



# MARITIME

*International*

Corporate Profile



**North American Headquarters**

Board of Directors (left to right):

John Deats, Executive Vice President

David LeBlanc, President

Donald Nassar, Executive Vice President



# SUCCESS GUIDED BY PRINCIPLE, DRIVEN BY DETERMINATION.

The founders of Maritime International (MI) created the company on the simple principles of hard work, ingenuity and honesty. These virtues have driven the growth of the company since the early 1990's by fostering a client base that relies on our adherence to these guiding points. The Board of Directors and original owners of MI continue to promote this philosophy on a personal level with employees, customers and vendors.

Maritime provides products and services within the marine, civil and government sectors which include marine fendering and mooring products, engineering/design services, laboratory performance testing and heavy steel fabrication. Additionally, MI provides custom solutions for engineering problems associated with berthing and mooring issues for clients around the world.

The company's corporate headquarters and North American manufacturing division is located in Broussard, Louisiana in the USA. Additionally the company has divisional offices covering various regions of the globe from key geographic locations. This includes Western and Eastern Europe, Middle East, Africa, South East Asia and Latin America. MI also has an Asian manufacturing division managed from Beijing, China. Combining our various manufacturing units with our global sales divisions enables the company to effectively serve our markets on a worldwide basis.

MI's revenues have risen each year, which is a testament to the strong market position we have created. The result is that Maritime has built a solid financial record throughout its history and has exceeded industry standards. A key value to our clientele is our ability to provide strong economic resources in order to facilitate project financing and post installation service and support. This provides a significant benefit to our clients in today's tough global economy.

At Maritime International, it is our hope and goal to achieve a unique balance between cost effective products and services, and high quality results for our customers. Nothing satisfies us more than completing projects for clients who return to us not only because of what we supplied, but the way in which we did it.



## FRAMEWORK | FOUNDATION AND STRUCTURE

Strong leadership from the Board of Directors comprised of individuals who actually founded the company, forms the framework of the core virtues of MI. Maritime International is bolstered by a management team of seasoned technical professionals with domestic and international experience covering the variety of markets we serve. This management team is supported by a strong group of individuals from multi-disciplined departments including design engineers, QA/QC, project managers, draftsman, marketing support, customer service/inside sales, administration support, production personnel and factory workers. Company personnel are available within every time zone of the world which further enhances our ability to support our clients.

# Marine Fender Systems

# | Better Pier Protection

Maritime International is the global leader in the design, manufacture and testing of marine fender systems for docks and piers. Fenders are a critical element of any commercial marine docking facility and provide the necessary protection between a large vessel and the docking structure itself. Our products are utilized by a variety of clientele within several industries to include: ports and harbors, municipalities, private facilities and government/military facilities. These facilities are typically supported by Maritime via the engineering consultants and marine contractors that design, construct and maintain the docks and quays.

Our product line includes numerous types of fenders for various applications, but is anchored by the large molded fender group including: cone, cell, element and arch type fenders. All of our fenders are tested to the most rigorous standards per the latest international requirements, and Maritime leads the way in providing honest, practical and proven solutions for our clients.

Maritime possesses the largest high velocity fender test frame in the world which provides discriminating clients with a certified

demonstration of our product performance. Our state-of-the art laboratory provides clients with peace of mind when purchasing marine fenders from Maritime.

