

(inside) marine

SUPERYACHTS

Designing a dream

ICON YACHTS

*Dutch yacht
building mastery*

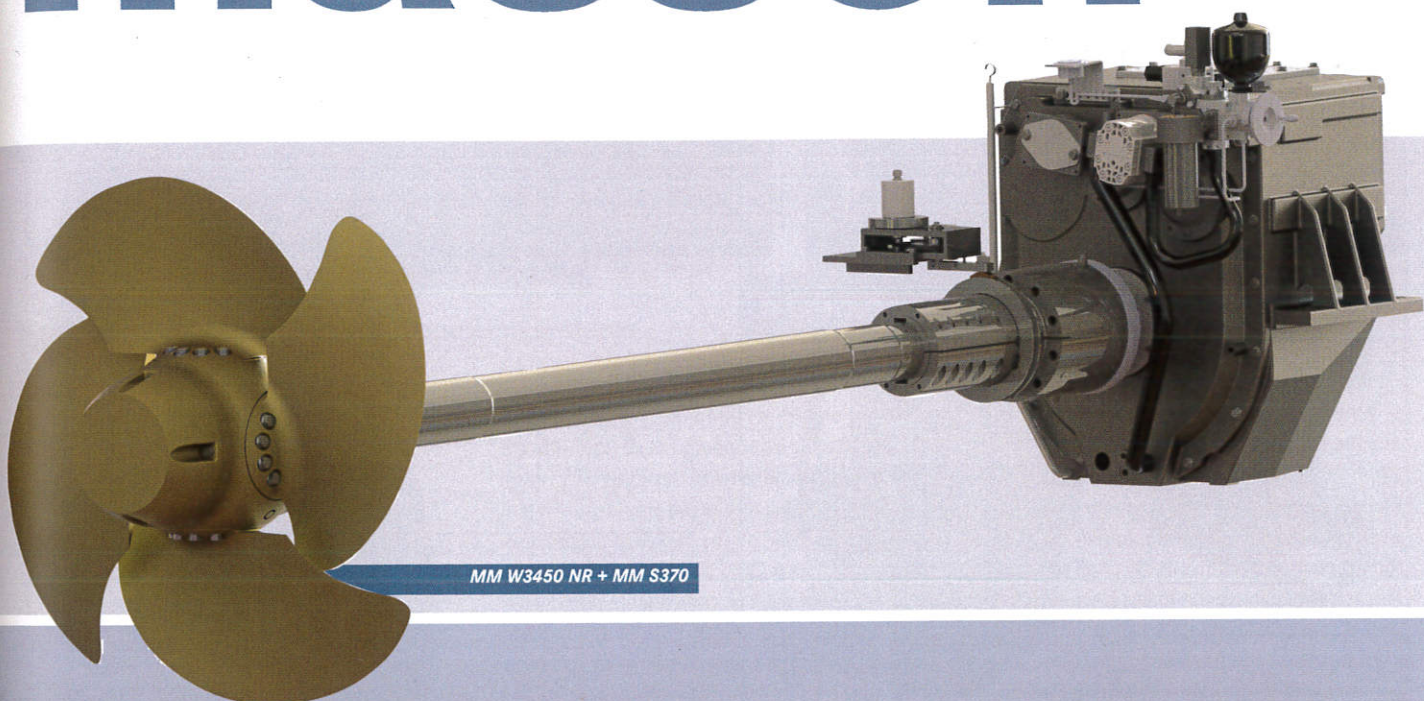
WILSON YACHT MANAGEMENT

*A discreet, friendly and personalised
yacht management service*

OCEANSAVER

*Dedicated to ballast
water treatment*

propulsion means masson



MM W3450 NR + MM S370

With an operational heritage reaching back more than 100 years, Masson Marine is delivering a winning all-in-one solution for a marine propulsion system. "Ships fitted with Masson Marine systems are being built working across the world," said Sales Manager Jean-François Roussial. Report by Colin Chinery.

Located in a wine lover's seventh heaven between Champagne and Burgundy, Masson Marine produces complete marine propulsion systems tailor-made to meet the demands of every type of vessel.

