

ALPHATRON

Marine Magazine

Magazine of **JRC** and Alphatron Marine | Year 5 April 2021

NAVIGATION PACKAGES FOR
FORTY TANKERS

INNOVATIONS

JRC'S RADAR WAVE ANALYSIS FUNCTION

THE GREEK
MARITIME MARKET

WOMEN IN THE
MARITIME SECTOR

MIRAI:
THE CORPORATE PHILOSOPHY



COLOPHON

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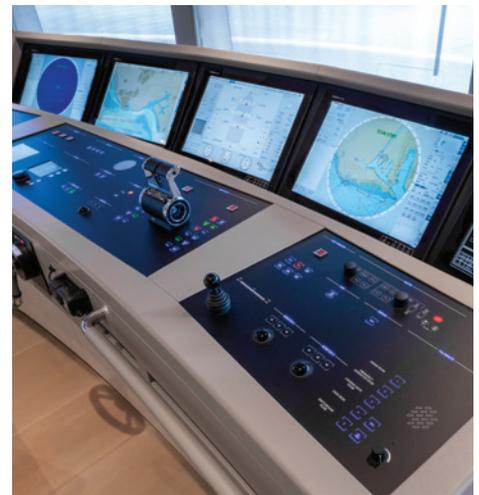
Alpatron Marine is a world renowned supplier of integrated bridge solutions, representing a number of major industrial brands, alongside manufacturing unique complementary products to the **JRC** portfolio. With full support from Centers of Excellence in Tokyo, Rotterdam, Singapore and Houston, the combined synergies bring quality and innovation to owners, operators and shipyards, redefining the future of ocean, offshore and river navigation.



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Van Oord, an international marine contractor with over 150 years of experience has signed a long-term agreement with JRC | Alpatron Marine for the maintenance of their fleet's NavCom equipment.

Read more about it in the next edition.

ALPHATRON

People business

COVID-19 has influenced our daily life for over a year. Especially for seafarers it is a bad time; they are forced to stay on board, away from family and friends for a very long period. Not all countries understand what seafarers are undergoing at the moment and arrange ways for the crew to travel back home. Many of our good customers are arranging private flights to transport their crew. Shipping is vital but the world does not seem to understand that it also should stay safe! After too many months on board the work stress becomes a threat for all of us and fatigue starts to play a dangerous role.

Having said so, we as JRC | Alpatron Marine have been doing all we can to get the vital navigation and communication equipment up to standard. Our engineers as well as our esteemed dealer network never gave up taking care of it. With great respect for the whole maritime chain of shipowners/managers, crew, ships agents, authorities, pilots, boatmen, service and installation engineers we have managed to keep the chain rolling under severe circumstances. You can read about those cooperations in this magazine.

Marine business is still a people's business and that is the foundation our company is built on. A company which I will be handing over to a new management team (page 21). After 50 years in the marine electronics industry and at the age of almost 68 years I decided that it is time for a new generation to take over my position. With great confidence I will hand over the helm of the beautiful vessel Alpatron Marine, the company I have founded together with my business partner Dick Slingerland 32 years ago.

Unbelievable that Dick passed away in December 2020 at the age of 72. We will remember him for his amicable entrepreneurship and miss him every day.



It is one of the reasons why I will stay involved in the company in the position as Executive Advisor (Commissaris) in order to safeguard the culture and unique character of the company in the years to come .

So I do not say goodbye, but will transfer my daily responsibilities to the new management team under leadership of Reiji Miwa my Japanese colleague who I have known for more than 20 years. A person with great experience in the field of navigation and communication will set the course for the coming years.

Warm regards,
Luuk Vroombout
Co-founder | Executive Adviser Alpatron Marine Group





MIRAI:

THE CORPORATE PHILOSOPHY OF JRC | ALPHATRON MARINE

Management requires foresight. Still, no one can predict the future: we experienced this with the COVID-19 pandemic, which still continues to rule our lives! But has this not always been the challenge: to navigate between opportunities and restrictions? And to remain innovative – even if this means swimming against the tide? At JRC | Alpatron Marine we started the decade with MIRAI, a prestigious project that is intended to strengthen the JRC | Alpatron Marine mindset worldwide and keep our company on the best possible course in the years ahead.

“The word MIRAI means future in Japanese, but it is also a word composed from the main elements of the project,” explains Reiji Miwa, CEO of JRC | Alpatron Marine. “The MIRAI project is about Maritime ownership, Innovation, Reliability, Autonomous and Integration. It is about understanding the work of shipping and shipbuilding, understanding the feelings of the people who work in the industry, and finding out the responsibilities, missions, and values that we are expected to have.” ▶

“With over 100 years of experience and responsibility in the shipping industry – contributing to the safe navigation of more than 10,000 ships – we can say JRC | Alpatron Marine has quite a history.”

Reiji Miwa
CEO

JRC | Alpatron Marine



Maritime Ownership

“With over 100 years of experience and responsibility in the shipping industry – contributing to the safe navigation of more than 10,000 ships – we can say JRC | Alpatron Marine has quite a history. But the world is changing and so is our management. Therefore it is important that we nurture a worldwide vision for all our employees so that they recognize their responsibilities, understand the hearts of seafarers and support them professionally. Enlightening within the company is very important for maintaining the driving force,” Reiji Miwa continues.

Innovation

The vitality of JRC | Alpatron Marine is technology and market innovation. Reiji Miwa: “We have to maximize skillful methods from the customer’s perspective. Innovation is not just a product, but all service and support we provide are solutions for our customers. Our goal is to have our customers evaluate the value of the solution and need us as the best business partner.”

Reliability

“When it is about reliability, we want to be the business partner which our customers can trust on, anytime and anywhere. In practice that means a non-stop 24/7 service, a common data

base within the group for better traceability, zero warranty claims and selective partners for service, system integration and seamless support under OEM agreement.”

Autonomous

“The future means autonomous navigation, or better said realistically manned automation, as smart decision support in order to promote the maximum automation of navigation equipment,” tells Reiji Miwa. “We have to keep in mind that people will still be operating the vessels and pursue the ease of operation and redundancy. JRC | Alpatron Marine is also inspired by the idea of a smart ship avoiding having a collision with other ships.”

Integration

And the last letter of MIRAI is the I of Integration. “Establish a steady operation of the bridge system and cyber security as the system becomes more sophisticated and complicated. We have to strengthen integration in hardware as well as in software and enhance our expertise in navigation systems dedicatedly. These are the values of the future on which we are working, regarding the culture and soul of JRC | Alpatron Marine,” summarizes Reiji Miwa.

Dick Slingerland

(1948 – 2020)



After a short illness, the President and CEO of Alpatron Holding Dick Slingerland passed away a week before Christmas.

Dick grew up in Sassenheim (The Netherlands) in a large family of seven boys and three girls. At a young age Dick earned himself money with a newspaper round. He was determined to become a successful businessman before his thirtieth birthday. After being employed for a couple of years he took the plunge. In the center of Rotterdam, he moved into an attic room on the Mauritsweg and started with Alpatron from there in 1979. He was involved in electronics in the broadest sense. The sole proprietorship grew into a company that developed, produced and marketed

electronics for the broadcasting sector, the security sector, defense and the medical establishment. After he met Luuk Vroombout in 1988, he founded Alpatron Marine.

Dick was an entrepreneur pur sang. Without his support and openness to visions, Alpatron Marine could never have become so successful. For Dick, a problem was something to be solved. And without procedures, missions and strategies, he gave room to the development of the ideas of his companion Luuk Vroombout. Dick went for it and the employees went for him. His involvement with the whole company was great and when possible he helped colleagues through difficult times.

His entrepreneurial spirit knew no bounds. From the medical sector to the hotel industry. From components to care centers, nothing was beyond discussion for him. He was enthusiastic with a good story, without blah blah.

With the death of Dick, we have lost an amiable source of inspiration, a sounding board and a versatile entrepreneur. A creative go-getter with the strong will to always strive for the best for the company and the customer.

His intention was to continue to do business up to his 94th year. Unfortunately it was not meant to be.



TAKAYUKI KOMIYA, EXECUTIVE OFFICER JRC: “OUR BUSINESS KEYWORD IN 2021 IS EFFICIENCY”

Looking back at the months behind us, we can say 2020 and the first quarter of 2021 brought unforgettable change in the face of unprecedented challenges. Worldwide we have faced difficulties we have never experienced before. From JRC's Tatsumi office in Tokyo, Takayuki Komiya, Executive Officer JRC, tells about the responsibility of engaging in the shipping and shipbuilding industries.

“We can be proud of our employees! It was not easy to continue businesses like production, delivery, installation and repair work under the circumstances and with the lockdowns, but they did!” says Takayuki Komiya. “While we continue to execute the work for our customers as good as possible during the coronacrisis, we are always looking forward. How can we innovate further and be more efficient?”

evolve our maritime business. Meanwhile, the era has come in which the ship navigation system is more computerized for an autonomous and augmented reality. Not only does this have a positive effect on the safety of ship operations, but the efficiency with which operations are carried out also contributes to a decarbonized society. The value of our existence is now being asked: What can we do with social contribution and responsibility for the sustainable society?”

Komiya: “Through this open innovation initiative we will take on the challenge of developing more sophisticated system integration efficiently. We will also try to digitize the service and apply it. We will take into account the safety aspects of ship navigation, how to create a route plan, whether bad weather will affect energy efficiency, what the CO2 emissions are, and acquire and analyze ship data in the cloud. We strive to develop the

“How can we innovate further and be more efficient?”

Takayuki Komiya
Executive Officer
JRC



Evolve maritime business

In 2015 the United Nations set up the Sustainable Development Goals for a sustainable society and in 2018 the International Maritime Organization adopted the resolution for reductions of Greenhouse Gas (GHG) emissions. The initial GHG strategy envisages, in particular, a reduction in carbon intensity of international shipping. CO2-emissions have to be reduced per transport work, as an average across international shipping, by at least 40% by 2030. Takayuki Komiya: “We feel a great deal of energy here to

Sophisticated system

“In 2021 our business keyword is efficiency,” continues the Executive Officer of JRC. “In addition to improve internal business processes, we promise that the products and services which we are developing will contribute to improving the efficiency for our customers.” The first thing JRC worked on was the Open Platform project named Lynx. This can be used to integrate various software developed by open innovation partners such as maritime universities, shipowners and shipbuilders. Takayuki

service as Fleet Operation Support.” In all Takayuki Komiya has a positive view of the challenges ahead. “There are various other initiatives of product and service development. Our customers can look forward to our proactiveness in 2021 of which we will keep you updated in future editions.”

SERVICE AS NORMAL AS POSSIBLE

For more than a year the world has been dealing with COVID-19. From the start JRC | Alpatron Marine in Singapore has been doing everything they can to keep their personnel and customers safe, and keep operations running as much as normal as possible. “Challenging times,” according to Chief Executive Officer Maurice Rutten.

At the beginning of February of last year, the DORSCON (Disease Outbreak Response System Condition) level went from yellow to orange in Singapore. “We immediately took action, making sure everyone was able to work from home. We also took the necessary measures for a safe working environment, hoping we could remain open in case the government implemented restrictions,” recalls Maurice Rutten. “When the borders were closed and subsequently Singapore went into lockdown, we received an official exception from suspension of workplace activities. This meant we were able to serve partners and customers as normal as possible.”

