



**A**t the corner of Bush and Wicomico streets, amid the sounds of trucks and tractor-trailers moving heavy cargo throughout the neighborhood, sits Ellicott Dredges, LLC, a Baltimore dredge company with deep roots.

Venture inside Ellicott's headquarters, where the walls are plastered with colorful photographs capturing dredges in action at foreign locations, and you will soon discover a company with ties that extend far beyond its blue-collar hometown.

After more than a century in the maritime industry, Ellicott can proudly boast a reputation as one of the world's largest dredge manufacturers. Since 1885, the company has churned out dredges — machines used to deepen waterways — for contractors, corporations, governments and other entities around the world.

The result? More than 1,300 dredges used in more than 75 countries.

Ellicott's success stems from basic principles the company has adhered to

since its inception, says Steve Miller, Ellicott's Sales Manager.

"With a company being over 100 years old, and focused on dredges for the entire period, we have very high standards for engineering and construction of our equipment," he says. "We're not the low-cost Charlie on the block. You get a good piece of equipment, and what that involves, when you come right down to it, is a lot of steel, a lot of materials and a lot of horsepower, and a very reliable pump that's an Ellicott pump."

# DEPENDABLE EQUIPMENT

For More Than a Century, Baltimore-Based Ellicott Dredges has Served the World

BY TYISHA MANIGO | Photography by Kathy Bergren Smith



Ellicott designs and manufactures two types of dredges — augers and cutterheads — that are used for a variety of operations, from canals and harbors to sand and gravel mining, as well as restoration work. Ellicott dredges are currently in use to repair areas damaged last year by the Gulf Coast hurricanes.

Most recently, Ellicott scored a major coup by selling one of its Series 670 Dragon cutterhead dredges to Henri Merceron Company, a French marine contractor, for a harbor project in Port de

Morin, Brittany. The dredging to deepen the harbor will accommodate a growing fleet of recreational boats as well as active fishing vessels.

The added significance, Miller says, is that Ellicott was able to sell to a European contractor in the first place.

*Right: A Series 670 Dragon cutterhead dredge (above) is loaded at the Port of Baltimore for transport to France.*



## More than one hundred years of service to the international maritime community

- Maritime Casualties
- Ship Finance
- Marine Insurance
- Immigration
- Maritime Arbitration
- P&I Correspondents
- Charter Party Matters
- Labor & Employment
- Environmental Claims
- Mediation

We are the correspondents in Baltimore for most of the world-wide protection and indemnity associations, and we act for other domestic and foreign insurers that provide insurance to vessel owners, charterers and port-related businesses. We represent local, national and international businesses in all aspects of the maritime industry.

For more information about our Admiralty & Maritime Practice, please contact Geoffrey Tobias, Tony Whitman, or Robert Hopkins.

### Ober, Kaler, Grimes & Shriver

Attorneys at Law

120 East Baltimore Street, Baltimore, Maryland 21202

Tel: 410-685-1120 • Fax: 410-547-0699 • Telex: 87774 RITNEY BAL

Email: [admiralty@ober.com](mailto:admiralty@ober.com) • [www.ober.com](http://www.ober.com)

Maryland • Washington, DC • Virginia

"We were able to demonstrate our equipment's benefits, durability and advantage over the competition. So we won this bid on a competitive basis against local European suppliers — that's pretty impressive," he says. "It's something we haven't had much success with because (European contractors) tend to have a we're-going-to-use-our-own-type of attitude ... and we were able to break that barrier."

The French client was so pleased with the Ellicott dredge, and his visit to Baltimore to inspect it, that he named it the *Baltimore*.

In early March, at Port de Morin on the Atlantic Coast of France, *Baltimore* was christened and blessed. With the flag of the City of Baltimore flying overhead, a local priest blessed the dredge, and then the daughter of Henri Merceron, Chantal Bellante, christened her with French champagne. Later a banquet was held in the nearby resort community to conclude the festivities.

Attending this ceremony, in addition to the Merceron and Bellante families

**NOW OPEN!**  
Toby's Dinner Theatre  
of Baltimore



BEST WESTERN HOTEL  
& CONFERENCE CENTER  
5625 O'Donnell Street  
Baltimore, MD 21224

**THE PORT OF BALTIMORE'S  
PREMIER MEETING &  
CONFERENCE CENTER**

For more information, call  
**410-633-9500**  
or **800-633-9511**  
Check us out at  
**[www.bwhotelbaltimore.com](http://www.bwhotelbaltimore.com)**

- 25,000 sq. ft. of meeting and event space
- 175 sleeping rooms
- Indoor pool & Fitness Center
- **Tradewinds** Restaurant & Lounge
- Full Service in-house catering
- Complimentary Buffet Breakfast
- Business Center
- Free High Speed Wireless Internet
- Massage by appointment
- Ample Free Parking
- Scheduled shuttle to Inner Harbor
- 4 miles to Baltimore's beautiful Inner Harbor



and the Merceron staff, were local business and city officials from Noirmoutier and L'Epine (where the Port de Morin is located), reporters from three local newspapers, French Ellicott representative Jean Luc Ponchaux and Paul P. Quinn, Ellicott's Director of Sales.

Miller says Ellicott works closely with customers to provide a detailed analysis of the particular dredge they will need for a project, including making any necessary modifications. From there, Ellicott pairs each client with a customer service representative who will travel to the customer's location to show them how to work the dredge

properly and make certain that the project is running smoothly.

Randy Graddic, a program manager for the State of Delaware Department of Natural Resources & Environmental Control, Division of Soil & Water, says he can attest to the quality workmanship of an Ellicott dredge.

Delaware has worked with Ellicott on a number of projects, including a three-month endeavor in late 2004 aimed at maintaining water depth in the Indian River Marina near Rehoboth Beach, Del.

Graddic applauds Ellicott's "superb" technical support, and says the agency was so pleased with the work that they extended its business with the company.

"The state has a long history with Ellicott dredges on their projects that spans 25 to 30 years," Graddic says. "It was based on that [marina project] that we went ahead and purchased a larger dredge from them."

Cynthia M. Burman, General Manager of Customer Service for the Maryland Port Administration, also speaks highly of Ellicott, which she's worked with for




COURTESY OF FRENCH ELLICOTT

*Left: Onlookers watch the progress of a champagne bottle at the christening of the dredge Baltimore in Port de Morin, France.*

several years. Ellicott uses shipping brokers, who in turn work with the Port, to handle arrangements and containerization for its overseas clients.

"They have a definite niche in the industry with their dredges," Burman says. "The Port is fortunate to have them in our backyard. They are a vital part of our business community."

Miller agrees that Ellicott's work with the Port is another example of just how important dredging is.

"What keeps the Port alive is dredging. If you suspend all dredging operations, ships would be unable to pass through," Miller says. "Our dredges are used to maintain ports worldwide." 



**The Bill Lukowski Steamship Agency, Inc.**  
**"Baltimore's No. 1 Tanker Agent"**

Agent: Bill Lukowski

**Bus: (410)276-2078**

**Res: (410)931-0775**

**Fax: (410)276-3298**

**E-mail: blukowski@aol.com**

**TELEX: 49619579 BLSA UI**

**2202 Boston Street, Baltimore, MD 21231**

# WINDSPEED LOGISTICS, LLC.

agents for

**COWAN**  
**INTERMODAL GROUP**

TRUCKING



WAREHOUSING

**2301 Grays Road • Baltimore, MD 21222**

**Call Dennis Butterwei / Steve Pelekakis / David Sostak**

**Phone: 410-388-1130 Fax: 410-388-2217**

**800-226-9773**