From naval ships to barges, and ferries to fishing vessels and life boats, Masson Marine is delivering across a 500 to 5,000 kW range with reduction ratios as high as 14 and propeller diameters up to five metres.

And with limitless possibilities of adaptation of live and clutch-controlled PTO attachments, Masson Marine presents the one comprehensive solution for a marine propulsion system.

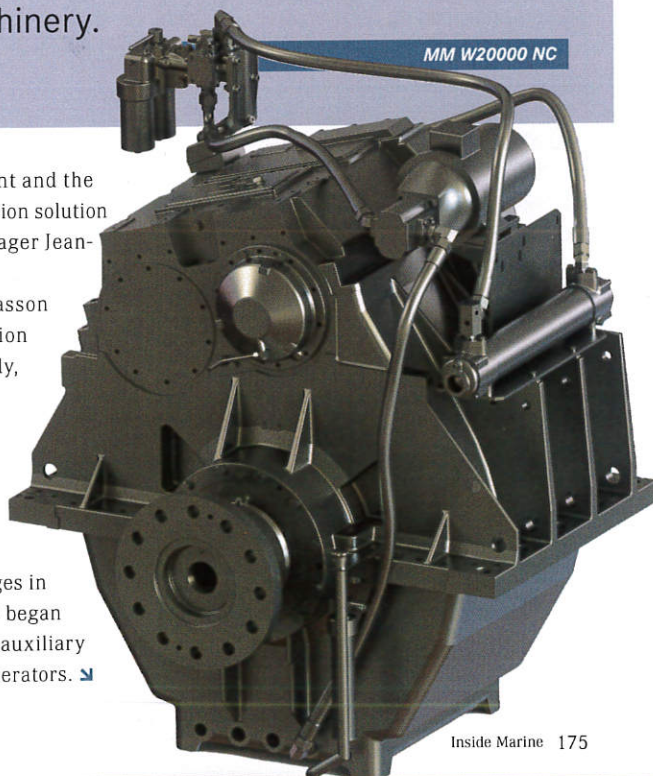
"We are not only a gearbox manufacturer but a propulsion system provider, both controllable pitch and fixed pitch. We are a key player, and

probably the one to be independent and the only one to offer a complete propulsion solution for the customer," said Sales Manager Jean-François Roussial.

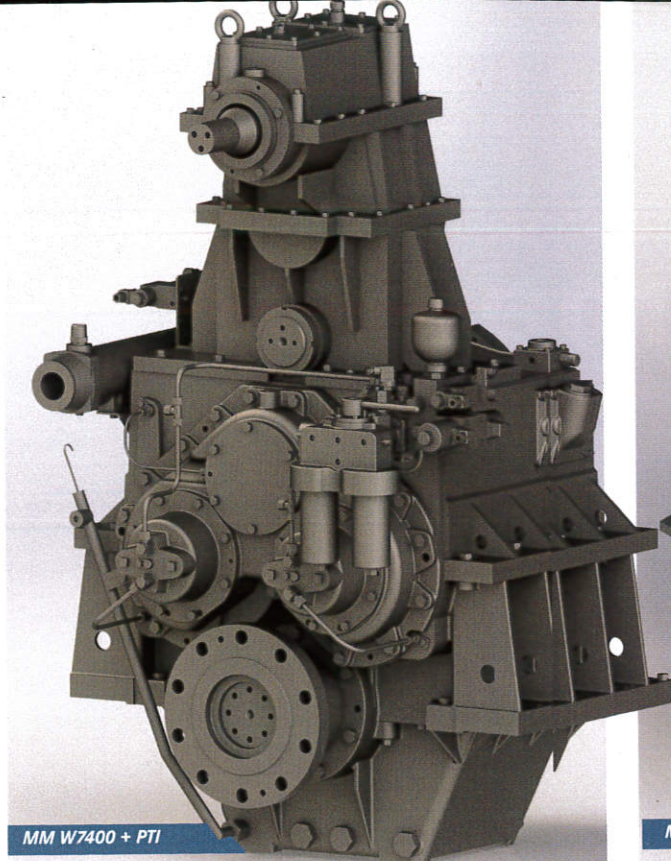
Founded in 1908 near Paris, Masson Marine moved to its present location in Saint-Denis-lès-Sens in Burgundy, north-central France in the 1970s as part of Pont-à-Mousson group.