Measures taken

However, the measures taken had quite an impact on the company’s daily

operations. Maurice Rutten: “We had to temporarily close the Pasir Panjang office, showroom and training facility. At the office, meeting rooms were turned into work space to keep sufficient distance and more flexible working hours were implemented to reduce stress on public transport and the company van. In addition, all personnel had to have their temperature checked twice a day. To limit interaction during these mandatory checkings, we installed AlphaFever cams in our offices, which can automatically check a person’s temperature from a distance.”

Providing service

“These times doing a service or commissioning is challenging. There are a lot of guidelines to comply with. For instance, our engineers have to follow a standard operating procedure, which

in Singapore and Malaysia includes wearing full PPE when going on board. Even before receiving the first COVID vaccination at the end of January 2021, our engineers were also going through the swab test every week,” explains Maurice Rutten. “Then there are the travel restrictions. We managed to do several commissioning projects in China and Vietnam with our AlphaEye and our experienced team of engineers in Singapore. In Indonesia and the UAE we remotely assisted our local partners during a commissioning on board.

Even though we are now entering a new fase of the pandemic, we are not out of the woods yet. We have to see how it all develops and we will keep up the taken measures until its safe again to interact with our customers and partners on a more normal level.”

MEET RENGARAJAN SATHEESH KUMAR

“As Project Engineer I am responsible for applying four process groups (plan, execute, monitor & control, and close) onto a project and completing them on time,” tells Rengarajan Satheesh Kumar who has been working for Alpatron Marine Singapore since 2015. “Every project is unique and gives the opportunity to learn from it. Learning, specifically coming to understand reasons and methods, enables me to understand the needs of our customers better. And, of course, apply this in future projects. Especially in our line of work, learning is a never ending process.”

Fleet Xpress Rack

Recently Rengarajan Satheesh Kumar has been assigned to the new Fleet Xpress Rack project: “The Fleet Xpress Rack is a new part to the system that provides continuous internet access onboard to the captain and his crew. It integrates the Global Xpress below deck unit along with the FleadBroadband antenna control unit, the Network Service Device and required network components. By doing so, the system can provide internet even in bad weather conditions, because it can automatically switch between GX and FB based on weather conditions. An interesting project that not only I, but also many of our customers want to learn more about.”



INTRODUCING CHIEF COMMERCIAL OFFICER RYO YAJIMA

As of July 2020 Ryo Yajima has been appointed Chief Commercial Officer at Alpatron Marine in Singapore. In this function he is responsible for the JRC Business of the entire organization of Alpatron Marine Systems Pte Ltd. and its subsidiaries. We caught up with Ryo Yajima and asked him about his new function and the challenges and opportunities of the Asian maritime market.

“I started in my new function at the same time as Maurice Rutten got appointed in the position of Chief Executive Officer and Ng Siew Chui as Chief Operational Officer,” tells Ryo Yajima. This triangle shaped top management team has been formed to ensure the future and optimization of the organization structure and corporate cultures to create more value with our shareholder JRC, and increase visibility of the management philosophy in close cooperation with the headquarter in The Netherlands. Ryo Yajima: “I have been working for JRC for over 14 years in different positions and at several locations within the group, including at Alpatron Marine in Singapore. Both companies have different philosophies and histories in the maritime industry. In many ways the companies compliment each other, but at times manufacturers and integrators look at something from a different perspective. As CCO I like to work as a bridge between JRC and Alpatron Marine, that will ultimately result in enhancing the customer satisfaction.”

Local sales networks

“My focus will be on the JRC brand awareness in Asia and actively seeking



new added valued partners. China, South Korea and Japan are currently the main shipbuilders when it comes to large merchant vessels. However, more and more countries in Asia are developing and nations like India, Indonesia and Vietnam are expected to become the next major shipbuilders. Therefore we will be working on establishing a local sales network in these countries. It will be challenging, but it is also necessary as Alpatron Marine Singapore’s field of operations spans even beyond the biggest continent,” explains Ryo Yajima.

Sales activities

The Asian maritime market is already a tough market, but COVID-19 brought its own set of challenges. Ryo Yajima: “Due to the pandemic a number of projects

have been canceled or postponed. It also caused unpredictable circumstances for our sales activities. Not just for us, but also for our competition. That means there is an even bigger focus on prices. That is why it is important to cooperate with customers and partners even more and offer tailor-made solutions. We also need to focus more on the digital solutions JRC is developing. Solutions such as J-Marine NeCST and Smart Ship Viewer are part of a total of services that are intended for the safe, secure and smart navigation management, which can be really beneficial for our Asian customers. However, expanding our digital business will mean we have to take a different sales approach. I look forward to further developing this.”

NEW ADDITIONS TO THE JRC | ALPHATRON MARINE USA TEAM

The team of JRC | Alpatron Marine USA started 2021 with a few new faces. The Service Department welcomed two new service coordinators and the Sales Department has been reinforced with new area sales managers for the Gulf Coast and for West Coast/South America. In this article our new team members introduce themselves and tell us more about their jobs.

Service Department

At the end of last year Korky Goss and Alison Baucom joined the Service Department. Both service coordinators have been working in the maritime sector for years. “Our jobs entail coordinating repair or installation service work for maritime equipment. This can range from repairing a fish

finder to sending a vendor a new radio,” begins Korky Goss to explain his function. “A typical day at work involves initially reviewing all service requests, preparing quotes for customers and arrange the logistics. In all it usually is quite busy and fast paced.” “Additionally, I oversee all Certificate Of Compliance (COC) applications for the US division and

our US Warranty department,” Alison Baucom adds. “This includes receiving all Direct Vendor Delivery (DVD) applications for COC and insuring that the proper data has been included, issue any COC certificates that have been approved and aiding technicians in the COC application process. But also reviewing all new warranty claims and approving them for service, as well as tracking all warranty parts so that they are returned and processed appropriately.” Starting a new job during a pandemic was a bit different, but it has not really influenced the job. Alison Baucom: “The COC application process is mostly digital. In the upcoming period we will be focussing on approving efficiency in our digital process to provide exceptional service to our customers.”

Sales Managers

Petey Rozands started his new job





From left to right: Roberto Seminario, Alison Baucom, Petey Rozands and Korcky Goss.

at the beginning of the year. The avid recreational maritime man started his career in the offshore oil and gas industry, before moving to the maritime sector about 15 years ago. Petey Rozands: "In my new function at JRC | Alphatron Marine USA as Sales Manager I am responsible for the US Gulf of Mexico and the lower inland Mississippi River regions. My job entails establishing, developing and maintaining business relationships with JRC | Alphatron Marine dealers and end users." "There is not really a typical day at work," tells his colleague Roberto Seminario, who is responsible for the US West Coast, Central and South America. "It all depends on what the customer needs. Sometimes you are busy answering inquires for equipment quotes or helping with technical questions, other times you attend to logistics issues and expedite resolutions. And of course you try to meet

with existing and potential customers as much as possible to promote and secure new opportunities."

Learning

"Starting a new job requires you to learn a lot in a short time," tells Petey Rozands. "At JRC | Alphatron Marine we are not just focused on either the deepsea or the fishing market, but all segments of the maritime market. That meant both Roberto and I had to learn about a wide variety of products and services. The learning never stops. You have to stay up to date with new products, trainings and developments in the market. So in turn you can keep your dealers and customers informed." His colleague agrees: "It contributes to our understanding and ability to meet the needs of our customers. Which is the most important part of the job in a competitive market such as this. It is

challenging, but that is what I most like about my job."

Constant communication

Because of the pandemic, both new sales managers have not been able to meet all their customers in person yet. "But that does not mean that we cannot provide the high-quality service and products that customers have come to expect from JRC | Alphatron Marine," says Petey Rozands. Roberto Seminario concurs: "Of course there is nothing like the personal touch of an in-person meeting and therefore we will be focussing on getting out there as soon as traveling resumes in a way that is safe for everybody. Until then we stay in constant communication with customers via e-mail, telephone and of course video calls."

The Ghasha is the newest Trailing Suction Hopper Dredger (THSD) built by Royal IHC for Abu Dhabi's National Marine Dredging Company (NMDC), one of the leading companies providing dredging, reclamation and marine construction projects in the Middle East. The THSD has a number of innovations, which include an enlarged hopper capacity of 8,000 m³ and a larger dredging depth up to 45 meters. "The technologically advanced design of the Ghasha is a result of the close cooperation between IHC and NMDC," tells Sander Kok, Project Manager at Royal IHC. "This has led to a tailor-made solution that combines a shallow draft of only 5.7 m and a large dredging depth, with a high level of manoeuvrability and suitability for operating in the harsh conditions of a high-temperature climate. The Ghasha is equipped with an advanced cooling system that enables the vessel to keep the motor and electronics systems cool in temperatures as high as 50°C. It will also control temperatures in the working and living areas of the crew."

For the Ghasha JRC | Alpatron Marine delivered the navigation and communication equipment. Sander Kok: "Since the first newbuild project, the Volvox Iberia 30 years ago, Royal IHC and JRC | Alpatron Marine have collaborated on a large number of projects. We have a good relationship and we work together in such a way that both parties are able to perform their work as well as possible. Working on the Ghasha was no difference, despite the obstacles we faced because of COVID-19. We were able to hand the vessel over to the client last year. The Ghasha left for Abu Dhabi immediately and has since worked continuously on various projects to the satisfaction of the customer."

VESSEL PARTICULARS - GHASHA

Length:	123 m
Breadth:	25 m
Draught	5.7 m
Dredge dept upto	45 m



ALPHATRON BOARD (TSHD) GHASHA

THE GREEK MARITIME MARKET

Greek shipping has thrived since ancient times thanks to the exceptional skills of its seafarers. Their contemporary successors have proven that Greeks still have the sea running through their veins. They are successfully evolving despite the highly cyclical nature of the global shipping industry. Today, the industry continues to navigate one of the most competitive sectors in the world with success and possesses 18% of the worldwide tonnage capacity, making Greece the biggest shipping power in the world. For JRC Europe the Greek maritime market is one of great significance. Therefore it is important to have partners who know the demands of the market and offer the service and uphold the standards accustomed to JRC Europe.

“All parties know exactly what is expected of them and together we can provide the customer with the best products, solutions and service possible.”

Anna Marini
General Manager Sales
JRC Europe



“The Greek maritime market is a very proactive market,” tells Anna Marini, General Manager Sales JRC Europe. “Even now, while shipowners around the world are postponing newbuild projects, Greek shipowners are investing in new vessels. Especially commercial deep-sea vessels like tankers, bulk carriers, container vessels and LNG and LPG carriers; it is a thriving business. That is why foreign companies are willing to invest in the expansion of smaller ports such as the port of Piraeus to further strengthening Greece’s role as leading regional transportation hub.”

Partners

With four strong partners, for both the deepsea and the fishing industry, JRC Europe has a strong presence on the Greek maritime market. Anna Marini: “We have been working with Space Electronics,

NOVA Electronics, TNL Greece and El Mare Marine Electronics for years. All of our partners have a long history in the industry and a good reputation when it comes to the quality of service. We have a JRC office in Athens. From there we support our partners offering troubleshooting instructions, training and cooperation on projects when needed. All parties know exactly what is expected of them and together we can provide the customer with the best products, solutions and service possible. Even during the pandemic. Thanks to the efforts of our Greek partners’ sales and installations were completed, even with all the restrictions that were put into place. Despite the difficult circumstances, they were able to add more customers to the JRC Europe NavCom family.”

FACTS & FIGURES

18% of the worldwide tonnage capacity is owned by **Greek shipowners.**



OF ALL THE VESSELS **WORLDWIDE** **4,536** ARE OWNED BY GREEKS.

