

mt

MANAGEMENT TODAY

The Corner Office / Winter 2011



pg.16 **ALL
IN THE
FAMILY**

La Curacao President
Rick Hutton knows
that family matters.



**MEXICO'S
CYVSA** pg.88
KEEPS COOL



**WHAT
JOCKS** pg.8
CAN TEACH BIZ EXECS



Managing Success

SHIP REPAIR AND FABRICATION COMPANY TNG SEEKS NEW OPPORTUNITIES TO USE THE VAST CAPABILITIES OF ITS VERACRUZ, MEXICO, FACILITY.

> TALLERES NAVALES DEL GOLFO (TNG)

// Located in Mexico's busiest port, TNG is a leading worldwide marine solutions provider.



BY JIM HARRIS

Moises Vazquez believes in applying project management principles both in and outside his office. Vazquez, a project manager for the Veracruz, Mexico-based shipyard services company Talleres Navales del Golfo (TNG), feels philosophies such as planning and organizing resources are universal tools. "We are project directors of our life, and you can reach all your targets faster and easily if

you establish clearly what you want, then use your energy to get it in the time frame you want it," he says. "If you handle every target as a project, you will be emotionally and professionally successful."

Professionally, Vazquez believes there is one part of his project management approach that guides the rest. "I believe in clear and strong communication at all levels, and not only with the client," he says. "Communication has to be even bet-

ter with my project management team; great strategies are useless if your team does not understand them."

[PROFILE]

Talleres Navales del Golfo (TNG)

www.tnghph.com.mx


Headquarters: Veracruz, Mexico

Specialty: Shipyard services

Employees: 200

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Vazquez became the youngest project manager in TNG's ship repair division six years ago. He says the company's strong belief in a project team philosophy and its strategic location in Mexico's busiest port area has helped it become a leading worldwide marine solutions provider. TNG is focused on addressing the challenges of the world economy through proactive cost control, effective project management and customer satisfaction. The company also is looking into expanding its fabrication. "There is market opportunity to vertically integrate additional fabrication services," the company says. "We could easily have the capability to offer a wide range of offshore fabrication."

Our fabrication shops have so much capacity, I could easily see us branching into many other areas with major scopes in the offshore segment."

Strong Relationships

The company's efforts are greatly enhanced through the efforts of its suppliers. One key supplier is Meg-Alert Inc., a Minocqua, Wis.-based firm that has supplied unique patented motor and generator protection devices to the oilfield, refinery and petro-chemical industries for more than 25 years.

Meg-Alert has furnished many systems that allow TNG crews to predict and prevent winding insulation failures on critical equipment. The company's efforts are greatly enhanced through the efforts of its suppliers. One key supplier is Meg-Alert Inc., a Minocqua, Wis.-based firm that has supplied unique patented motor and generator protection devices to the oilfield, refinery and petro-chemical industries for more than 25 years.

cal equipment before they occur, saving on expensive rewind costs and unexpected downtime. Meg-Alert's automatic "Hands Off" testing capabilities also prevent personnel from dangerous arc flash exposure, Vice President Rick Zelm says. "Meg-Alert systems have the unique ability to test and monitor motors or generators continuously, whenever they are offline, and can be set up to alarm and lockout the equipment to prevent an impending failure on startup," he adds. "The 'real time' insulation levels are displayed on an analog megohm meter and can also be sent to a supervisory control and data acquisition or remote monitoring system for trending and remote alarming." *wt*