

**AS A PART** of its strategic growth plan, the Wärtsilä Corporation has extended its activities by acquiring SCHIFFKO, a German company group located in Hamburg.

**S**ince 2002, Wärtsilä has taken major steps into propulsion, ship electronics and automation. The latest move adds naval engineering expertise to the portfolio of services on offer. Formerly in private ownership, SCHIFFKO GmbH is a design and consultancy operation that has served international shipowners, shipyards and government authorities for more than 50 years. Over 2500 ships and numerous innovations have originated from the company's drawing boards. Annual turnover is approximately EUR 4 million and the number of employees is some 25. To boost capacity, SCHIFFKO works in close co-operation with its own network of native and non-native senior engineers, design partners, international supervision experts and specialists from different institutes and universities.

"The services we provide range from the initial design for a ship to the supply of complete design documents for fabrication - sometimes we even identify suitable yards. We prepare the full set of technical and commercial tender documents and carry out a neutral evaluation of incoming shipyard bids. In addition to own design work, we also perform extensive design optimisation of foreign designs to shipowners' and users' requirements.

**"WE CAN NOW  
ENGAGE IN A  
DIALOGUE WITH  
CUSTOMERS  
ON COMPLETE  
VESSELS."**



## EXPERTISE IN SHIP DESIGN FOR WÄRTSILÄ

► TEXT: MARJATTA PIETILÄ | PHOTOS: SCHIFFKO

We plan approval work, and conduct construction supervision, acceptance and project management activities on behalf of shipowners. Vessel types range from highly-sophisticated research ships to heavy-lift / pipelaying vessels and from high-technology offshore support ships to container carriers," says **Albrecht Delius**, Managing Director.

"Recently, we have been in the headlines because of our 1100 TEU Container Feeder Vessels. We are very proud that the SCHIFFKO CV 1100 has become the type of container vessel being constructed most often in the world. At the same time, we are working on new containerships of sizes ranging from 1300 TEU to 7300 TEU and also carrying out design studies for larger vessels of up to 12 000 TEU," says Delius.

### Profitable co-operation that benefits customers

The objectives of the new ownership arrangements include a strong emphasis on customers. Collaboration between the two companies will lead to a more comprehensive system of design and engineering in which both operational

requirements and a vessel's long-term service are taken into account at an early stage in the design process.

"Wärtsilä has a substantial quantity of engineering capacity related to ship engines and machinery solutions. In ship design, we can now engage in a dialogue with customers on complete vessels, rather than just the machinery component. The SCHIFFKO container vessel designs have a long track record in the container business, one of shipping's fastest growing segments. Wärtsilä has always had a strong focus on containerships and views involvement in containership design as being of strategic importance. Adding ship design to the portfolio we believe that that Wärtsilä is going to be a more valuable and resourceful partner to our customers in the containership segment" says Magnus Miemois, Vice President, Ship Power, Wärtsilä.

"Belonging to the Wärtsilä network means that our customers will see us as stronger ship designers in the future. As a part of a large multinational organisation, we will have better resources for expanding our design and consultancy capacity, which will also benefit all parties," says Delius. ●