ECDIS, RADAR AND VDR ARE



JRC's
MOST POPULAR PRODUCTS ON THE GREEK MARKET.



Paschalis Zaitidis
Chief Operating Officer
TNL Group

TNL GROUP GREW ITS TURNOVER IN 2020

“TNL Group and JRC Europe have established a common understanding language based on which we resolve together even the most demanding and complicated cases. Unique about JRC Europe is that they understand the conditions under which we work in the local market, and they adapt to it without compromises on quality.

The existing situation of the COVID-19 pandemic and the mobility restrictions have forced the shipping companies to take proper actions and measures while simultaneously adjust their budgets. TNL Group’s priority has been to ensure the level of our customer satisfaction even under these conditions. We have re-enforced our team with experienced personnel and shifted our usual direct business with the co-operating manufacturers to a more flexible model using their local authorized distributors. This way, we have secured timely deliveries and qualitative technical services, which our customers appreciated.

Although 2020 was an extraordinary year that prevented our engineers from traveling abroad, some new opportunities arose in the local shipyards with smaller scale retrofit projects like ferries and tug boats. Moreover, we undertook some projects for integrated solutions announced by private organizations. In the end 2020 was a success for TNL Group, gaining the leading position in the JRC’s European distributors list. It was the year that, in contrast to the general trend of numbers reduction in our sector, TNL Group grew its turnover.

We will remain determined, competitive, and flexible to get the most out of one more challenging year. It is hard for anybody to anticipate the pandemic’s ending and its consequences on the shipping industry. No safe predictions can be made for the market. Yet, we believe that technological innovation plays an essential role in the market overall and will affect critical processes and decisions. As digital services become an evolving trend in the global maritime market, we expect a growing demand for the related JRC product and services in the near future.”

NOVA ELECTRONICS IS CLOSE TO ITS CUSTOMERS

“Our cooperation with JRC Europe has always been dynamic. The JRC brand name is the equivalent of the highest quality in the marine industry and this is the reason the Greek shipowners have always shown their preference towards these products.

The specific features of the Greek maritime industry are unique worldwide. This fact is something that JRC Europe comprehends and through the excellent cooperation the company has with our Sales Director Vassilis Kokkotis and our Sales Manager Yiota Chaidemenou, they help us adjust our place in the market for the betterment of both JRC Europe and NOVA Electronics. Being close to our customers, gives us the opportunity to monitor the changes, be proactive and in close co-operation with JRC | Alphatron Marine, to be competitive in an ever-changing market.

The worldwide spread of COVID-19 has resulted in important changes in our everyday life. We had to quickly adapt to the new facts with the best services rendered to our customer and adopting the highest standards for the health and well-being of our personnel as our priority. Many of the new conditions will be adopted for a very long time in the maritime sector or will even become permanent in the future, bringing new opportunities. That is why the biggest project we at NOVA Electronics undertook in the last year, was our adaptation to these conditions. This year NOVA Electronics will continue to develop the goals of the previous year, as well as be ready to face the challenges that may arise in the new year.”



Altana Foukala
Co-Owner & Sales Manager
Communications Division
NOVA Electronics



Yiannis Melissourgakis
Manager and Owner
El Mare Marine Electronics

EL MARE MARINE ELECTRONICS APPRECIATES THE PERSONAL CONTACT

“The last five years were quite difficult due to the economic crisis in Greece, but I believe this year will become more prosperous. Mainly because of an increase of the number of vessels coming to Greece for maintenance, work or pleasure. After the pandemic, we believe that tourism will be the best product of Greece and expect an upcoming in the yachting industry with our islands as a nice and safe destination. More marinas are being constructed all over Greece as many yachts owners abroad see the islands as a good and profitable place for repairs and ‘parking’. The revival of the tourism industry will also give birth to a new generation of small ferries.

In addition the fishing market is undergoing an update of its vessels. The new generation of fishermen is more educated and see the benefits of new technologies to make their job easier. And we have seen an increase in workboats and tugs in the last two years. This is mainly because there is more traffic or cargo vessels due to the investment in the port of Piraeus.

SPACE ELECTRONICS LTD. STARTED THE YEAR BUSY

“Greek shipping companies have deep knowledge and experience of the shipping industry worldwide. They choose reliable makers, distributors and partners that have proved their capability and willingness to meet their needs and are proactive for and on behalf of the shipping companies.

The COVID-19 pandemic caused a trying situation for the whole industry that exceeded every forecast, preparation or prediction. It had its influence on our entire business attitude and we had to adjust to health precaution measures. It was a relief for all of us that JRC Europe responded promptly and effectively during this difficult period.

Despite the difficulties and the really uncomfortable conditions, 2020 was after all a positive year for our company. Although, indeed, some ongoing projects were put on hold, significant activity was still present with regards to VDR and radars sales and vivid involvement in specialized market tenders and new building projects. The maritime industry seems to be willing to catch up the lost period, focusing on eco-friendly, technologically advanced and ship-to-shore-data solutions. Now more than ever, ship-to-shore connectivity and monitoring is vital. JRC Cloud Solutions are efficient tools for operators and managers assuring daily control from the office. J-Cloud Solutions like Smart Ship Viewer and RMS are getting more popular. The start of this year finds us very busy, something that is making us very optimistic for 2021.”



Maria Mathioudaki
Managing Director
Space Electronics LTD.

**“The brand JRC
is commercially
known as one of
the top brands and
is getting more
and more popular
in the fishery
and commercial
yachting markets
in Greece.”**

These kind of ships, that fall under the light marine sector, are always looking for new products and new technologies. In recent years JRC has expanded its portfolio for this light marine sector. The brand is commercially known as one of the top brands and is getting more and more popular in the fishery and commercial yachting markets in Greece. Their strategic partnerships with smaller companies like us is mutual beneficial. We have been working with JRC Europe over 15 years now. We are a family business and always act like that. It means we maintain really personal relations with our customers and our partners. And although JRC Europe is much larger company, we appreciate the personal contact and relation there is between our companies. With their support and reliable products we hope to win some important tenders we are working on momentarily.”

CUSTOMERS BECOME PARTNERS

“SHIPPING IS PEOPLE BUSINESS.”

Jeroen Kortsmiit is General Manager Key Accounts. One of the challenges he faces in this position, is to develop a global strategy and to coordinate and improve customer contacts worldwide in order to safeguard the relationship with the extensive customer base of the JRC | Alphatron Marine Group containing more than 12.000 vessels worldwide. In the following we have summarized the global loyalty strategy.

“Shipping is people business. The relationship with counterparts is the most important in combination with good products and services. In addition to trust, innovation plays a key role for us. We are a company that listens and innovates. We look at wishes for products together with our customers,” says Jeroen Kortsmiit. “That warm relationship with our customers has led to the next level, a partnership. In this partnership we share valuable information. We develop new products and solutions together. Intense communication on a regular basis is what partners expect. With our loyalty program we want to create a family feeling for all our key customers. It is my task to build out the business to a more than standard relation based on the trust and understanding of the customers. Ideally to change the dynamic of the relationship from purely customers to partners who are in need of each other.



The loyalty program offers all kinds of benefits. Naturally, this is about unburdening the customer as much as possible, offering and partnering the latest developments, operational excellence and introducing the latest remote (digital) solutions. In summary, our loyalty program includes:

- Preventive Maintenance program & contracts
- Multibrand sales & service
- 24/7 Technical Support
- Life Cycle Management program
- Annual Health Check for all relevant equipment
- Remote Monitoring
- Remote Maintenance
- Remote Diagnostic
- Special rates for service, sales and spare-parts
- Dedicated service coordination team
- 24/7 availability of service coordination
- Global Member Card for actual benefits



Pictures above: the making of..

Picture left, from left to right: Wil Walhain (Retiring Vice President Business Support), Jelmer Domela Nieuwenhuis (CCO), Luuk Vroombout (Co-founder | Executive Advisor), Reiji Miwa (CEO), Erik van Boom (Managing Director Alpatron Marine Netherlands) and Leon Vermeij (Group Finance Manager).

(The people who worked on this video were all tested negative on COVID-19 before.)

FILM TO INFORM ABOUT THE CHANGES IN MANAGEMENT

On 17 March this year, recordings for a short film with the management team of JRC | Alpatron Marine took place in Maassluis, The Netherlands. The film has been made to inform all employees of JRC | Alpatron Marine (worldwide) of Luuk Vroombout, founder and President / CEO of the Alpatron Marine Group taking a step down. Luuk Vroombout and the new management team were interviewed about the ideology, unique selling points, culture and strengths of JRC | Alpatron Marine. Interviewer Nathalie Lans also asked them about innovations, what makes Alpatron Marine a people company, why the company's values, which are engraved in its DNA, are so important in this ever changing world and of course how this will be shaped by the new management team.



M/Y SYNTHESIS: THE FIRST SUPERYACHT DELIVERY OF 2021

On 4 January 2021 M/Y Synthesis left the Damen Yachting shipyard in Vlissingen, The Netherlands. This 74-meter vessel was the company's first superyacht delivered this year. It comes from the successful Amels Limited Editions range, a new approach to complex superyacht building. It represents the perfect balance between full custom and semi-custom and reduces delivery time from several years to a few months.

M/Y Synthesis is the fifth Amels 242 as well as the 40th Limited Editions yacht to be delivered since 2005. "At JRC | Alphatron Marine we are proud to have been a part of such a project," tells Andrea de Deugd, Sales Manager Yachting. "The superyacht is built for an experienced owner and returning customer of Amels. It can accommodate up to 12 guests in six cabins, as well as 19 crew members. Its 'garage' features

two luxury 9-meter tenders and on the aft deck a helipad is located."

Special requirements

The yard has customised the yacht to meet the owners special requirements. Andrea de Deugd: "For example, there is a jacuzzi on the foredeck of the owners deck. There are also



multiple dining and entertainment options on numerous decks, which deviate from the more traditional configurations of the limited editions series. There is a large swimming pool

on the aft deck and the spa has an indoor and outdoor area with direct access to the swim platform. Overall, a beautiful yacht.”

“At JRC | Alpatron Marine we are proud to have been a part of such a project.”

Andrea de Deugd
Sales Manager Yachting
JRC | Alpatron Marine



CONTRACT WITH COBHAM SATCOM FOR THE NETHERLANDS AND BELGIUM

As a multi-brand company and system integrator, Alpatron Marine has been delivering SAILOR equipment by Cobham SATCOM for years. At the end of last year Alpatron Marine and Cobham SATCOM signed a Certified Service Center contract, which means that we are joining the Service 2.0 network as one of the preferred service suppliers in the Netherlands and Belgium.

The Danish company Cobham SATCOM is a global market leading provider of radio and satellite communication equipment for both land and maritime sectors. They have been developing and producing products for more than 25 years and are a part of a history of more than 80 years of innovation. Recognizing the vital importance of keeping every vessel operating safely and efficiently across the world's seas, Cobham SATCOM has always been dedicated to providing a world-class service. "Maritime safety has always been at the heart of everything we do right from the early beginnings in 1953 and continues to be a focus area as we enter the era of digitalisation in the future," tells Erik Nieuwmeijer, Sales Director EMEA & Russia/CIS, Maritime at Cobham SATCOM.

Erik Nieuwmeijer: "Which means technicians get the highest standard of training and have extensive hands-on experience. This guarantees a well-defined, identical, high quality service and a consistent support level, wherever in the world the customer might be." With the signing of the contract, Alpatron Marine The Netherlands and Belgium have become Certified Service Centers for customers of Cobham SATCOM. "By choosing a CSC, the customer is assured that the company is committed to Cobham's service policies, has access to all the relevant spare parts, support and information, and that the technician has access to all relevant training. We always put the customer and industry needs first. These values are fully aligned with that Alpatron Marine. We are therefore very pleased with this cooperation," concludes Erik Nieuwmeijer.



