

Point Hope Maritime

Ralmax Group of Companies



Ralmax Group of Companies is a diversified group of local industrial businesses focused in and around Victoria's working harbor. The full-service shipyard at Point Hope is finding major success in its innovative approach to business and its work with a wide range of commercial and private marine vessels from BC and the US. In addition to scoring a recent five-year service contract for the fleet operated by BC Ferries, the shipyard leveraged its partnerships with local businesses to build and then deliver by water a 4,100 tonne pontoon to a ferry terminal on the BC mainland.

Operations

Point Hope Maritime offers construction and servicing of commercial and private vessels from 60 to 160 feet. Site infrastructure includes marine railways, deep-water berths and a graving dock.

Year founded 2003

Primary Market BC and international

Employees 400 full-time (across all Ralmax companies)

Q&A

Sage Berryman | Co-CEO

www.ralmax.com

What is the nature of the marine marketplace in Victoria?

It's a market that is quite focused on how we collaborate and partnerships we build locally. There's lots of opportunity but it needs to be done in cultural alignment with the local community. We are passionate about where we live and do business and want to maintain that. So ensuring there's a long-term perspective is important.

Can you define Victoria's supply chain?

We are a locally owned business ourselves and really focus on local businesses. So most dollars that come to us are being spent multiple times over, in the market and with our suppliers.

“A lot of the desire to work here is based on the desire to live here.”

Sage Berryman

How important are local academic institutions to your success?

We depend on and really prioritize our relationships with academic institutions. So, for example, we structured a partnership with Camosun College that provided ongoing support for trades training with First Nations members. It was something they hadn't done before and we were able to put the collaboration together to solve both of our needs.

What has generated your growth?

One thing we're seeing is that our companies are receiving more demand from large companies outside the local area. This is coming to us because of quality and cost of our output. We have the skill and ability to do jobs in a cost-effective way. We are also able to do the marine transportation, to move large items to those locations further away, even if produced here.

Any recent successes you'd like to tell us about?

One of our recent successes is related to a large-build that we did for BC Ferries, involving a 116-metre ferry dock pontoon tugged to Langdale terminal. This speaks to our ability to construct some large infrastructure here on Vancouver Island and then move it by barge to the location it needs to be. In this example, it hadn't been done here before and involved a large number of local suppliers partnered together. We had the ability to collaborate with suppliers and vendors to put together a joint bid that was unique.