Major Market Shift

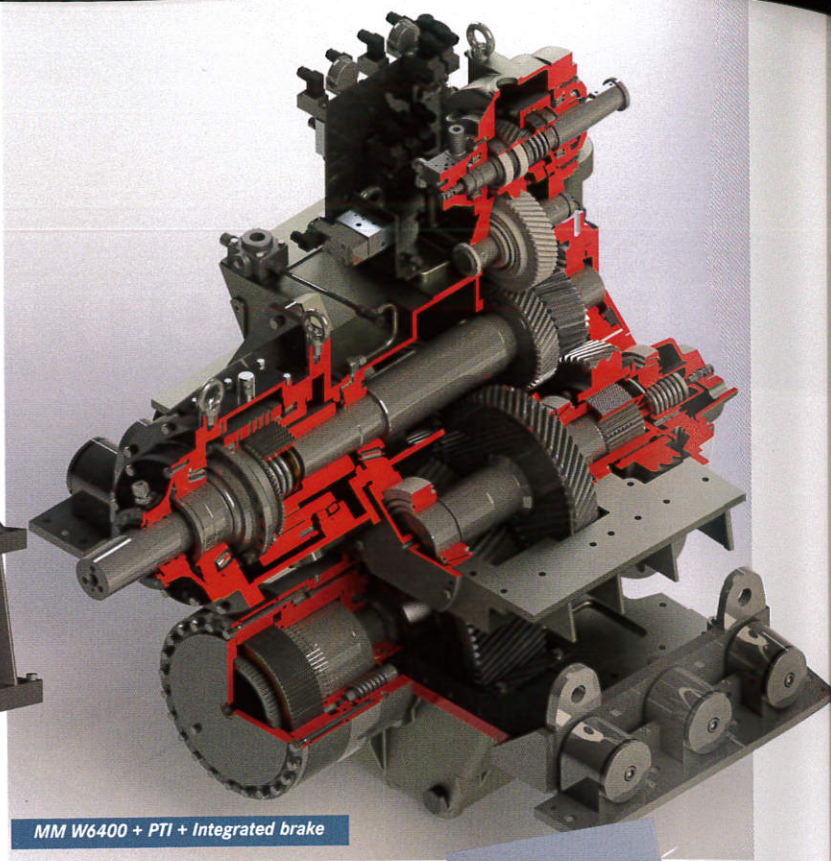
In the company's early days, railway brake discs and gearboxes were core lines, but with big changes in the workboat market, the company began to design power take-off drives for auxiliary equipment such as pumps and generators. ▀



MM W20000 NC



MM W7400 + PTI



MM W6400 + PTI + Integrated brake

A new generation of large reduction ratio marine transmissions was developed, and in 1999 - by then, after a series of acquisitions, known as ZF-Masson - it became a preferred workboat applications centre. And by developing the production of controllable pitch propellers, Masson was positioned to supply all-encompassing propulsion systems.

In November 2005, Masson became independent under the banner Masson Marine, and in 2007 took over the sales and acquired know-how of France's leader in the field of controllable pitch propellers, France Hélices.

"When we started as an independent company in 2005 we only had gearbox technology in our portfolio," said Mr Roussial. "Today, ships fitted with Masson Marine propulsion systems are working across the world."

The German company ownership backdrop has given an emphasis on quality processes, said Mr Roussial. "On top of that, we are now an independent company working with a very successful design department which is giving us an important flexibility in customising turnkey solutions for our customers."

French Pride

"We manufacture everything in our factory, giving us a lot of flexibility in design and production, and we are proud that our products are made in France. The design department which is a complete company inside Masson has a dedicated team for gearbox design and another for propeller design, working together for the complete propulsion system. Everyone is an expert in his domain."