Erik Nieuwmeijer
Sales Director EMEA &
Russia/CIS, Maritime
Cobham SATCOM

Highest standard

The high quality service levels thoroughly rests on the principle of specialization.

CANOPEE: AN INNOVATIVE RO-RO VESSEL

Recently JRC | Alpatron Marine received the order from Neptune Marine Projects B.V. to provide a complete package including MFD radars, gyro, VDR and connectivity for quite a unique Wind-Assisted Roll-on Roll-off vessel. The ship, which will be named 'Canopée', is an innovative Ro-Ro vessel specially designed to meet the transport requirements of the new Ariane 6 launch vehicle. The French aerospace company ArianeGroup has ordered the ship to transport the missile(s) components from Europe to the Guiana Space Centre in Kourou, French Guiana.

It is not only the cargo that makes this vessel special. "The twin propeller vessel is innovative in many ways," tells Klaas Beuckens, General Manager. "To face the current environmental issues the Canopée, measuring 121 meters with an open Ro-Ro cargo hold, will be equipped with four 30-metre high OceanWings. These sail panels with an area of 363 m² each (total 1,452 m²) should positively effect fuel consumption of the diesel engines. When sufficient effective power is obtained from the

Oceanwings, one propulsion unit can be shut down with the propeller in feathering mode."

Equipment

The navigation and communication had to meet high accurate requirements considering the interfacing with sail control and meteorological routing. Klaas Beuckens: "It is the knowledge and hands-on mentality of JRC | Alpatron Marine sales and engineering that lead to final decision of purchasing JRC |

Alpatron Marine as navcom supplier for the Canopée."

In operation

The Canopée will be operated by Alizés, a joint venture by Zéphyr et Borée and Jifmar Offshore Service. "The first rotation between several Western European ports and the port of Kourou located in the proximity of the space center is planned close after successful delivery at the end of 2022," concludes Klaas Beuckens.



Picture with courtesy of Neptune Marine. 25

TSHD YED PRIOR: A SPECIAL AND COMPLEX CONVERSION



Picture with courtesy of Spaansen.

If you are looking for a Trailing Suction Hopper Dredger (TSHD) that meets all your needs, you can obviously build a new one. But you can also buy a different kind of vessel and have it converted. The Dutch company Spaansen had such a special and complex conversion carried out. And so container ship Gerd from Singapore became the TSHD YED PRIOR. JRC | Alpatron Marine Netherlands North supplied an AlphaBridge for the new dredger.

SEA TRIALS FOR THE FIRST FULLY ELECTRIC FERRY BUILT IN THE NETHERLANDS

Recently JRC | Alpatron Marine participated in quite a unique project. The zero-emission vessel built at Holland Shipyards Group in Hardinxveld-Giessendam on behalf of the Brevik Fergeselskap IKS is the first ever fully electric ferry built in the Netherlands. The ship named Sandøy will be connecting the town of Brevik with the islands of Sandøya and Bjørkøya in the south east of Norway. At the time of publication of this magazine, sea trials were held with this ferry before being taken into service in May.

The Brevik Fergeselskap IKS (Brevik Ferry Company IKS) operates within the waters of Eidangerfjorden all year round. The new zero-emission ferry fits perfectly within the green vision of the company. Their goal was to find an innovative and sustainable solution that promoted a smarter and greener infrastructure in the fjords. Over the years

the Holland Shipyards Group has gained profound experience with hybrid/electrically propelled vessels and was therefore a good partner for this challenging project.

Sea trials

The Sandøy, with a length of 42m and a width of 11m, is a double ended ferry

For the conversion Spaansen was looking for an existing ship that could sail at high speed to cross the distance between Denmark – Harlingen, The Netherlands as quickly as possible. Singaporean containership Gerd met this and other requirements. The conversion meant a complete renovation of the hold and the placement of new foundations on deck for the treadmills. The YED PRIOR came with a number of other defined tasks, such as as installing spud-pile lead-troughs, eight bottom flaps, slide guide, jet water suction and a completely new bow thruster installation. In order for the ship to perform its new function in an effective and safe manner, the ship also

had to be fitted with a new bridge.

AlphaBridge

“The bridge of the YED PRIOR has been composed in collaboration with the ship’s captain,” tells Maerten van Uggelen, Sales Manager JRC | Alpatron Marine Netherlands North. “The result is a combination of our unique AlphaBridge concept and a set-up of two modified so-called ‘Tugboat’ consoles. In this tailor-made bridge environment, all instruments – for both navigation and dredging – are optimally designed around the captain, contributing to great ease of use and good readability of the screens. This way, the captain’s workload is reduced as much as possible.”

Its own fleet

What is remarkable about this story is that Spaansen originally had nothing to do with shipping. The company consists of three divisions: raw materials and logistics, building systems, and garden and paving. Spaansen is particularly good at making prefab concrete parts at their factory in Harlingen. Over the years, the company has commissioned its own fleet in order to meet customer requirements. The YED PRIOR, latest addition to the fleet, has now entered service and is dredging gravel for the prefab concrete parts off the coast of Denmark.

and has the capacity to transport 98 persons and 16 vehicles (cars). JRC | Alpatron Marine delivered communication and navigation equipment with a heading inverter for this type of ferry to change heading with 180 degrees. The ferry was set to be taken into service earlier this year, but in collaboration it was decided to postpone the delivery until May. The pandemic caused difficulties to carry out inspections, approvals and testing of the new vessel. Also the instalment of the quay facilities was delayed. After the seatrials the electric ferry will set sail for Norway.



The Sandøy rolls out of the shipbuilding hall at the yard. Picture with courtesy of the Holland Shipyards Group.



WOMEN IN THE MARITIME SECTOR

At the Center of Excellence in Rotterdam it has long been clear that the maritime sector is no longer a 'men's world'. Our female colleagues stand their ground in all departments and at all levels of the company. We asked a few of our colleagues of JRC | Alpatron Marine via Teams what they love about their job in the maritime sector.



Suzan Ahlrichs
Executive Secretary and
Marketing Team Leader

"I have always had a thing for water and shipping. From my twentieth birthday I sailed with the Royal Dutch Navy for six years and after that I was a management secretary at Stena Line Netherlands. The best thing about my position here at JRC | Alpatron Marine is that every day is different. Receiving visitors, agenda management, making travel arrangements, organizing meetings and exhibitions, invoicing... But also writing press releases. Since last year I am also team leader of the marketing department. This has given me new activities, because the marketing team is responsible for editing our website, setting up marketing campaigns



for new products, creating an internal newsletter and recently we were involved in the making of a corporate film. It is a fun challenge and I am still learning every day."

Joyce Duine
Manager
Operations

"I actually ended up in the maritime sector by chance. In my previous job at a visa and legalization office I missed something, a certain tension, dynamism and hectic. That is why I applied for a vacancy for Service Coordinator at JRC | Alpatron Marine. After the first interview, I was allowed to join the team for a day to experience a typical working day. It soon became clear to me that this job met my wishes and more. That is how I became part of this amazing team where cooperation was and still is paramount. I have now been working here for almost six years and I have progressed to Manager Operations. I am responsible for a broad spectrum of matters, from the efficient and successful running of the daily affairs to arranging legal matters. The challenge here lies mainly in the search for solutions that are workable for everyone." ▶



Cindy Makor

Operations & Service Manager

Inland



“In my position I am responsible for service and new-builds concerning inland shipping. Every day we deal with troubleshooting and projects that require immediate action. The challenge

is to have every day run as efficiently and effectively as possible in collaboration with customers, suppliers and shipyards. To achieve this clear communication is very important. Fortunately, in the maritime sector there is the (Rotterdam) no-bullshit mentality (‘niet lullen, maar poetsen’). That suits me. It is a mind set: you really need to make work run as smoothly as possible and to be able to maintain a schedule in an environment that requires a high work pace.

Therefore it is nice to see everything turning out fine at the end of the day or the week, despite all the hustle and bustle. Growing up in the Rotterdam region, the ports have always had my interest and after I finished my education I was looking for a suitable job in the maritime sector. So far I do not regret it for a second!”

Jiska Meijboom

Service Manager Deepsea Rotterdam

Before I started at JRC | Alpatron Marine, I worked in recruitment and was responsible for recruiting of technical and logistical staff. Clients were MSC Rotterdam, IHC Offshore & Marine, Damen Ship Repair and many more maritime players that I often visited, allowing me a look behind the scenes. I have always been intrigued by technology and logistics and visiting these companies and talking to many candidates working in the maritime

industry drew me to this specific sector. Upon hearing of the vacancy of service coordinator at JRC | Alpatron Marine, I decided the time was right for a change in careers!

Initially I started out as Service Coordinator and currently I am Manager Service Deepsea. A varying, tough, but also very rewarding position! My team (around 40 colleagues) and I are responsible for Deepsea services from sales and planning, to service, aftercare, invoicing and customer satisfaction. My position requires me to switch between many roles, giving my days great versatility.

Switching focus from day-to-day tasks to the future of our department multiple times a day. Some team members need coaching regarding customer requests or process



“Growing up in the Rotterdam region, the ports have always had my interest.”

Cindy Makor
Operations & Service Manager Inland
JRC | Alpatron Marine

management. At times customers refute a report or an invoice and I am required to find a solution that works for both customer and JRC | Alpatron Marine. Other moments require me to operate on a more strategic level, to make decisions regarding personnel, to fine tune cross-departmental processes, or inform management on the progress of our KPI's. All these things in between meetings... Many meetings, where I receive (and provide) the information needed to make informed choices regarding my department. And, let's not forget, all of this in an ever changing international environment with rapidly evolving technologies! I feel very proud to work in a sector of this magnitude, with not only great economic interests, but societal and logistical interests as well. In the end our department is making sure the many vessels of our customers can run safely!

Monique Scholten
Training Manager



“My grandfather was a ship engineer and my aunt was a hairdresser on board of the SS Rotterdam of the Holland – America Line. From childhood I heard their stories about faraway places. I

wanted to be an explorer, but that stupid Dr. Livingstone had already discovered everything. It were the stories of an old school friend who worked at Smit International that led me to go to the Hogere Zeevaartschool in Vlissingen. I ended up sailing professionally for almost half a decade. Since 2015 I have been working at JRC | Alpatron Marine and I am responsible for the ins and outs of the Training Department. From managing the trainers and coordinators and ensuring that the quality of the own staff is maintained, to coordinating the roll-out of the online learning management system. I also provide operational training myself. Sharing knowledge, continuing to learn and looking for solutions makes the work appealing to me. And of course I love visiting all those interesting ships.”

Anna Marini
General Manager Sales JRC Europe

“For me the best part of my job is the contact with ship owners and distributors, listening to their needs and finding ways to increase business opportunities. You have to be creative and find clever ways – thinking outside of the box – so you can offer good solutions. As General Manager Sales you are also always making decisions and contributions in all kinds of way for the operational setup of the division. You have to make sure things run smoothly and that we

as a team and company keep up to our customers' needs and expectations offering reliable solutions. This can be taxing at times, but it is also stimulating. Before I started at JRC | Alpatron Marine 15 years ago, I was already working in the maritime satcom business. I actually studied 'Shipping' at Piraus University and you can say the maritime industry has always been my goal. Apparently Greeks have the sea running through their veins. (See page 14).”