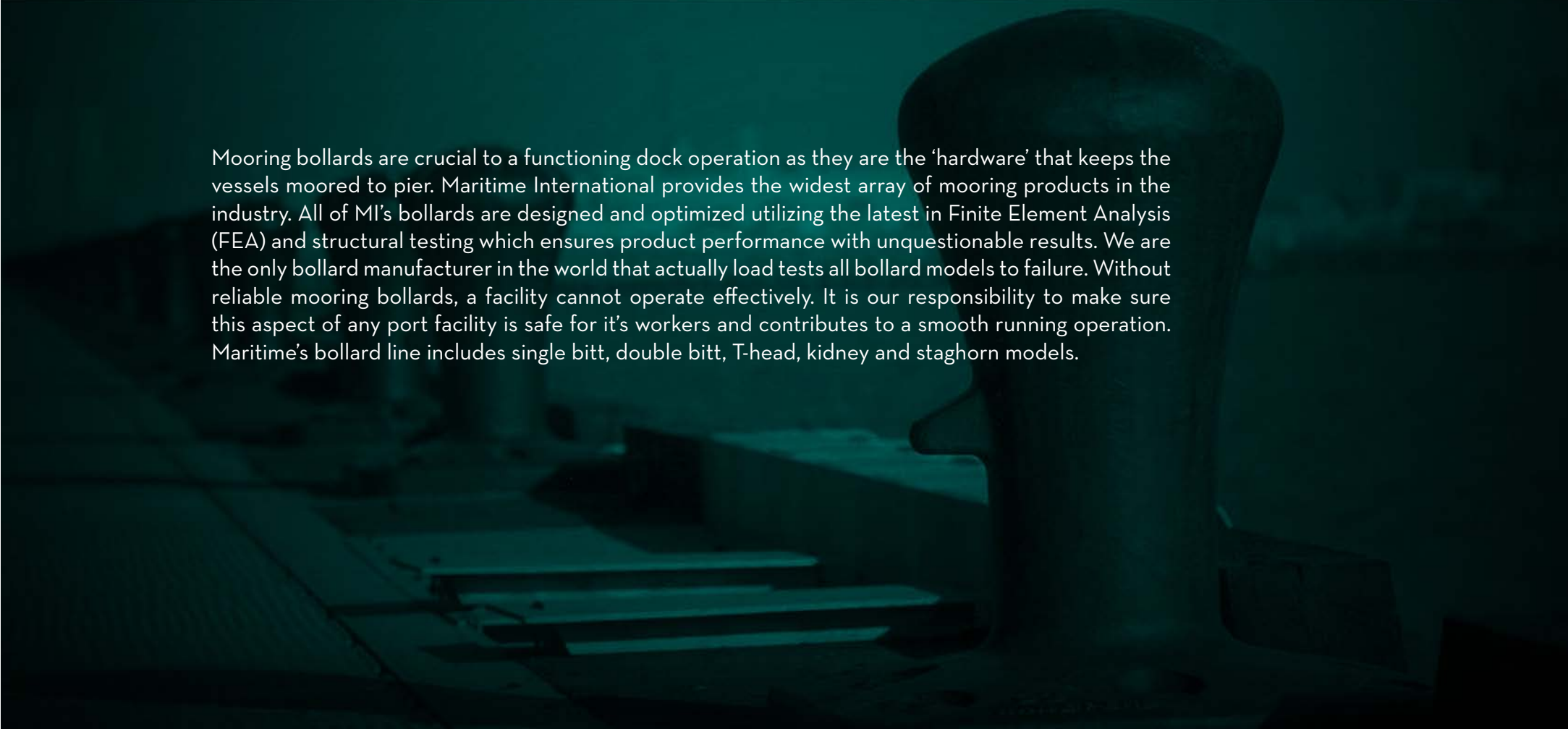
Our ISO 9001 certified rubber fender manufacturing facility boasts more than 50,000 square feet of shop space with capabilities of more than 10,000 tons throughput per annum which is amongst the largest in the world. Cutting edge on-premise material and performance testing capabilities provide clients with the highest level of security when purchasing fenders from Maritime International.





