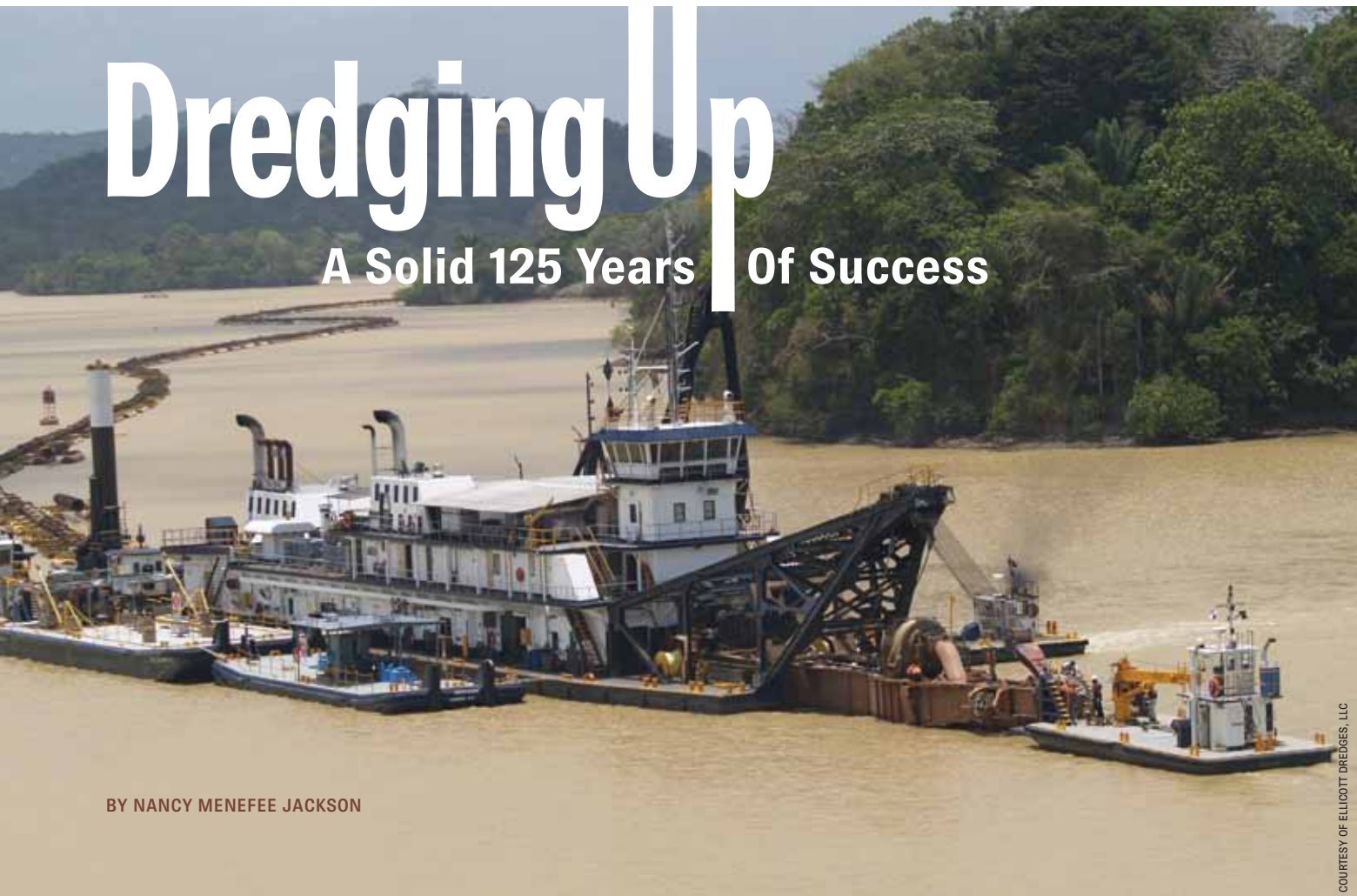


# Dredging Up

A Solid 125 Years Of Success



BY NANCY MENEFFEE JACKSON

COURTESY OF ELlicOTT DREDGES, LLC

## Ellicott Celebrates Anniversary with Long Line of Accomplishments

**A**n impressive picture hanging at Ellicott Dredges, LLC shows equipment at work in the Panama Canal around 1943. But the company's commitment to quality is showcased by what the viewer *doesn't* see — the dredge in that photo is still on the job today (though it's finally scheduled to be replaced).

"We have every drawing for every dredge we've ever built," said Peter A. Bowe, President of Ellicott. "There are no orphans."

A sense of history permeates the company's vast Baltimore manufacturing operation, which has been up and running at its present location for more than a century and built all of the dredges for the original construction of the Panama Canal starting in 1903.

Ellicott's 100,000-square-foot shop, with its brick walls rising to cathedral-like heights, is now home to state-of-the-art equipment such as million-dollar machining tools.

A pioneer in dredging technology, Ellicott Dredge Enterprises is the oldest and largest U.S. dredging manufacturer. The company's pride in its American-built product is evident in the color scheme of its finished dredges — red, white and blue.

As Bowe noted, "2009 was an up year and 2010 should be an up year."

But 2010 is special in another way — Founded in 1885, Ellicott Dredges is celebrating its 125th anniversary.

The company is also enjoying a number of recent accolades: In



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January, Ellicott was listed among the 50 fastest-growing companies in the region by *SmartCEO* magazine, and Bowe was presented with a Future 50 Award and Resilience Award by that same publication. Then, in April, the Initiative for a Competitive Inner City (ICIC) of Boston named Ellicott one of America's 100 fastest-growing inner city-based companies for the third year in a row (the only Baltimore company to receive such recognition).