DON'T TAKE IT FOR GRANTED!

COLUMN



Léon Vermeij
Group Finance Manager
Alpatron Marine

One of my favorite books on economics – note that I am a financial – is *Why cola is more expensive than milk* by Bas Haring. The writer, a Dutch philosopher, examines various economic laws and principles. To really understand economics, he asks all kinds of questions about economic subjects that most people usually don't think about or just accept as they are. It is precisely by continuously asking questions and looking for answers that he really get to understand economics and comes to surprising conclusions.

An interesting point that comes up is that the pursuit of economic growth stimulates innovation. If you want to increase your market share as a company, your product or service will have to be better than that of your competitors. If you want to increase your turnover by being cheaper than your competitors, you will have to be more efficient with raw materials, parts or time spent.

Innovation is also about asking questions and continuing to search. In order to arrive at new insights, better solutions or alternatives, you always have to question why something works the way it does. Development starts with solving a problem or answering a question. Real innovation is when you are ahead of the problem or question.

In our line of business when we speak of innovation most of us will think about the technical improvement and development of our products. This of course is our core business and innovation make us stand out from our competitors. But the mind set of asking questions and looking for answers and solutions goes beyond technical products and services. Everyone in each job should have this focus. In accounting you should ask yourself why that cost invoice is taking you so much repetitive actions to book. Another example is the warehouse worker who is manually entering location changes in the system.

At the end of the day it will make your job more fun or at least a little bit easier. My message is: Don't take it for granted, innovate!

The way I got to know JRC | Alpatron Marine in the relatively short period since I joined the company, has showed me that the R&D power comes from the fact that the founders did not take things for granted but always looked for better, more efficient solutions. That is the innovative power that over 30 years has built the company to where it is today. Our core objective is to preserve this mind set for the future.

ALPHABRIDGE SYSTEM FOR NEW OCEANOGRAPHIC RESEARCH VESSEL

JRC | Alpatron Marine will be delivering an extensive Alphabridge system for the new OSRV 8316, a Scientific Marine Research Vessel for DIMAR, the Maritime Authority of Colombia. The vessel, designed by Damen, will be built at the Cotecmar yard in Cartenga - Mamonal. With a length of 83 metres and a beam of 16 metres, this will be the largest and most complex vessel ever to be built in Colombia.

DIMAR will operate the new oceanographic research vessel in Colombian



Picture with courtesy of Damen.

waters, both Pacific and Caribbean. The vessel has various types of hydrographic equipment on board as well as extensive laboratory capacity. It will feature a helicopter platform suitable for day and night operations, a hangar,

a large work platform with an A-frame at the stern, a 360° vision bridge and a design ICE Class 1C that allows Antarctic operations. The planning for the vessel is to enter service in 2022.

RADIO INSTALLATION SURVEYS FOR UK REGISTERED SHIPS

JRC | Alpatron Marine has received its new authorization for the survey of radio installations on UK registered ships. On behalf of the Secretary of State, the Maritime and Coastguard Agency (MCA) has renewed the authority to carry out surveys of radio installations on the following vessels:

- Unclassified cargo ships
- Passenger ships
- Fishing vessels
- Small commercial vessels
- Commercial yachts
- Emergency Response and Rescue Vessels

READY FOR ACTION

At the end of February of this year the Gene Chaser was ready to join the MY Gene Machine to operate as a laboratory and science center. JRC | Alpatron Marine delivered a bridgesystem for the 55-meter support vessel, that was built at Damen Yachting in Antalya, Turkey.



ALPHAFACTS

JRC | ALPHATRON MARINE FRANCE CAPTURED ON FILM



Suddenly you find yourself in the middle of a pandemic. You can no longer travel. Exhibitions are canceled. Visits are very limited. How do you then introduce your company to (potential) customers? JRC | Alpatron Marine France presents itself digitally, thanks to a short film.



“The short film is intended to give the viewer a clear picture of JRC | Alpatron Marine, the team and the know-how,” says Olivier Lecocq. “It also gives a glimpse into the kitchen at our office in Mougins. In addition, our technicians also come into action on board a yacht and of course our Sales Managers take the floor.”

Safely

The filming took place at two separate times and locations. “To ensure that

we could work in a safe environment, everyone underwent a COVID-19 test before starting and was only allowed to participate with a negative test result. For the team it was also unusual to be followed by a film crew during their daily work and/or to answer questions on camera. But everyone was on board and did their best to get the true face of JRC | Alpatron Marine France presented as well as possible,” concludes Olivier Lecocq.

ALPHATRON ON THE JOB

Olivier Lecocq

GENERAL MANAGER FRANCE

Olivier Lecocq has always worked in the maritime communication branch and has continuously been connected to the JRC brand. Before he joined JRC | Alpatron Marine France in 2019, he was even an agent for the company for many years. Last year Olivier Lecocq took over as General Manager France. We talked to him about his day job, but also asked him what he likes to do in his spare time.

“Having a well-oiled team and a good network is crucial in a country such as France, where there are different markets to cater to and with ports spread out over two coastlines,” tells Olivier Lecocq from the office in Mougins. “Finding the right people, building a team and managing men and women is in my opinion one of the hardest jobs in the world, but in the end – when the job is done right – it is also a very rewarding one. Right now the core of the team of JRC | Alpatron Marine France has been formed. Our team of eight, which includes four technicians and two sales persons, is working hard to provide the service that is accustomed to the JRC | Alpatron Marine brand. We want to get closer to our existing and potential customers. Which is harder to do with a lot of restrictions because of the pandemic. But there are always solutions, such as making a film to present ourselves to the French market.”

No such thing as a typical day

Forming a new team and dealing with a pandemic is not exactly business as usual. “But even under normal circumstances there is no such thing as a ‘typical day’ in my profession,” explains Olivier Lecocq. “The work I do is very diverse: from making quotations for customers, to monitoring and planning, as well as coaching, recruiting and marketing. On top of that every day seems to have its share of surprises. It can be challenging, but it also makes it interesting. I am also the link between the Center of Excellence in Rotterdam and JRC | Alpatron Marine France. Especially in times like these it is important to communicate clearly and work together continuously. That is why we applied for group certificates (ISO certification and Class Company) which we received in January of this year.”

Family man

Olivier Lecocq is a maritime man in his spare time as well: “For instance I used to be involved with the SNSM (voluntary sea rescue organization).” Any free time he has, he likes to spend with his family. “This year my wife Christine and I will be celebrating our thirtieth anniversary. Together we raised two amazing children: Alexis (26 year old) and Lisa (21 years old) who have left the nest but are still very close. My son is now an entrepreneur like me and my daughter copied her mother and is a nurse. Seeing your children as young adults with norms values and following in your footsteps is a beautiful thing and makes me think my wife and I succeeded in really the hardest job in the world, being good parents!”

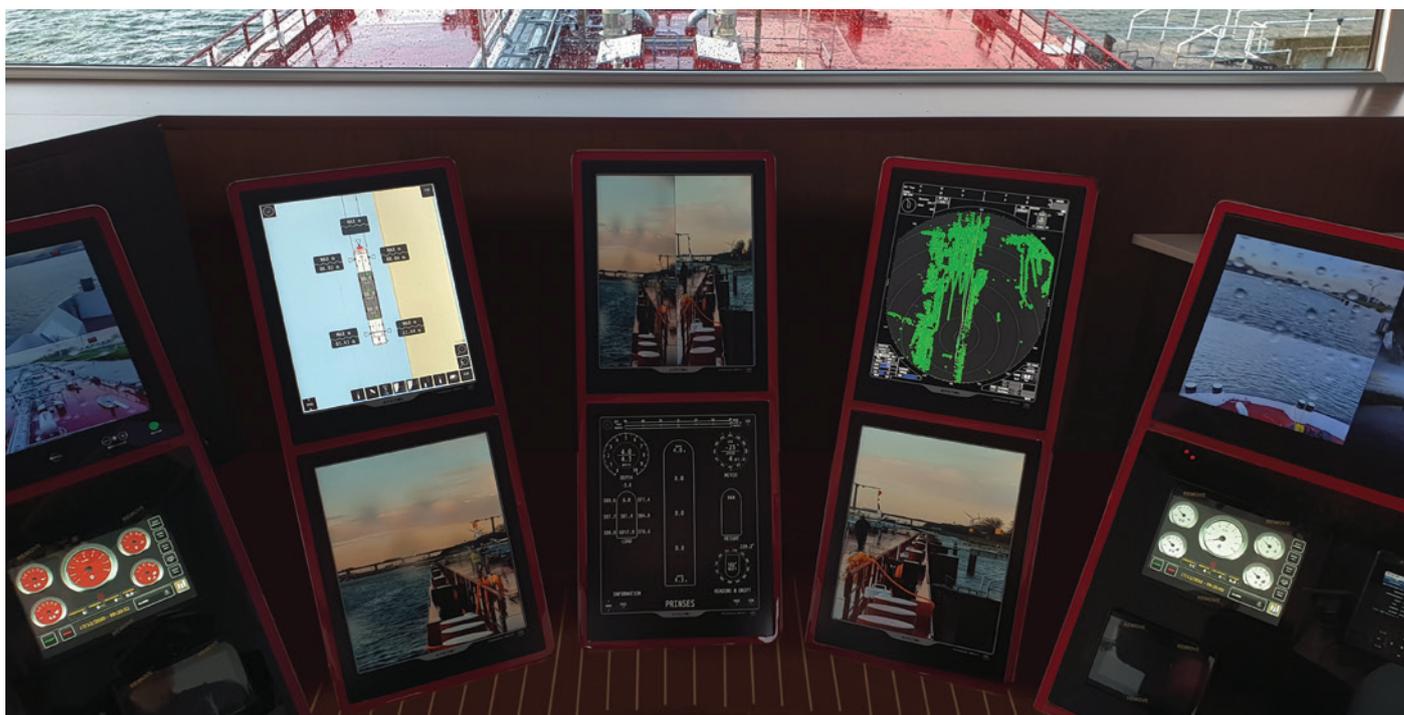
CAPTAIN PAULUS HOEFNAGEL ABOUT THE EQUIPMENT OF JRC | ALPHATRON MARINE

At the end of last year the MTS Prinses was delivered to the family business Bosman and Hoefnagel. It is their first vessel to be equipped by JRC | Alpatron Marine. After several months of transporting minerals on the routes between Amsterdam, Rotterdam, Terneuzen, Antwerp and Ghent, we asked Captain Paulus Hoefnagel about the reason for his choice and his experiences with the equipment and service provided.

“The choice for JRC | Alpatron Marine was purely based on innovation,” explains Paulus Hoefnagel. “Suppose you have always had a mobile phone of a certain brand, a good and solid brand. Then it is time for a new phone. However that brand only offers a model that is equal to, let say, an iPhone 8. Why would you choose an outdated model when innovation has already led to the development of an iPhone 12?”

AlphaRiverTrackPilot

For the new ship, JRC | Alpatron Marine delivered a standard nautical package. “And five consoles, the new JMR-611 River Radar front and rear, the updated conning system and the new Alpha-MINDS Inland system. But the most important reason that we chose for JRC | Alpatron Marine is the Alpha-RiverTrackPilot,” says Paulus Hoefnagel. “The course system is a big relief for



the captain. Because the AlphaRiver-TrackPilot can sail the vessel along a predefined line, there is no need to constantly make manual adjustments. That gives peace of mind. It also contributes to safety, for example when you have to sail in dense fog. As a captain you then only have to focus on unexpected aspects, such as another ship on the defined line. I do think it is important that captains realize that they should not rely too much on the system. You cannot just leave the wheelhouse and let the system run its course. There are things it simply cannot take into account and a captain in the wheelhouse is therefore still indispensable.”



