



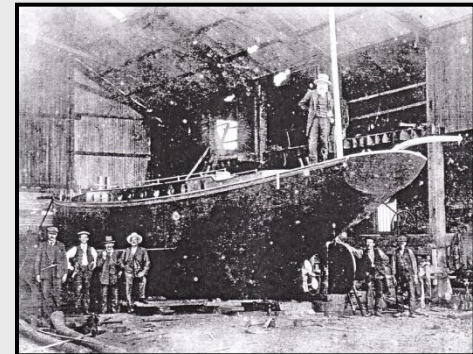
ARKLOW
MARINE SERVICES
Incorporated under Rappel Enterprises Limited



1. Company Information
2. Offshore Renewables
3. Supply Chain
4. Service Vessels
5. Opportunities
6. Challenges
7. Conclusion.



COMPANY INFORMATION



Family run business

Established in 1864

Employ 20 people

Specialising in shipbuilding,
marine and general
engineering.

Turnover €2M+

80% Home Market 20% Export



OFFSHORE RENEWABLES

- Offshore Wind Farms
- Wave Energy
- Tidal Energy





SUPPLY CHAIN

- Planning
- Surveys – Bird Ornithology, Ground Surveys, etc.
- Turbine Manufacturing
- Tower Fabrication
- Monopile or Seabed Foundation
- Blade Manufacture
- Electrical Cabling
- Installation Works
- Shipping Requirements,
- Service Vessels
- O & M – Operations and Maintenance



SERVICE VESSELS

- In 2007 Irish Economy was stagnating quickly.
- Research showed opportunities in Offshore Renewables
- Company carried out Feasibility Study supported by Enterprise Ireland.
- Result – A new vessel design to operate out to offshore wind farms.
- Marketing:
 - Invested in a new website
 - Attended trade shows
 - Travelled to U.K. cold calling.
 - Networking
 - Representative on the ground.



20 METRE WIND FARM SERVICE VESSEL

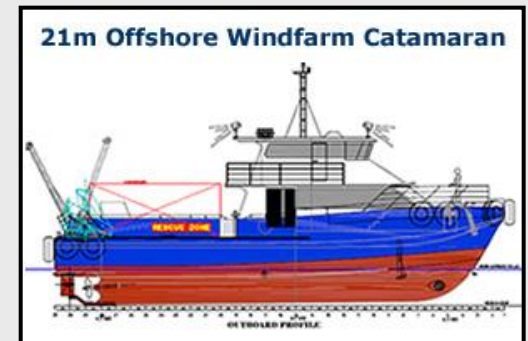
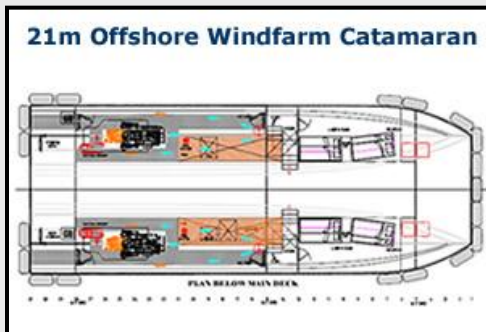


End result two orders – each contract worth €550K.
with total contract value each at £1.7M.



OPPORTUNITIES

- Supply of new vessels
- Personnel to operate the new service vessels
- Engineering..... Seapam
- Services
- Operations & Maintenance (O & M)
- Growing industry in U.K. Denmark, Germany, Netherlands and France





CHALLENGES

- Difficult market, changing continually.
- Marketing is Nr. 1,
- Innovation essential
- Must have finance in place and be a relatively strong company every way.
- R & D is very important even for small companies.
- Wages in Ireland much higher than in U.K.



CONCLUSION

- There are opportunities in the U.K.
- Have to do the foot work
- Help available – Enterprise Ireland and Irish Companies.



ARKLOW

MARINE SERVICES

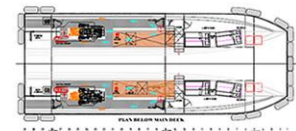
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21m Offshore Windfarm Catamaran



21m Offshore Windfarm Catamaran



READY WHEN YOU ARE