# Mooring Bollards | Holding the Line

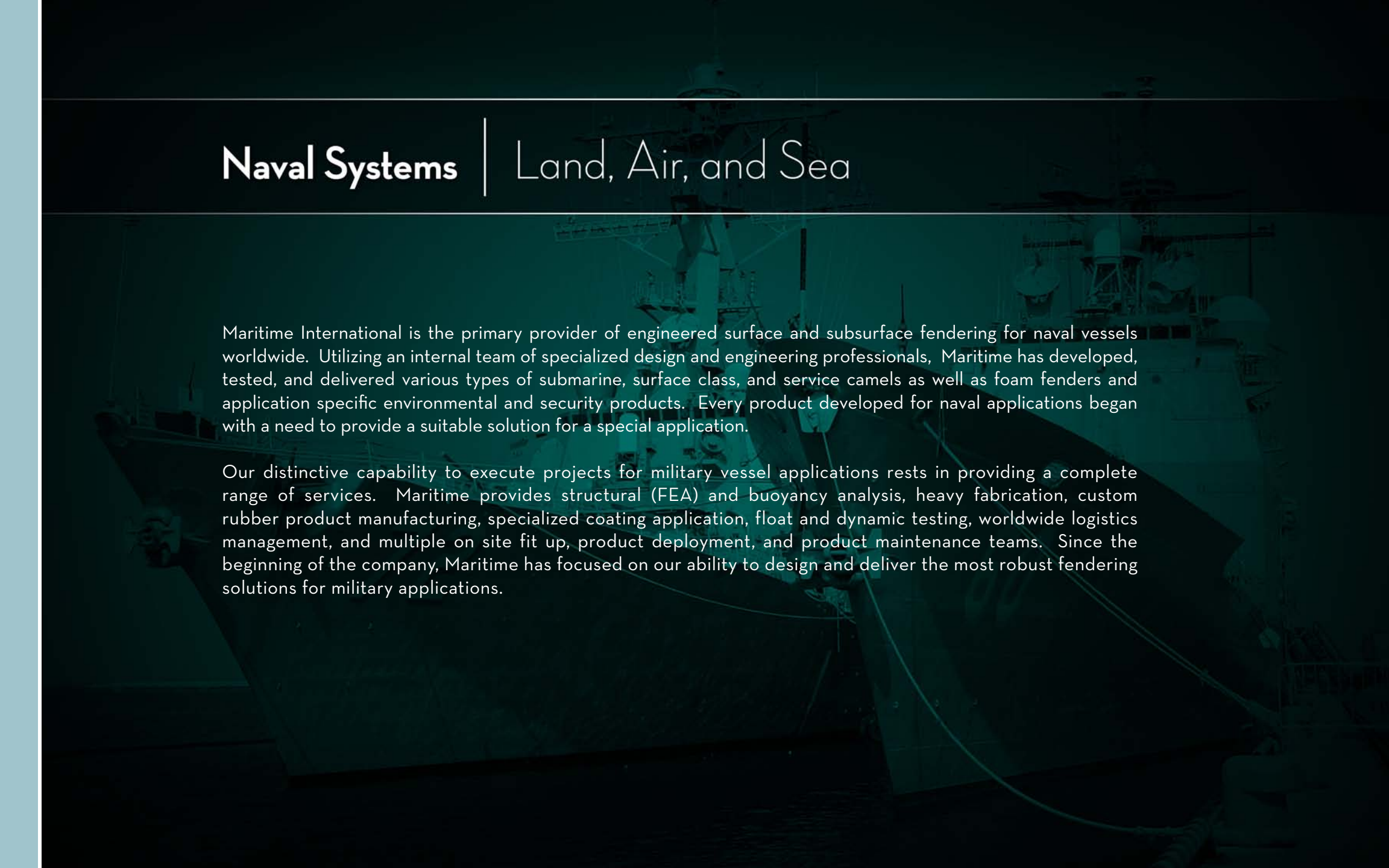
Mooring bollards are crucial to a functioning dock operation as they are the 'hardware' that keeps the vessels moored to pier. Maritime International provides the widest array of mooring products in the industry. All of MI's bollards are designed and optimized utilizing the latest in Finite Element Analysis (FEA) and structural testing which ensures product performance with unquestionable results. We are the only bollard manufacturer in the world that actually load tests all bollard models to failure. Without reliable mooring bollards, a facility cannot operate effectively. It is our responsibility to make sure this aspect of any port facility is safe for it's workers and contributes to a smooth running operation. Maritime's bollard line includes single bitt, double bitt, T-head, kidney and staghorn models.











