

Marine

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MN

100





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The first annual *MarineNews 100* list, one which chronicles the 100 leading companies serving the North American shallow draft market, is 'done and dusted.' The formidable effort, now safely in my choppy wake, provides a telling snapshot of just what makes this sector of the marine industry great. At the same time, the 100 firms outlined within these pages also shed considerable light on the breathtaking breadth of business happening on the water, in the yard and in myriad marine workshops, consultancies and manufacturing concerns nearby. On this one point, I think you and I can agree.

MarineNews' first annual *MN100* awards edition is the brown water and workboat industry's most awaited ranking of leading stakeholders serving the inland, coastal, offshore and shallow-draft markets. I can say this with confidence, knowing that no other marine trade journal serving this niche market has more readers, subscribers or – dare I say it – fans. All of that said; *the Buck stops at my desk* when it comes to this edition. I vetted all entries and personally selected the firms for which we chopped down trees and applied ink to paper. All kudos, comments, complaints and other 'observations' can be directed to keefe@marinelink.com. Fire away.

All gallows humor aside, I found this particular edition to be one of my most challenging; certainly one of the most interesting, and at the end of (several) very long days, one of the most enlightening tasks I've ever attempted. Editing a monthly trade journal can be, at times, a little like herding cats. This marine business of ours extends its tentacles in so many different directions, hence the selection of stories for the allotted folio each month can be challenging. But, that monthly task actually pales in comparison to the effort to rank the full measure of all of the organizations that make this fascinating business tick.

Beyond the selection process, however, this edition allowed me to reconnect at a grassroots level with hundreds of companies. Just when you think that you understand exactly what XYZ Consulting or ABC Shipbuilding does for a living, the process of digging just a little deeper turns out to be an invaluable exercise. It also provides (needed) perspective on what I should be writing about next. For these reasons, and many more, I look forward to doing it again next year. I say this, of course, in advance of the inevitable mailbag assault on my E-mail account. Believe it or not, I look forward to that dialogue, as well.

In September, we return to our typical exciting format, chock full of regular columns and features, augmented by the Editorial Calendar's focus points. As always, what you think is news is important to me. Don't ever hesitate to weigh in on that score. Finally, and as you turn the pages that follow this one, I'm betting that you – like myself – will come away with a different, if not better perspective of marine business today. Count on it.

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The Company:

Shock Mitigation brings together market analysis, communication, training and specialist online resources that link manufacturers and international decision makers. The company provides marine organizations, boat builders and equipment manufacturers with relevant subject matter expertise plus an independent overview of how this sector is rapidly changing. The objective is to communicate clear information to all levels of audience. For OEM boat builders and equipment manufacturers, Shock Mitigation addresses specific product development requirements regarding high speed craft, marine and special projects. The aim is to work with new and experienced clients to develop products, new technologies and processes relevant to the end user.



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The Case:

RIB and High Speed Craft Directory brings together specialist boats, equipment and new technology for maritime professionals. RIB & HSC eNews and eArticle give insight to significant issues for the fast boat sector. These

unique and independent online resources benefit all levels of military, professional and commercial marine organizations worldwide. For professional maritime organizations operating fast boats, Shock Mitigation brings together subject matter expertise to reduce injury, increase efficiency and reduce the risk of damaging litigation. The objective is to improve the overall approach to crew safety and the operational performance of boats and equipment. Knowledge is shaped by experience and understanding the factors that are driving the changes for employers and operators in the marine sector.

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The Company:

Tampa Yacht Manufacturing LLC offers 'Battle Ready' products with superior strength, high performance and extended life cycle. Each of TYM's vessels is designed and engineered to be mission specific. Included in its portfolio

are craft in the 9 to 11 meter length, engineered to provide economical and highly effective harbor and near shore defense and law enforcement solutions. TYM also offers several mid-size craft from 12 to 15 meters, designed to be aggressive, robust high performance craft engineered for interception, interdiction and take-down of high speed craft. TYM also offers larger size craft from 15m to 25m, which allow for over the horizon operations for extended duration. Included in the line-up are 'surge team' craft capable of operating in littoral waters, conducting amphibious landing in remote areas of operation and supporting force protection for amphibious assault groups.

The Case:

Incorporated in 2006, Tampa Yacht Manufacturing LLC (TYM) has seen consistent sales growth each and every year since. Based on the highly successful TEMPEST Fast Interceptor Craft, TYM has responded to the international terrorist threats worldwide, developing a full line of state of the art military and Para-military craft for coastal defense. The hallmark of Tampa Yacht Manufacturing is its ability to custom configure platforms to meet customer's unique requirements. Re-investment into R&D allows TYM to offer high performing coastal defense systems at a low price.