his laurels. His interest to learn every step of the way has paid dividends, with corresponding advancement to Project coordinator. He ensures all reports are completed as per prescribed norms. He is a stickler for formalities. Any short circuits and you will hear jarring audio alarms. However if a loud laugh spells a vacant mind, his loud voice indicates an open

heart. PP is a live wire to the core. His sense of humour comes through with his inimitable style of relating jokes, which brings more wattage to faces than the flood lights on deck. In every social gathering, he is always in the spot light. In Zebec with Determination and perseverance PP has benefited a holistic development of talent and attitude. Short fuse and preferential trips have given way to a mature relationship. With dreams in his eyes and a fire in his belly it will not be long before Singh... is... King.

By: Mr. F.M.Furtado

### Joke Corner

A sales rep, an administration clerk and the manager are walking for lunch when they find an antique oil lamp. They rub it and a Genie comes out in a puff of smoke. The Genie says, "I usually only grant three wishes, so I'll give each of you one wish each."

"Me first! Me first!" says the admin clerk. "I want to be in the Bahamas, driving a speedboat, without a care for the world." Poof! She's gone.

In astonishment, "Me next! Me next!" says the sales rep. "I want to be in Hawaii, relaxing on the beach with my personal masseuse, an endless supply of Pina Colodas and the love of my life." Poof! He's gone.

"OK, you're up," the Genie says to the manager.

The manager says, "I want those two back in the office after lunch."

Moral of the story: **Always let your boss have the first say.**

*Contributed by- Mr. Sri Ram-  
Marine Project Division  
Mumbai.*



Ashwathi & Vijesh

### Welcome to our World



Baby Girl Nithee born on 17<sup>th</sup> June 08 to Mr. + Mrs P.Şudhakar



Baby Boy born on 10<sup>th</sup> Oct 08 to Mr. + Mrs Antony Joseph

### Birthdays for this year end

1. Mrs. Shradha Katkam-11th
2. Mr. Satyanarayana- 13th November
3. Mr. VSV Srinivas-15th November
4. Mr. Peter Terezo-18th November
5. Capt. Sharad Varik- 19th November
6. Mr. P.V.Anil Kumar- 20th November
7. Ms. Vivien Lian- 10th December
8. Mr. P.Sudhakar-25<sup>th</sup> December
9. Mr.MKP Pillai-26th December

### OBITUARIES

Mr.P.P.K.Pillai, father of Mr. Ramesh Pillai (Project Manager NFC Project CSL) passed away peacefully on 31st October 2008 in Cochin.

# Zebec Dinners & Picnics

## Marine Projects Team Picnic



## Leadership Course Dinner Party-Sept 08



## Employment Anniversary

### November

- 01 Cdr. Prashant S.- 2yrs
- 01 Aswathi Manikoth- 1yr
- 01 Prithvi Pal Singh-2 yrs
- 01 Cdr. Sharad Varik-3yrs
- 04 Pankaj Gaonkar-3yrs
- 23 Priyanka Tiwari-1yr
- 23 Mr. Gopalji-2yr

### December

- 01 L.H. Ho-2yrs
- 13 Sushmita Sengupta-1yr
- 15 Rajesh Kapoor-2yrs
- 21 Rupesh Jadhav-3yrs

## Always Late for Work?

Road Traffic, Train late, car trouble, sick relative. These excuses for being late for work only get by a few times before your boss begins rolling her/his eyes.

### Tips on Getting to Work on Time

**Change your mind-set.** Do you have to be at work at 10:00? Wrong. Your clock-in time is 9:30. Remember that, aim for that, and if you achieve it, that's extra time to grab a cup of tea and read a newspaper, answer e-mails, or watch smugly as others arrive after you. If you're constantly late because of traffic, leave your house earlier.

**Be Responsible.** Late-comers are seen as irresponsible, unreliable, and uncaring. You may get dirty looks from co-workers or the occasionally gruff reminder from the boss, but if your job were really in jeopardy you'd change your behavior quickly. You owe it to yourself to make sure you're on time. Remembering this when you get up each morning may be the motivation you need to time-manage.

Accumulate the time you're late and do an hour of coverage. If you show that you're working on your weaknesses and indicate a willingness to make it up in other areas, it will be easier for your employer to accept tardiness.

**Think of others.** When you're late, others have to cover for you. They grow resentful, because they can manage to be on time, why can't you? Account for this in your behavior toward co-workers and make a point to volunteer to stay late.

Showing a willingness to work on the problem and compensate in other ways will make managers and co-workers patient. In the meantime, keep trying the on-timers' suggestions: leave earlier to account for traffic, do as much as you can the night before (showering, laying out clothes, packing lunches and briefcases), set more than one alarm clock.

Often being late means there simply isn't enough effort being made on your part.

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Readers are requested to contribute generously for the forthcoming Newsletter by forwarding valuable articles of interest to Zebecans. Please also give your valuable comments and suggestions to make this Newsletter a success.

Email: [bph@zebecmarine.com](mailto:bph@zebecmarine.com)