In late February, U.S. Secretary of Commerce Gary Locke visited Ellicott to promote the National Export Initiative, which hopes to double U.S. exports in the next five years. Calling it an "iconic company," Locke added, "Since 2006, Ellicott has almost doubled its workforce — and that growth can be almost entirely attributed to the increase in exports."

Ellicott's workforce currently stands at more than 200 employees, and to date, the company has built more than 2,000 dredges. The company sells its dredges around the world and makes about

*Peter A. Bowe, President of Ellicott Dredge Enterprises, LLC, cites the company's proximity to the Port of Baltimore as a key part of its successful strategy. The Baltimore company manufactures dredges in a variety of models and ships them to customers all over the world.*



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50 pieces of equipment each year. Most of the dredges are used for mining sand and gravel, tin, phosphate, nickel and coal. About 10 percent of the equipment is used for navigational dredging. The company manufactures a standard line, about 15 models, but will custom-design

equipment for specific operations. The largest dredge the company ever built cost more than \$25 million.

"We have a reputation as the Cadillac of the industry," Bowe said. "It's known that our stuff lasts forever. Ruggedness and durability are our watchwords. Everything is built to a design. We design every component for its intended purpose."

The dredges are powered by Caterpillar diesel engines, which have become more fuel-efficient in recent years. In another green initiative, the company has worked with its oil supplier to come up with hydraulic oil that is biodegradable.

All of the dredges are built in pieces that can be trucked out of its Baltimore plant — often to the Port of Baltimore and then on to locations ranging from small harbors in Florida to soda ash mining operations in Kenya. One dredge under construction is headed to Indonesia to mine nickel; another, commissioned by the

*Equipment is readied for shipment; Ellicott makes about 50 pieces of equipment each year. Most of its dredges are used for mining operations, with about 10 percent designed for navigational dredging.*

# SNAPSHOTS of Ellicott

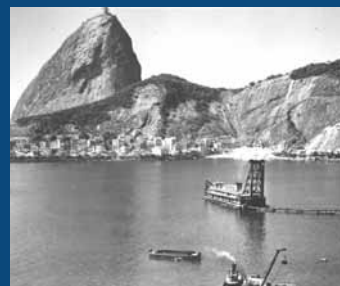
**1903**  
"Mindi," an Ellicott-built dredge, helps create the Panama Canal. The company built all of the early Panama Canal dredges.



Long before Rio de Janeiro was a vacation hotspot, Ellicott dredges worked there. Sugarloaf Mountain rises in the background.



**2010**  
"Mindi" is still operating in the canal today, but this year the hard-working dredge is finally to be retired and replaced.



**1950**  
A dredge from the 1950s in Indonesia can be compared with its counterpart today, a Series 370 dredge.

U.S. Government's Department of the Interior, will maintain a water reservoir in Yuma, Az.

Bowe says the company's location is ideal because it is so close to the Port. "From the roof of our building, you can see the Port's cranes," he said.

Virginia-based Markel Ventures, which recently acquired Ellicott Dredges, plans to keep operations in Baltimore. "Everyone in this company knows that our livelihood depends on exports," Bowe said, "and to have exports you have to have a well-functioning port and good marine logistics."

In any given year, the company exports dredges to more than 20 countries "and that's why we need the Port of Baltimore," he said, adding that service to developing countries is particularly key.

Bowe praises the Port's dedication. Recently, a customer in Iraq didn't make the proper arrangements to get a dredge shipped, so Maryland Port Administration (MPA) Trade Development Manager Cynthia Burman spent time over the weekend putting the customer in touch with the proper people to get the transaction completed.


"We pride ourselves in making it work for our customers," Burman said. "Whatever their need, when it comes to international shipping and transportation we are here to get the job done. Ellicott is one of our premier accounts and we are honored to have them headquartered in the State of Maryland for 125 years."

State Del. Brian McHale (D-District 46) said, "For 125 years, Ellicott Dredges has been known around the world for manufacturing the highest standard of dredge machinery. The fact that Ellicott equipment has been sold in more than 80 countries, and they continue to thrive through this challenging recession, is a testament to their global reputation for quality workmanship and product."

Ellicott Dredge Enterprises has another connection to Baltimore;

it makes the Trash Cat, which skims floating debris from the Inner Harbor.

The State of Delaware is also a customer, having purchased its third Ellicott dredge — an SL300 — in 2009.

"They are absolutely a first-class company — they make a great product and they stand behind it," said Robert Baldwin, director of the Division of Soil and Water Conservation for the Delaware Department of Natural Resources and Environmental Control. "We have owned Ellicott dredges for 40 years, and we have had great service from them." 

## At a Glance **Ellicott Dredge Enterprises**

- › Founded in 1885.
- › Designs and builds all key components of dredging systems.
- › Increased employees and manufacturing space last year, including adding 20-ton crane capacity through out its southwest Baltimore plant.

[www.dredge.com](http://www.dredge.com)



**2010**

A Series 370 dredge works today in Punta Cana. Dredges are used for mining sand and gravel, tin, phosphate, nickel, and coal.



**2009**

An Ellicott-built dredge is being towed to a spot in Abu Dhabi in the United Arab Emirates where it restored flooded lands.



Ellicott designed and built equipment that was used in the formation of Hart Miller Island.



**2009**

An Ellicott Series 4170 dredge created islands in Abu Dhabi in the United Arab Emirates. Dredges are needed to repair storm-ravaged coasts.

PHOTOGRAPHY COURTESY OF ELlicOTT DREDGES, LLC