



# Lifting markets

Specialised crane and vessel equipment manufacturer

Expanding interests in offshore industry

Currently delivering LKB (knuckle boom) crane to Scottish client

**Having entered the** industry as a small shipyard enterprise for the repair of ships and onboard machinery over 110 years ago, Lagendijk Constructie has grown in recognition and developed a distinct specialisation in crane solutions. Based in the Netherlands, the company has continuously developed its offering over the past century, moving into specific hydraulic deck equipment before entering into the construction of commercial shipping cranes in the 1970s. Over the last three decades the organisation and its 30-strong workforce have honed their talents in this latter field with both a bespoke and standard offering being a trademark of the business. This distinct capability has prompted Lagendijk to look to more complex markets and in the past 18 months it has started to build specialised cranes for offshore vessels, platforms, rigs and subsea activities, as well as service cranes for the dredging industry.

With its list of references ever on the increase, the organisation has developed strong relationships with numerous contractors throughout Europe and further afield, and is in close contact with all of its key clients. Industry leading companies such as Marine Procurement Ltd, Boskalis Westminster and IHC Holland are typical customers, while Lagendijk also works closely with companies specialised in heavy lift projects and companies such as Arklow Shipping and Wijnne & Barends.

However, it is only in the last 30 years that the organisation has actively sought business from the international players and it is through these associations that it has developed a prowess in overhauling or modifying used cranes for new applications. With such a broad spectrum of capabilities to its name, the organisation is highly dynamic yet remains dedicated to its core activity of new build crane construction. The niche field of cranes with a lifting capacity of up to a SWL (safe working load) of 100 tonnes and a reach of up to 30-metres is also a specialisation.

Explaining the move from national to international activity, Peter Lagendijk, managing director at Lagendijk Constructie highlights its key strengths in the market: "We decided to move away from the national market that focuses on smaller craft and utilises lighter cranes constructed in countries such as China, to meet the demand for top quality solutions in the international arena. The standard of our constructions is second to none making us ideally suited for the more demanding and discerning markets. We are also differentiated from our counterparts by the ability to build and install all machinery ourselves, from hydraulics to electrical elements and the overall engineering, we can handle everything with unrivalled flexibility. Unlike competitors who offer mass production series solutions, we can either design a crane to fit into an existing



environment or for a specific project, often with much faster delivery.”

Working alongside customers for a bespoke crane design is vital for Lagendijk’s success in the industry, while all crane solutions are produced in line with all relevant standards and regulations including Lloyd’s Veritas and ABS for American clients. At present the organisation is busy with the construction of an LKB (knuckle boom) crane suitable for subsea operations for a Scottish customer. Specifically designed with the client in mind, the crane will have the facility to carry out subsea work at a depth of approximately 100 metres with a lifting capacity of SWL ten tonnes at 15 metres. Due for delivery in April 2011, this project is of especial interest for the offshore industry.

“The reason we took steps into the offshore market is that we already made the top quality products necessary for its environments,” Peter notes. “We fit in perfectly and are busy working towards ISO9001 to be aligned with the demands of our new clientele. Our experience is also highly advantageous as customers recognised we can deliver quickly and within requirement.” For example, Lagendijk recently delivered a 12-metre long, six-metre wide

foundation tube to the Sea Trucks Group (FZE) in the United Emirates. The tube was designed with a mounted gangway for crew transportation between a vessel and floating platform, and while this was an extremely complex project it took the company only eight weeks to complete from the initial engineering to finalisation in conformity with ABS class approval.

Peter is confident that Lagendijk will continue to succeed in its chosen markets: “While we have plans to invest in our engineering department and our workshop capabilities to support this new growth market, we are also continuing to develop our assets in the field of onboard hydraulic machinery. With our portfolio stretching to all kinds of vessel applications including special lifting frames and A-frames for sea bed surveys we are always busy and have plenty of activity to bridge the gaps between crane sales. In the near future we hope to expand further into the shipping market where investments have been on hold over the past few years and have also identified cargo cranes as an area of potential – we hope to grow in recognition in whatever market we explore.” ♦



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