



NAVAMAR

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FAST AND EFFICIENT SHIPYARD SERVICES

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Specialising in ship repair since 2001, NAVAMAR is the only shipyard on the Island of Montreal to offer a complete line of vessel repair services. The company boasts a 56,000 square foot facility, with more 30 tons of over-head traveling crane capacity. Hannah Barnett spoke with Alain Thériault, President, to learn more.

IT has been a busy few years at NAVAMAR, and the Canadian ship repair enterprise has reported increased sales of 25%.

The company has 70 employees, including a highly trained team of naval architects, marine engineers, and technicians, and is known for delivering projects promptly: something which is ideal in a time – sensitive industry. Alongside its already estab-

lished success, NAVAMAR has recently been expanding into the fabrication side of the market, too.

“We are diversifying,” said President Alain Thériault. “In Canada, there’s a National Shipbuilding Strategy where our government will invest in the Navy and coast guard, but also in smaller vessels. So, we are using our sea to shore connectors to support the Royal Canadian Navy.”

A range of services

NAVAMAR works in close collaboration with its customers to find ingenious and appropriate solutions. Whether these involve routine repairs, or the most difficult renovations and modernization requirements, NAVAMAR is a reliable and capable partner.

The company is proud to be recognized in the marine community for carrying out work to the highest standards. Its mobile repair teams are available 24/7 and can be deployed from the Port of Montreal across Canada.

"The marine business is really niche," said Mr. Thériault. "Our competitors are slowing down, but we are expanding into fabrication, manufacture, and also maintenance for different companies in our area."

This commitment to diversification is clear from the sheer range of services on offer by the company. These include marine expertise in welding, mechanics, and electronics that is fully class certified with DNVGL, Lloyd's Register and CW.

The level of expertise means NAVAMAR can also manufacture customized equipment, offering a full turnkey service from design to installation. This may involve building bespoke work boats, icebreakers, modular vessels, barges, boats carrying a 20-ton crane, or those that operate in extreme conditions. NAVAMAR also offers refits and upgrades to Canadian standards.

Additionally, all NAVAMAR's work is done to the highest standards of safety, meaning it has earned a solid reputation among its clients, classification organizations, and ▀





Transport Canada. The training and certifications of the company's technicians are continually updated, and many go on location to perform inspections and repairs as required.

NAVAMAR's location means it can offer direct access to the Port of Montreal for oversized construction, as well as expertise in the handling and transportation of oversized parts. The company has CWB steel, stainless steel, and aluminum certifications.

Ahead of the pack

NAVAMAR stands out not only by the range of services it offers, but also by its ability to handle large complex projects. "We are only a middle sized company, but there

aren't many competitors out there that can do what we do," said Mr. Thériault. "No one else has the capacity of project management or our level of quality control."

Indeed, one of NAVAMAR's proudest claims is that it is a company that will get a job done, both thoroughly and in good time.

"We installed a water treatment system recently where the goal was to minimize the downtime of the ship as much as possible," Mr. Thériault explained. "So, for this kind of project we were doing all the piping and measuring. It had to be really precise, because the installation was a tricky one and we didn't have much space to work in. In the end, the customer couldn't believe how quickly we got it done."

NAVAMAR may be quick in its work, but its staff do not skimp on detail. On the contrary precision is key to enabling a faster and more efficient project in the long term.

"When we are fabricating, we compare the pipes we are installing to 3D models – just to make sure that they are exact," said Mr. Thériault. "And this is something that most companies, even larger shipyards, don't do. Usually, they do their piping as





they go. We measure our piping using a laser tracker and compare it with the 3D models and simulations. This reduces the risk of errors that could be problematic and slow down the shipbuilding."

This innovative approach ensures that the company consistently mini-

mizes downtime. "We never delay a single ship," said Mr. Thériault. "We can do an installation on the front of a ship in five or six weeks, maximum. Sometimes we have been able to do it in four weeks and the customer was really pleased." ▴










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Strong partnerships

NAVAMAR's remarkable success is at least in part down to its strong relationships with partners and suppliers. The company prioritises loyalty to guarantee long term collaboration.

"For example, we often work with the same painting suppliers," said Mr. Thériault. "We are not the kind of company that will

shop around for a few bucks and try lots of different suppliers. There is a risk to changing – and plenty of benefits to remaining loyal.

"Of course, some suppliers do go through an auditing process to start with, so we can guarantee quality. But it is always about working with them and establishing trust. Again, price is not the first thing that



we're going to evaluate: reputation and expertise are much more important."

For Mr Thériault, it is certainly motivating to be part of a company that guarantees such high standards of workmanship.

"The main reason we are able to handle complex projects is because we do not only perform ship repairs," he reflected. "Across all our services we have a very high level of project management and of quality follow up. For the size of the company, we have an impressive capacity to take things on and succeed. That is why we were able to get our contract with the Navy. It is really satisfying and exciting to be a part of."



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