# Naval Systems

# Land, Air, and Sea

Maritime International is the primary provider of engineered surface and subsurface fendering for naval vessels worldwide. Utilizing an internal team of specialized design and engineering professionals, Maritime has developed, tested, and delivered various types of submarine, surface class, and service camels as well as foam fenders and application specific environmental and security products. Every product developed for naval applications began with a need to provide a suitable solution for a special application.

Our distinctive capability to execute projects for military vessel applications rests in providing a complete range of services. Maritime provides structural (FEA) and buoyancy analysis, heavy fabrication, custom rubber product manufacturing, specialized coating application, float and dynamic testing, worldwide logistics management, and multiple on site fit up, product deployment, and product maintenance teams. Since the beginning of the company, Maritime has focused on our ability to design and deliver the most robust fendering solutions for military applications.





## **Fabrication Services**

## | Engineering, Fabricating, Delivering

Maritime International offers heavy steel fabrication services to a variety of industries that include Marine, Oil & Gas, Government and Municipalities. Our USA manufacturing unit operates a 65,000 square foot facility with lifting capabilities in excess of 70 tons. This fabrication facility is designed for maximum efficiencies and combines heavy duty steel fabrication capabilities with our value added engineering and design support for any large scale fabrication project. The heavy fabrication division provides the most diverse project range of the entire company. From fabricating large offshore steel piles, to offshore platform equipment modules, helidecks, bridges and walkways, the heavy fabrication division is able to execute a large variety of assignments. Maritime has cultivated a market position which utilizes our unique combination of skills and capabilities.





# Engineering & Design | Refined Creation, Tested Results

The epicenter of the company is comprised of our technical staff. Every single product or service that we provide has been either created or supported by our Engineering Department. Whether it is marine fender and bollard design, front end specifications, budget assistance, or FEA analysis of steel structures, Maritime is able to help. For more than a decade, clients from around the world have utilized our technical expertise to save money and increase efficiencies. Our global staff of engineers and designers provide our clients with economical solutions through innovative design work. We recognize the importance of clearly listening to our clients needs before advising them with an engineered solution. This perspective provides our business partners with a high level of confidence in Maritime's design capabilities, and it is this philosophy that has resulted in a substantial rate of repeat customers for the company.