Together with its all-in-one service, Masson Marine's technical support and advice helps the client at every stage from the study of a vessel through to the delivery of the propulsion system.

"We can advise on the choice of propulsion form and what will be the most suitable for a vessel; fixed pitch or controllable pitch, with a conventional drive with a diesel or a hybrid, and ratio depending on whether he wants speed or thrust."

Hybrid is now the main focus; a main diesel with a secondary input of electric, gas or even a second diesel engine. "We are working extensively in this area and we feel that in the future, the hybrid propulsion system is likely to be a good market for us."

Another development is the propeller pump. Compared with a conventional propeller, the propeller pump concept delivers average propeller efficiency 15 per cent higher with a diameter 20 to 30 per cent less.

To meet customer needs and green expectations, Masson Marine recently developed the azimuthal thruster. Easily maintained and enclosed in housing - so decreasing hull pulsations - MML55 saves space and maximises manoeuvrability, optimising efficiency and economical operation.

Aside from increasing competition, the key issue facing Masson Marine is the techno future for propulsion. "Go back three years when oil prices were high, and with everybody looking to decrease a vessel's operational costs, electric drive was very important."

"But now we have the feeling that with low oil prices there is less interest in green"



Propeller pump



MML55 azimuthal thruster



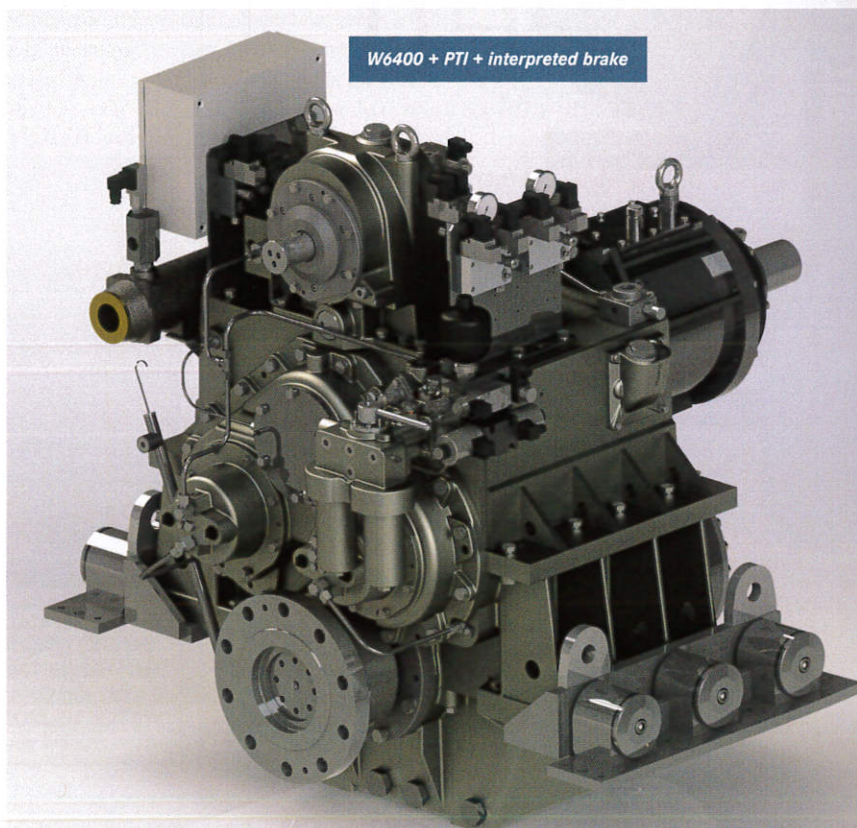
KRI RIGEL – MMW6400 + PTI + integrated shaft brake + propeller shaft

opportunities. So what will be the future? Will ship owners and operators be green minded, and go forward with electric propulsion or will they still be cost minded and stick with what they know – diesel oil? Will it be a thruster, a CP propeller, fixed pitch, diesel, electric, hybrid? It's very complex."