Picture with courtesy of RensenDriessen.

THE NEW ALPHA-MINDS INLAND SYSTEM has also been installed on the MTS Prinses. This system helps with mooring, but also when entering and leaving a lock. By placing a number of sensors, the distance between the ship and the quay is measured and you can immediately see how many centimeters of space there is left on the fore, port and starboard sides of the ship. The depth is also measured at four different points. This way it can be seen at all times how much water is still under the ship.

Learning in practice

So far the captain is happy with his choice. Paulus Hoefnagel: “During the trial run, you will receive extensive explanations about the new equipment and of course there is an extensive manual. But admit it, you are not going through the whole manual for your new mobile phone before you start using it, are you? It is only when you start using the equipment that you really learn how to use it, what settings you prefer and start to trust it. And if you have sailed a certain route a few times, you will start to trust it more and more and you can grab your laptop while sailing to do some administrative tasks that

are also part of the duties of a captain these days. Whether it actually makes a difference in fuel consumption? Probably, but it is still too early to draw a conclusion here.”

Constantly in service

With a new equipment supplier comes a new service delivery. “Over the years I have put five new ships into service and this ship was the most ‘finished’ upon delivery. The list of what still needed to be done had never been so short. Since then, we have been able to remain in service constantly. This is particularly important in the free market. You may

have to leave at any time because you can pick up a load somewhere. That does not always make it easy for a service or repair. Fortunately, a lot can now also be done via the internet. For example, we recently had a minor inconvenience with the system and a few settings had to be adjusted. After a phone call with JRC | Alphatron Marine, the engineer immediately logged in remotely and adjusted the settings in minutes. It is good to see a company that thinks along with the customer,” concludes Paulus Hoefnagel.

ALPHATRON



The AlphatrOn tour started last year. During the tour JRC | Alphatron Marine visited dealers and end users with a fully equipped demo-bus to introduce and demonstrate new equipment. Service Engineer Inland Artur dos Santos tells more about this innovative roadtrip.

At this moment demobus is fully equipped with the latest inland navigation equipment. The AlphaRiver-TrackPilot, AlphaConning, MFM-line instruments and the new AlphaMinds, all in a beautiful setup, in which the new glass monitors are incorporated. "Of course, the new inland navigation radar, the JMR-611 is present too and can be seen running live on the roof of the bus," tells Artur dos Santos. "All the equipment is connected in such a way that we have a complete simulation and can demonstrate exactly what the equipment does and how it works. By installing an extra battery pack we have enough electricity to give demonstrations at basically any location

ON TOUR

we want for about four to eight hours. In good weather, the solar panels on the roof of the bus recharge the batteries. If that is still not enough, we can always put the plug in the socket.”

The first leg

Last year the bus already traveled quite a distance. Artur dos Santos: “During the first leg of the AlphatrOn tour, we visited a number of cities in the Netherlands and crossed the border for a stop at our dealer in Antwerp, Belgium. Subsequently, our French colleagues took the demobus to Paris

and our German colleagues continued the tour in their country. During this time we received many positive responses. People find it a great way to see the user function of the new equipment in action and keep (potential) customers up to date with the latest developments in the market.”

The tour continues

The safety of colleagues and customers is of course paramount and because of the additional measures introduced in the fight against COVID-19, the tour came to a hold. “But as soon as it is

safe to continue the tour, we will. After visiting customers in the Netherlands, we will continue towards Eastern Europe. Also, if exhibitions and events, such as Europort and the World Port Days in Rotterdam, are taking place, we will be present with our demobus as well,” concludes Artur dos Santos.

Interested in a demonstration? Please contact one of our dealers or contact the Inland Shipping department of JRC | Alphatron Marine directly: inland@alphatronmarine.com



Sales Manager Inland Shipping Ben van der Zaken (left) and Service Engineer Inland Artur dos Santos with the demobus.



EXPERIENCES WITH THE NEW JMR-611 RIVER RADAR

The new River Radar JMR-611 is currently the most popular radar for the Inland Shipping market. But why do many shipowners and captains choose this radar in particular? It is one of the questions we asked Pascal Kuipers, captain of containership MS Vios. Recently he chose to replace his new radar with the JMR-611: "I have not regretted it for a second."

When Pascal Kuipers hears the question how long he has been sailing, he laughs: "You could say since the day I was born. I grew up on board an inland vessel. But I really started sailing myself the moment I left school, quite a few years ago now." In 2019, his company Kuipers Vios BV commissioned a new containership: the MS Vios. The ship was delivered with new equipment that Pascal had selected himself: "And yet I exchanged the perfectly good radar for the new model at the end of last year. Why? For safety reasons!"

Safety

With the MS Vios, Pascal Kuipers sails a fixed route between Antwerp and Ghent, with Terneuzen as its home base.

"The Zeeland shipping routes are among the busiest in Europe. The improved docking and prediction lines on the JMR-611 add to safety. Due to improved calculation technology on the new river radar, two stable lines are now shown from the fore and aft. These lines indicate very precisely where the ship will be in a set time," explains Pascal Kuipers. "We also sail the Western Scheldt four times a week. With stronger wind forces you will get false echoes on most radars because of the waves. For example, a wave cannot be distinguished from a buoy and that can be dangerous. Thanks to the sea state function on the JMR-611 River Radar, the picture is as it should be: buoys and small echoes are clearly visible. Even under extreme weather conditions."



Pascal Kuipers and his family on board the ms Vios.

Two scanners

In combination with the new river radar two scanners are installed on the MS Vios. "We opted for this more expensive option specifically to have the best picture in all weather conditions," explains Pascal Kuipers. "A large scanner runs at the front of the ship that displays a sharper image on rivers. On the back we have a small scanner which, thanks to the aerodynamic design, provides an even better, clear image during a storm. When I was considering replacing the still very new and good working radars with the JMR-611 River Radar, I had to think long and hard before doing so. But in the end I have not regretted it for a second. It ensures a safer situation and therefore more ease of sailing. And the old radar? It helps one of our company's tankers safely navigate the rivers in Europe."

JMR-611 RIVER RADAR

The JMR-611 is the first river radar to meet the stricter requirements for maximum reflection from radar monitors. There is a choice of two different fully dimmable monitors: The standard 19 inch LED monitor, without protective glass with the familiar black aluminum front or the modern with the refreshing all-glass 19 inch LED monitor. The LED panel is optical bonded to the glass for maximum performance. In combination with a GPS compass and smart calculation technology, the JMR-611 is the first river radar to minimize waves on wide water: sea state function. For a sharper display of the radar echoes, the radar is equipped with the echo border function and in combination with the expansion function, the echoes will be displayed with a clear outline.

Depending on the available space on board and the desired sharpness of the picture, different scanner units are available in sizes 6, 7 or 9ft.

SHIPYARD DE HAAS MAASSLUIS & JRC | ALPHATRON MARINE: GOOD COOPERATION THROUGH MUTUAL TRUST

De Haas Maassluis shipyard is located in the first harbor on the Nieuwe Waterweg from the North Sea. The family business, established in 1879, specializes in the construction of new vessels as well as complete maintenance, repair and refit of patrol vessels, Search and Rescue (SAR) vessels, Incident Prevention Vessels (IPV) and other specialised professional vessels. De Haas Maassluis and JRC | Alpatron Marine have been collaborating on numerous projects for years. We talked to Olav Bos, Head Maintenance & Repair and General Manager at De Haas Maassluis and Cindy Makor Operations & Service Manager Inland at JRC | Alpatron Marine about the longlasting cooperation between both companies.



“Quality and service are at the center of everything we do,” Olav Bos starts telling. “We have the know-how, experience and facilities to efficiently perform maintenance and repairs and to build vessels that meet the latest requirements in the field of environment and sustainability. By applying the latest techniques and materials, we ensure our customers’ vessels are extremely reliable and offer maximum deployment possibilities. At De Haas Maassluis we have the ambition to continue improving and always go a step further for our customers. This passion and these values are something we also seek in our partners and suppliers. It is one of the reasons why we see JRC | Alpatron Marine as a preferred supplier.”

Clear communication

De Haas Maassluis has been working together with JRC | Alpatron Marine from the very beginning over thirty years ago. Olav Bos: “Our companies have a similar way of thinking and working. A good example is the way we communicate with our customers and partners: short lines and one point of contact. That one point of contact remains the same during every aspect of a project, from registering a maintenance service to the time the ship is at the yard and a follow-up. Clear and direct communication.” “We apply the same way of communication,” Cindy Makor adds. “Knowing the customers, the vessels and the requirements ensures both JRC | Alpatron Marine and De Haas Maassluis can work fast and efficiently, saving on downtime and costs.”

Cooperation

The list of projects the companies have worked on together has become quite extensive over the years. “From delivering complete bridges for newbuild and refit projects, to installing or repairing single items of equipment,” Cindy Makor describes. “There are a large number of long-term projects, for example life-extending maintenance, on which we work together. We recently completed a project for Rijkswaterstaat, for which we provided a renewal of the river radars, conning systems, searchlights and AlphaChart for the complete 70-series.” “A lot of our customers operates in the vital sector and depend on their vessels. That is why we offer our customers maintenance contracts, which include both periodic maintenance as well as emergency repairs. We have such a contract with Rijkswaterstaat for a number of vessels, in which equipment is covered 1-on-1 by JRC | Alpatron Marine. Such a level of cooperation can

only be reached because of the mutual trust between our companies.” Cindy Makor: “It is important never to take such a cooperation for granted. That is why evaluations are key. Only then can you continue to improve, grow and offer your customers the quality and service promised.”

De Haas Rotterdam

To keep up with demand De Haas will be opening a new, second location in Rotterdam (Kolk 2607). “The passion, experience and craftsmanship of De Haas Maassluis is being scaled up. A Travelift will make it possible for all type of ships up to 80 meters in length and 820 tons to be dried quickly and flexibly. Even ships with a complex underwater ship, such as tugboats with thrusters can be hoisted. If all goes according to planning, our customers can make use of the new unique facilities by the end of the year,” concludes Olav Bos.



NAVIGATION PACKAGES FOR FORTY TANKERS

Last year Concordia Damen received a contract for forty eco-friendly dual fuel barges. These tankers will transport mineral oil between Antwerp, Amsterdam, Rotterdam and the Rhine network. JRC | Alpatron Marine will be delivering complete navigation packages for all forty vessels.



Picture with courtesy of Concordia Damen.

“The forty tankers are an important part of an innovative and sustainable inland waterway project,” explains Peter van Veen, Manager Inland Shipping. “The new 110 x 11.5 meter vessels will have LNG propulsion, meeting the latest emission requirements. The vessels, which will be chartered by Shell and operated by the VT Group/Marlow, will also have extreme shallow draught capabilities – 2800 ton on 3.25 meters draught – in order to maximize cargo carrying capacity on Dutch, Belgian and German canal and river networks.”

Cooperation

JRC | Alpatron Marine was awarded the contract partly because of the good cooperation with Oechies Elektrotechniek. “Our companies have been working together on projects for over twenty years. They know exactly what kind of service and quality to expect from us: from our sales personnel, our engineers and most importantly our products. In reverse we know what is expected of us and understand what it is they are looking for to offer their customers,” tells Peter van Veen. “For this project,

we will be delivering complete navigation packages. This includes all standard equipment from MFM to GPS compass, as well as the new river radar, the JMR-611.”