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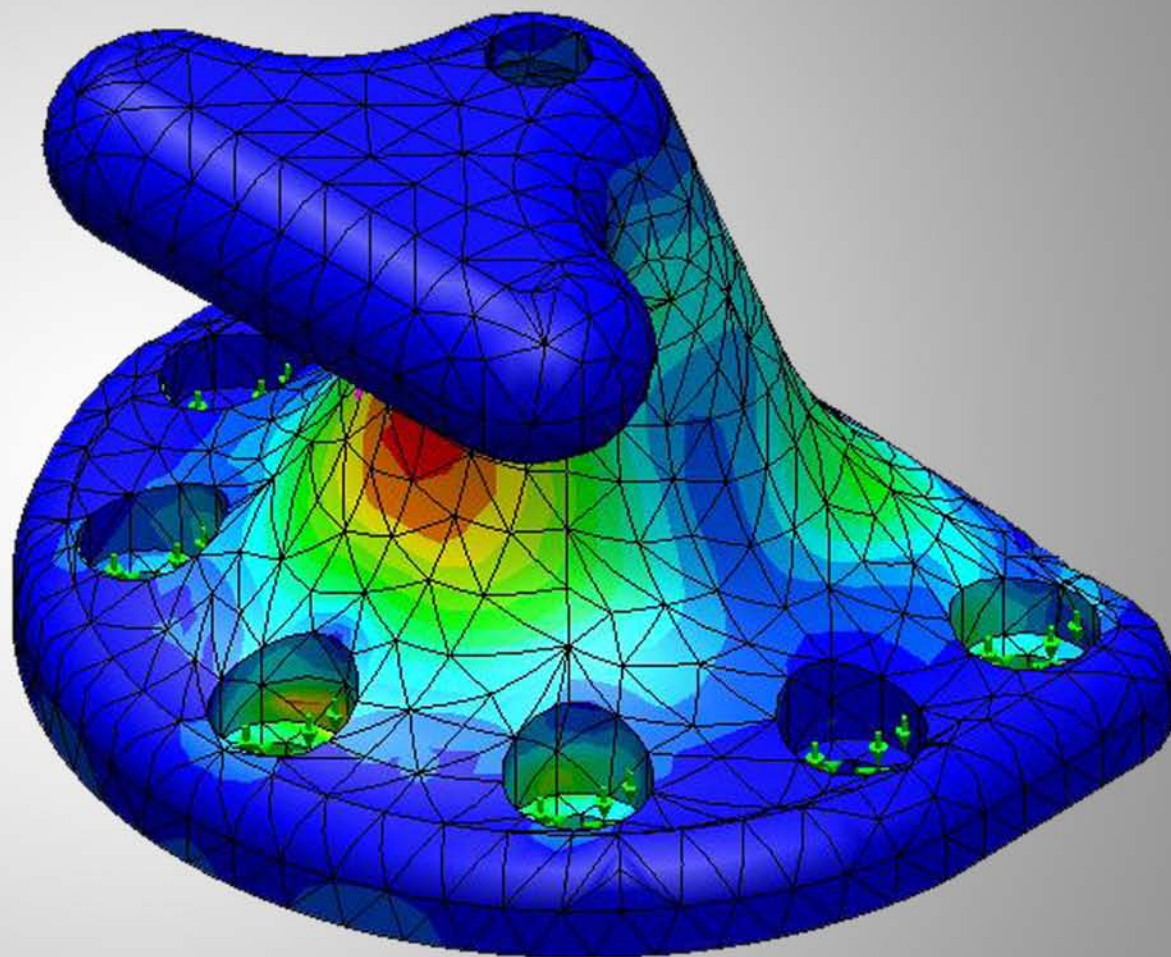
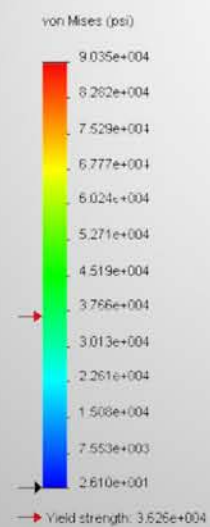
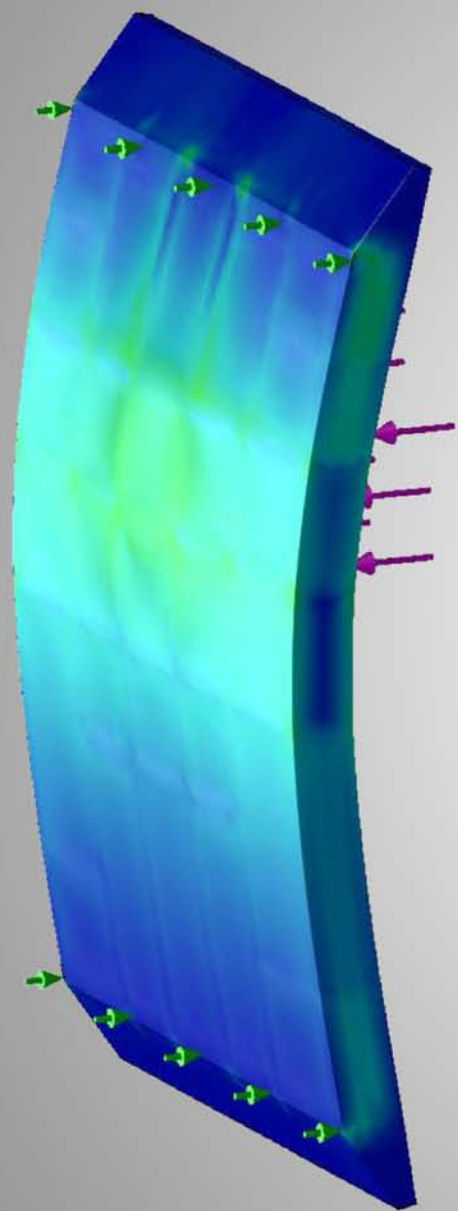
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DRAWING TITLE

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