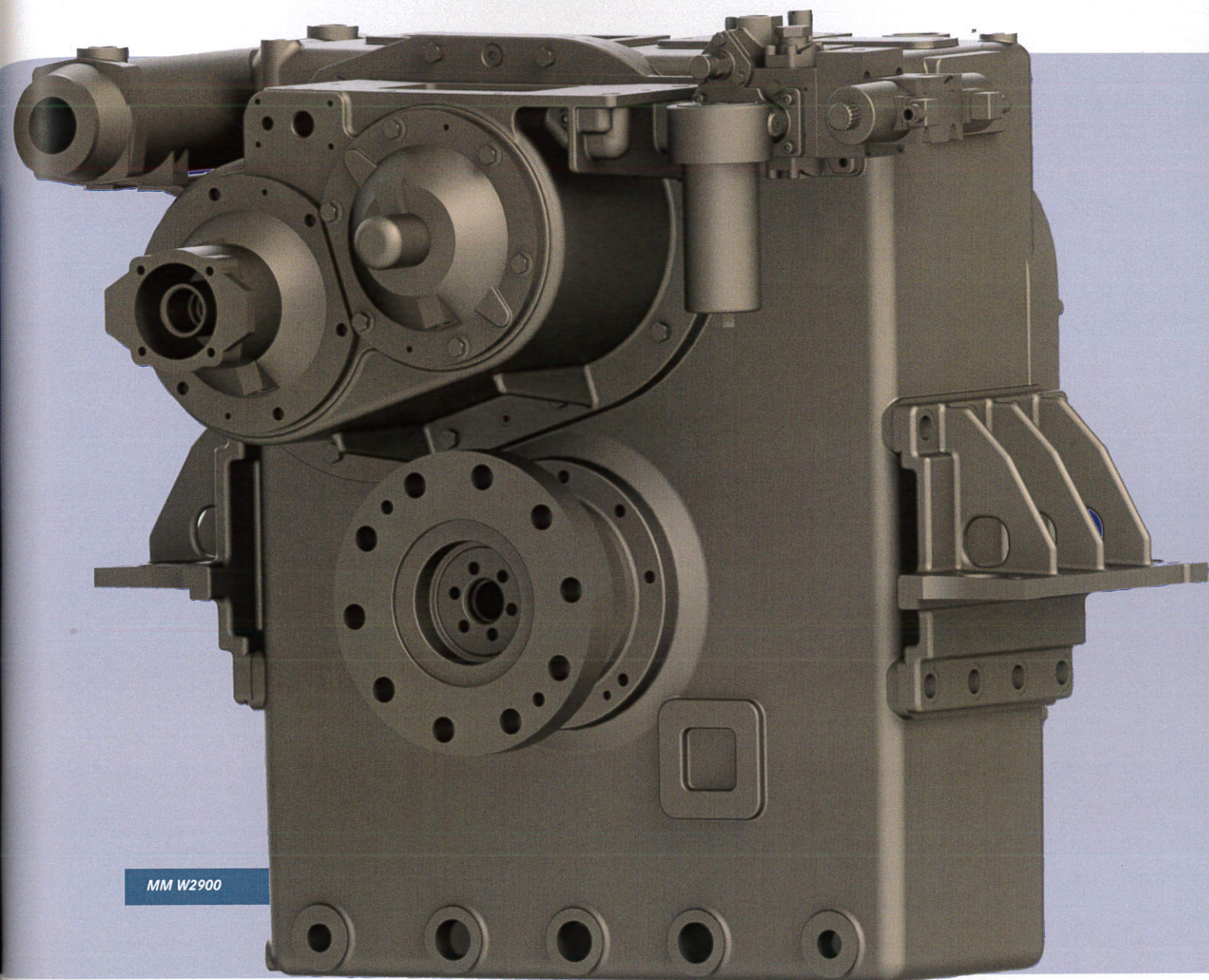
With strong markets in Western Europe, notably the French fishing industry and the Dutch inland waterways, and a presence in Madrid, Masson Marine's Far East growth ambitions are centred on its Singapore operation opened six years ago.