The construction of the tankers has started and the delivery of the first vessel will be in November 2021. After that, Concordia Damen will deliver another vessel each month, completing the order by December 2024.

JRC | ALPHATRON MARINE PRESENTS THE NEW ALPHAPILOT MFS-VR

The new competitive autopilot, AlphaPilot MFS-VR, is a speed adaptive, type approved and wheel marked autopilot system applicable to vessels up to 3,000GT. This simple, but smart system, is the successor and replacement of the AlphaSeaPilot MFC and MFA.

The new autopilot can be used for newbuild and retrofit projects and is easy to install onboard any commercial or leisure vessel with a single rudder, linked rudders, independent rudders, or azimuth Z-drives configuration. The system consists of a 5-inch touchscreen display MFS-VR with rotary knob and a separate distribution box to interface all necessary data communication signals. Due to the extremely compact size of the display, it can be built into an armrest of a chair. The distribution box is provided with multiple terminals to connect different steering system interfaces, like proportional valves, thruster and waterjet.

Automatic Permanent Helm function

The AlphaPilot MFS-VR is easy to use and can be set as adaptive autopilot when it uses information of speed or draft of the vessel. But it can also be used in several other modes, such as Dodge, Follow-Up and Non-Follow-Up. It also features the Automatic Permanent Helm function. When this function is engaged in the autopilot mode, the AlphaPilot MFS-VR continuously monitors any long-term differences between the heading set and the mean course steered. These differences are automatically adjusted by the Autotrim (APH) function applying the appropriate amount of permanent helm.

HSC Compliant

The AlphaPilot MFS-VR is not only applicable to vessels up to 30 knots (non-High-Speed Craft), but it is also type approved for High-Speed Craft (HSC) compliant with ISO 16329 to

provide an overall speed application range for vessels to 70 knots. Although we expect this AlphaPilot MFS-VR to be suitable for many vessels, we recommend the AlphaPilot MFM for more complex configurations or when an approved TCS is required.

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For more information on the AlphaPilot MFS-VR, please contact Product Support Manager Frank Greve:

f.greve@jrc-europe.com



SPECIAL PROJECTS

While on one hand there is an increasing demand for standardization, on the other hand there are projects which are anything but standard. They are part of the Special Projects portfolio. We spoke with Sales Manager, Arie van Beuzekom, about what makes a project 'special' and how JRC | Alpatron Marine wants to become part of this market.



Arie van Beuzekom
Sales Manager
JRC | Alpatron Marine

“As a company you offer a standard portfolio,” Arie van Beuzekom explains.

“This portfolio consists of so-called COTS products (Commercial Of The Shelf) and these are all the same for every customer. Sometimes, however, we also receive requests for MOTS products, Modified / Military Of The Shelf products. These products need to be tailor-made, such as command and control software or products for a certain type of customer, like Naval or Coast Guard projects. These types of products and projects require a completely different kind of project management. From the Center of Excellence in Rotterdam, we support colleagues all over the world in com-

mercial processes that fall outside of the standard portfolio.”

Project management

Projects that are designated as ‘special project’ require a more detailed and precise approach in the execution phase. Arie van Beuzekom: “First of all, you have to deal with (inter)national laws and regulations and any restrictions imposed. And you also have to take foreign policy into account. For example, the commercial interests of suppliers must be considered, whether they have contracts with a neighboring country.” In addition, the timelines of these projects are also different. “As a supplier you are already involved in the project



Recently JRC | Alphatron Marine delivered equipment for the Hydrograaf, an Expeditionary Survey Boat (ESB) built by Damen Shipyards Den Helder. The main tasks of the ESB are gathering environmental information to make decisions about the (im)possibilities of an amphibious operation, performing hydrographic survey operations in support of emergency relief operations and supporting with civil hydrographic tasks on the national continental shelf (NCP).

Picture with courtesy of Damen.

from the tender. because the equipment list is just as important as the ship itself. It is the system that makes the ship operational. There are often 100 to 200 specific requirements that the equipment must meet and eventually you will have to deal with stricter qualifications and verifications. Because the tenders are public and not everything can be published, you have to ask the right questions at an early stage in order to come up with the right solutions and ultimately be rewarded with the contract,” says Arie van Beuzekom.

Stronger collaboration

Despite the fact that JRC | Alphatron Marine already has the necessary

experience with these projects, it is still a fairly new market for the company. Arie van Beuzekom: “This market calls for a different approach than other markets. We focus on setting up stronger collaborations with other suppliers. Therefore we are actively approaching shipyards to introduce them to our product range. In addition we recently signed a contract with Terma A/S, a provider of mission critical systems and solutions such as

the Terma’s C-Series, C-Flex Patrol and SCANTER radar solutions for the naval and maritime sector. With collaborations like these we can offer more effective and affordable solutions that suit the market and the customer.”

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For more information on Special Projects, please contact Arie van Beuzekom:
a.van.beuzekom@alphatronmarine.com

“You have to ask the right questions at an early stage in order to come up with the right solutions.”



JRC BRASIL

With offices in Rio de Janeiro and Santos, JRC Brasil provides services and equipment throughout Brazil and other countries in South America. Over the years the company had to deal with drastic changes in the market. With a flexible attitude and by extending and shifting its focus the company was able to grow into the organization it is today. And by improving their customer service JRC Brasil continues to grow and is becoming a faster and more cost efficient solution for its customers.



Carlos Lito
Director
JRC Brasil

“This subsidiary of JRC was established in 1975. Back then Brazil had one of the largest shipbuilding industries in the world. Initially the company was intended to support sales of products coming from Japan and for assembling JRC equipment produced in Brazil,” tells Carlos Lito, Director JRC Brasil. “Nowadays the shipbuilding industry has almost disappeared. However in a country with 6,000 kilometers of coast line and 175 port installations in Brazil – consisting of about 32 public ports and 143 private ports, including maritime and river ports – the maritime market is still very active. To survive all the changes many players had to shift their focus, for instance shipyards were shifting their attention to refits and service. We too had to continuously adapt and grow to keep up with the ever changing market. Over the years we have diversified our portfolio considerably, by expanding to the terrestrial market for example. We have been working on Private LTE and VTS systems for medium and large ports, as well as on systems for mitigating disasters due to natural events. More recently we are focussing on the inland market and offshore market. With an



*The Port of Paranaguá.
Picture from Shutterstock.*

increase in the development of activities in the various offshore oil basins (Santos, Campos & Espírito Santos), as well as in the transportation of grain and other commodities up north, we have converged our attention to these profitable markets.”

Straight forward and cost effective service

JRC Brasil is continuously working on improving customer service. Carlos Lito: “The last few years we have invested in ways to offer our customer a more straight forward and cost effective service. For instance by implementing a bonded warehouse we are now able to offer JRC products free of many federal import duties. This has not only cut down the final costs of the product, but also improved the availability of materials and equipment, offering security and faster delivery time to our customers.” In addition JRC Brasil is also working on expanding its business presence within the countries’ territory, something vital in an area with a continental expression. “The first service point we have created is located in the city of Curitiba. A strategic location, close to the main ports in the south area such as Paranaguá, the second largest port of Brazil in tonnage and the third in container shipping. Before, a three hour service job could have easily resulted in fifteen hours just because of the sheer distance and would therefore be very costly. There are plans for two more service points, but because of the pandemic these have been postponed,” explains Carlos Lito.

Projects

Like all other companies, JRC Brasil has felt the effects of the pandemic. “It had a major impact on our plans and caused for a lot of terrestrial projects to be canceled or postponed. However, we were still involved in some interesting projects, such as equipping an Aframax for Petrobras, installing an integrated bridge system for a customer in Argentina, a retrofit installation of a Fleet Broad Band antenna, the FBB25, from our bonded warehouse as well as supplying a Weather Radar System J-Bird to the Civil Defense in Paraná State,” tells Carlos Lito. “The future is looking brighter though. Despite these difficult times, owners are envisioning a close future growth and are moving to faster construction planning.”

JRC BRASIL

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EUROPEAN GROUP FOR REMOTE MAINTENANCE SUPPORT 'DIGITALIZATION IS GAINING MOMENTUM THANKS TO COVID-19'

JRC actually introduced Remote Maintenance Support back in 2007. In those days, it was considered a pioneering approach to maintenance. However, customers hardly switched to Remote Maintenance Support in the decade that followed. This attitude changed when the outbreak of COVID-19 led to all sorts of restrictions worldwide. In a year dominated by the pandemic, when you could no longer take for granted that service engineers could physically board your vessel – and in some cases it was impossible – a growing group of customers turned to Remote Maintenance Support. This development is now gaining such momentum that the Rotterdam office has put together a special team to ensure that customers, specially in the European time zone, are provided with more effective and efficient Remote Maintenance Support. We meet with Jelmer Domela Nieuwenhuis, CCO at JRC | Alpatron Marine, to talk about RMS as well as other digital developments like NeCST and the Smart Ship Viewer.



“Previously, RMS was mainly organized from the JRC service center based in Tokyo. We have now created our own RMS team in Europe, so we can provide an even more effective and rapid response for ships in need of service (since we are working in our own time zone),” says Jelmer Domela Nieuwenhuis. Most of the JRC products developed since the introduction of RMS have remote support and diagnostics functionality embedded, which gives the possibility for remote access of the equipment on the vessel. The JCY-1800 or JCY-1900 VDR is the onboard data server that is connected to the J-Marine cloud, the JRC secure shore based web server. The point-to-point data connection between JRC equipment onboard and the shore server is highly secure. Only a trained JRC service engineer can log into the RMS system to remotely perform diagnostics on the systems on board the ship, creating a

standardized RMS diagnostics report. This report indicates the system status, running hours of motors or microwaves, microwave current, software versions and components heat signature which could indicate a faulty or dirty fan and much more. The ship’s crew, technical manager or technician onboard the ship receives this remote diagnostic report and can prepare what has to be done in terms of software updates, repair or replacement. Of course, this is all subject to the crew’s permission.”

Cost savings

RMS not only allows JRC | Alpatron Marine to take quick and decisive action when there is a technical issue. This form of support also yields cost savings for the shipowner. Jelmer Domela Nieuwenhuis: “Thanks to RMS, we can prepare our service calls more effectively, for example. ▶



“The point-to-point data connection between JRC equipment onboard and the shore server is highly secure.”

Jelmer Domela Nieuwenhuis
CCO
JRC | Alpatron Marine

“JRC | Alpatron Marine attaches strong importance to efficiency and digitalization.”

We can remotely check the status of the equipment on board the vessel while sailing to the next port of call. We know exactly which items may be up for replacement, so we are duly prepared and can bring the right spare parts to the ship, for a first time fix. This has prevented the need for a second visit more than once. The same applies for the preparation of onboard visits for periodic inspections. We can log in within a matter of minutes, and prepare the engineer's visit and advice on preventive replacement of wear and tear items. If the ship has an RMS subscription, the crew or the superintendent are free to request a standard diagnostic report before every service visit.”

NeCST and Smart Ship Viewer

Another very advanced feature that is available for vessel voyage planning and reporting is NeCST. “In the near future we intend to develop this voyage planning system that currently supports ECDIS routes and tracks into a planning and data station. At present, crew members often deal with nautical data and charts across a variety of systems. The first expansion planned within

NeCST will be weather routing. More information on this unique functionality will follow,” explains Jelmer Domela Nieuwenhuis. The Smart Ship Viewer is also part of a constantly innovating digitalization trend. This tool, which is developed for ship owners and operators, shows users the present locations of all the ships in the fleet. You can check from shore which route the vessel is sailing, what the local weather conditions are, monitor the updated ETA and gain insight into the status of the navigation equipment. Naturally, these communication systems are all seamlessly aligned. “JRC | Alpatron Marine attaches strong importance to efficiency and digitalization. However, for a long time our customers were not really taking advantage of the many options presented by Remote Service Maintenance. But the restrictions adopted around the world in connection with COVID-19 have thrown a whole new light on this service. To some extent, customers have been forced to recognize its significant advantages. We no longer have to convince them first,” concludes Jelmer Domela Nieuwenhuis.