Asia now accounts for 20 per cent of its sales, and with further growth targeted, Masson Marine has increased its Singapore staffing levels there. "We have great expectations for this area," said Mr Roussial.

The prospects are certainly encouraging, and with the Indonesian government planning to produce thousands of vessels over the next five years to increase the connection between Indonesia's 18,000 islands, Masson Marine recently held talks with ministers in Jakarta.



W6400 + PTI + integrated brake



MM W2900

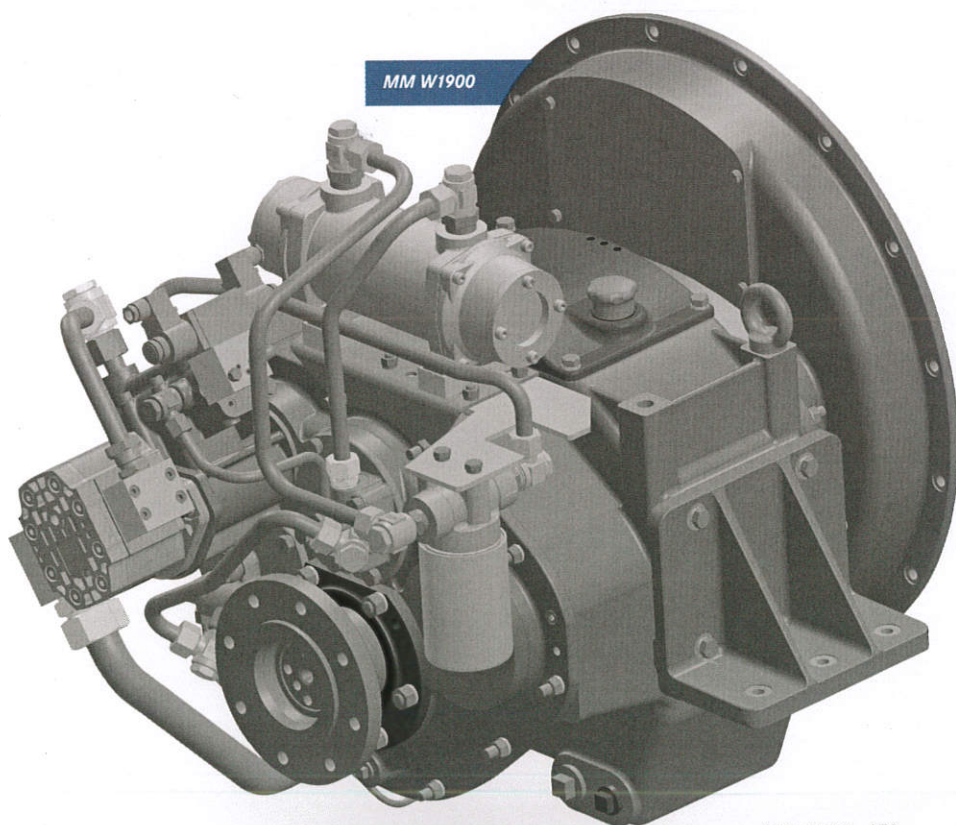
"Work boats are the most convenient form of inter-island transport, and with this enormous number of vessels to be built, we are bring to them in terms of propulsion."

Ever Increasing Range

Meantime, Masson Marine is continuing to enlarge its portfolio. It recently finished the development of a new model – the MM W2900 – of which ten units have already been sold, the ideal gearbox for 550kW (750hp) at 1,800rpm power with ratios from 2.5 to 6.7/1.

A smaller model, MM W1900 – 480kW (650hp) at 2,300rpm with ratio 1/1 to 7.7/1 – is set to be launched, possibly by the end of this year. "A company without projects is not a safe company, so we are constantly enlarging our range."

With over 100 years experience and more than 28,000 gearboxes and 1,000 propellers delivered, Masson Marine is delivering a complete quality system supported by continuous innovation and the best customer and dealer advice and support. "Masson," said Mr Roussial, "knows about propulsion."



MM W1900