Picture with courtesy of Louis Dreyfus Armateurs.

NEW EQUIPMENT FOR CABLE SHIP ILE DE BATZ



Alcatel Submarine Networks, part of Nokia, leads the industry in terms of transmission capacity and installed more than 600,000 km of optical submarine cable deployed worldwide. Enough to circumnavigate the globe 15 times! A fleet of six cable ships for installation and maintenance, and associated equipment (ROV and ploughs) is owned by ASN. The fleet is managed by the French company Louis Dreyfus Armateurs (LDA). Last year JRC | Alpatron Marine France equipped several of the vessels with new equipment, such as JRC Radar, VDR, AIS, ECDIS and a fire station. The

Ile de Batz was the first to have the LT-3100S GMDSS Iridium installed.

LT-3100S GMDSS Iridium

The Alpatron GMDSS Iridium kit is a maritime satellite communication product that is designed for the professional market (deepsea, fishing, and workboats), but can be used for the leisure market as well. This system is the first on the market to feature all three GMDSS services, all in one cost-effective and compact terminal. It can be used as the primary satellite communication product on vessels, covering the basic communication

needs in terms of connectivity between ship and shore. In addition, the system can be used for crew calling or as back-up satellite communication product.

On the agenda

For 2021 the installation of the LT-3100S GMDSS Iridium is planned for the whole fleet, as well as the AlphaMinicourse. In addition the upgrade of the autopilot on four of the company's cable ships are also on the agenda. JRC | Alpatron Marine is proud with the trust of an important customer as LDA.

For more information on the Alpatron GMDSS Iridium kit contact: communication@alpatronmarine.com

JRC | ALPHATRON MARINE IBERIA AND THE AFRICAN CONTINENT

For JRC | Alpatron Marine Iberia the new year started with an extension of their region. As per 1 January 2021, the office in Madrid, Spain, has been assigned the task of managing accounts on the African continent and is now ready to receive purchase orders and answer technical requests from our African customers.



“The staff of JRC | Alpatron Marine Iberia has been dealing with North African customers since 2011,” tells Alberto Olmos, General Manager of the Madrid office. “We started with Morocco due to proximity, but in the recent years relations have extended to Tunisia and Algeria. After successfully configuring a solid sales and service network in Spain, Portugal and the north of Africa, it was a natural step to include the rest of the company’s African partners in the equation.” At the moment there are around twenty African distributors and ProLine partners in countries such as Egypt, South Africa, Tunisia, Mauritius, Ivory Coast and Morocco. “We have full responsibility in supplying these distributors and ProLine partners with equipment, service, spares, technical support, warranty management, training certification and all its related matters. This will also mean managing the challenging logistics involved, dealing with remote or conflictive areas. We aim to provide our partners with fast and direct assistance wherever located.”



Members of JRC | Alpatron Marine Iberia visiting fishing vessels in Sfax, Tunisia before travel restrictions were put into place.

African maritime industry

The busiest maritime areas on the African continent have been developed around the most significant capes, industrial and commercial locations and crossing routes, for instance ports near Cape of Good Hope in South Africa, Nigerian oil platforms and the Suez Canal. “The African maritime industry is widespread, not only in the sense of locations, but also in markets. Where in some countries like Namibia all is still focused on an active fishing market, faster developing economies, like Morocco and Tunisia are becoming more active maritime hubs every day. And then there is the shipbuilding industry. A lot of big cities throughout the continent have their own local shipbuilding industry, South Africa however has significant shipyard activity, for international customers as well,” explains Alberto Olmos. “Although there is quite an interesting maritime industry, lower levels of industrialization and commerce have prevented marine electronics manufacturers from developing strong sales and service networks.

This means that this continent is yet to be explored for marine electronics business development. In this respect, Africa is still unique. Our target is to make the JRC and Alpatron Marine names bigger and better in the African continent where JRC, as well as many other marine electronics brands, have had limited presence historically. Already we have a very diverse customer base: from local customers to international service companies, as well as navies/governments.”

COVID-19

“Due to COVID-19 restrictions we have not had the opportunity to do research on site the way we like, for existing as well as potential partners. We hope we can meet them soon to identify more clearly their local needs and expectations. Once we have done this, we will be in a better position to design and provide the tailor-made solutions they and their customers deserve,” concludes Alberto Olmos.

“The African maritime industry is widespread, not only in the sense of locations, but also in markets.”

Alberto Olmos
General Manager
JRC | Alpatron Marine Iberia



INNOVATIONS

JRC'S RADAR WAVE ANALYSIS FUNCTION



Losing containers has a major impact on the ocean environment, can cause dangerous situations on shipping routes and is a huge cost expense for shipping companies. Last year a record loss was documented, especially in the Pacific Ocean. Heavy rolling and pitching of the ship is one of the causes that containers lose their stability and ultimately start falling overboard. The Wave Analysis Function on JRC's JMR-7200 and 9200 navigational radars provides officers proper decision support to steer the ship on the best course and speed to reduce rolling and pitching.

The JRC Radar Wave Analysis Function is developed to measure wave height, direction and length. Even in rough seas and at night clear information is presented on a window within the IMO radar screen in values, but also in a spectrum chart for easy and fast interpretation. The analysis technique is developed in the radar signal processor, TM Blizzard, that realizes accurate wave measurement and ships detection simultaneously in optimizing scan correlation and pulse length adjustment. Due to the unique signal processing the wave measurement function can be in use while important navigation radar functions are being continued for the prevention of collision with other ships. In fact, the radar can analyze the wave in a zone of four square kilometers ahead in the range of 1.5 - 2 nautical miles, while the radar's ships detection is kept with 12 nautical miles, like a pair of eyes.

Wave data

The Wave Analysis Function is integrated in the JRC JMR-7200 and 9200 IMO radar as a software license function and is easily available by a software upgrade, no additional hardware is needed. In combination with a JRC Dynamic Sensor JLR-21 which can measure the motion of the vessel around three axes, a clear conning page can be created with all motion and wave information to support the crew to make course and speed decisions in difficult sailing circumstances. When the unique J-Marine box is connected, this wave data can be recorded and shared with the shore office, ship design institutes and weather data companies for research and improvement of calculation models.

Are you interested in receiving more information about the Wave Analysis Function and the upgrade possibilities? Please contact our sales team at: sales@jrc-europe.com



FACTS & FIGURES

IT IS ESTIMATED THAT
 **ON AVERAGE**
1,382 CONTAINERS
ARE LOST AT SEA 
EACH YEAR

BASED ON A 12 YEAR SURVEY BY
THE WORLD SHIPPING COUNCIL.

In 2020 a record number
of containers have been lost.
The ONE APUS alone lost

1,816
containers
in the Pacific Ocean.

ACCORDING TO VERO MARINE,
A 20-FOOT CONTAINER

CAN FLOAT FOR 
UP TO 57 DAYS WHILE
A 40-FOOT CONTAINER
WILL FLOAT **MORE THAN**
THREE TIMES AS LONG.

A fully-loaded container
will generally float only
46cm | 18 INCHES
above water.

PORT OF PRIDE

EVERYONE GIVEN THE SAME OPPORTUNITY IN THE WORLD PORT ROTTERDAM

The headquarters of JRC | Alpatron Marine have been designated 'Port of Pride Proof'. This means that as a company, we treat everyone with the same respect, regardless of their sexual orientation, gender, physical ability, origins, background and/or the colour of their skin.

The Port of Pride Foundation promotes the equal treatment of people who work – or want to work – in the port city of Rotterdam. In September 2020, JRC | Alpatron Marine was one of the companies attending the Port of Pride kick-off, and we wholeheartedly endorse this organisation's principles. During the official launch, Port of Pride Chairman Marco Valk emphasised that the time has come to make diversity and inclusivity a

normal part of everyday life in Rotterdam's port area. "As the founder of the business events agency CoSolo, I have been working for years together with a wide range of fine companies in the port of Rotterdam. I have always been struck by the strong pride shown by Rotterdam's workforce: not just in their own abilities, but also in the port as a whole. Unfortunately, I've also noticed that diversity and inclusivity in the workplace are not

always a given fact. When these values become an integral part of Rotterdam's DNA, I am sure that companies will accomplish even more than they do today. I firmly believe that as a business, you can only achieve lasting success when every member of your workforce – regardless of his or her background, convictions, sexual orientation, gender, skin colour or physical ability – is not just accepted, but welcomed with open arms."



The management of JRC | Alpatron Marine believes that it is precisely the diversity of Rotterdam's population that instills such a strong sense of pride in this world-class port. We hope together with the Port of Pride Foundation that many other companies in the port of Rotterdam will join this wonderful initiative. By promoting equal opportunity in the port of Rotterdam, we not only create an even more attractive work environment, but also distinguish ourselves in a very positive way from other ports and economic sectors.

ONLINE GLOBAL TRAINING ACADEMY



The online Global Training Academy has been widely used since its launch in September last year. Via the online learning management system, training courses can be followed wherever in the world you are and whenever is most convenient for you. The reactions are therefore positive. The trainers of JRC | Alpatron Marine are working hard to expand the online training portfolio.

“Currently our distributors can follow three training courses online,” says Monique Scholten, Manager Training. “New training courses are being developed. To this end, the trainers from the different locations are working together on the content creation. The additional advantage of this is that we can combine their various training styles. Despite the fact that it has its challenges, after all you are dealing with time differences, it is a pleasant but above all good cooperation between our trainers. Recently we added the technical training ECDIS MFD (JAN-7201/9201) to our online training catalogue and soon the course for the JMR-5300 will be added as well.”

Feedback

During the first six months that the Global Training Academy has been online, the trainers received feedback from both JRC and the participants. Monique Scholten: “The content of the training is fixed. But you have to rewrite a classroom training to an interactive online version. This version must consist of a good mix of text, questions and videos, but also interim tests and of course an exam. We have received

mainly positive responses, but here and there also little points of criticism. We take these into account in the development of the new training courses. In addition, we hereby can check whether there are certain parts in the existing courses that still need to be fine-tuned. This way we also learn from every online training. Ultimately, it is about the participants mastering the subject matter and being able to apply it during their daily activities.”

Division

While the range of training courses is being expanded, there will be a change. “Training courses for JRC and Alpatron Marine equipment will be divided. The JRC part consists of all JRC technical trainings. The Alpatron Marine’s training courses are for inland shipping, deepsea (end users), and internal trainings. The division between JRC and Alpatron Marine LMS will only contribute to a clear overview of the trainings available. However access to all training courses will remain the same; by logging in. Distributors can now do that from both the JRC and Alpatron Marine website,” says Monique Scholten.

AGENDA EXHIBITIONS

WORLD PORT DAYS

03-05 September 2021

Rotterdam, The Netherlands

EUROPORT

02-05 November 2021

Rotterdam, The Netherlands

METSTRADE

16-18 November 2021

Amsterdam, The Netherlands

NORSHIPPING

10-13 January 2022

Oslo, Norway

ASIA PACIFIC MARITIME

16-18 March 2022

Singapore

MARITIME INDUSTRY

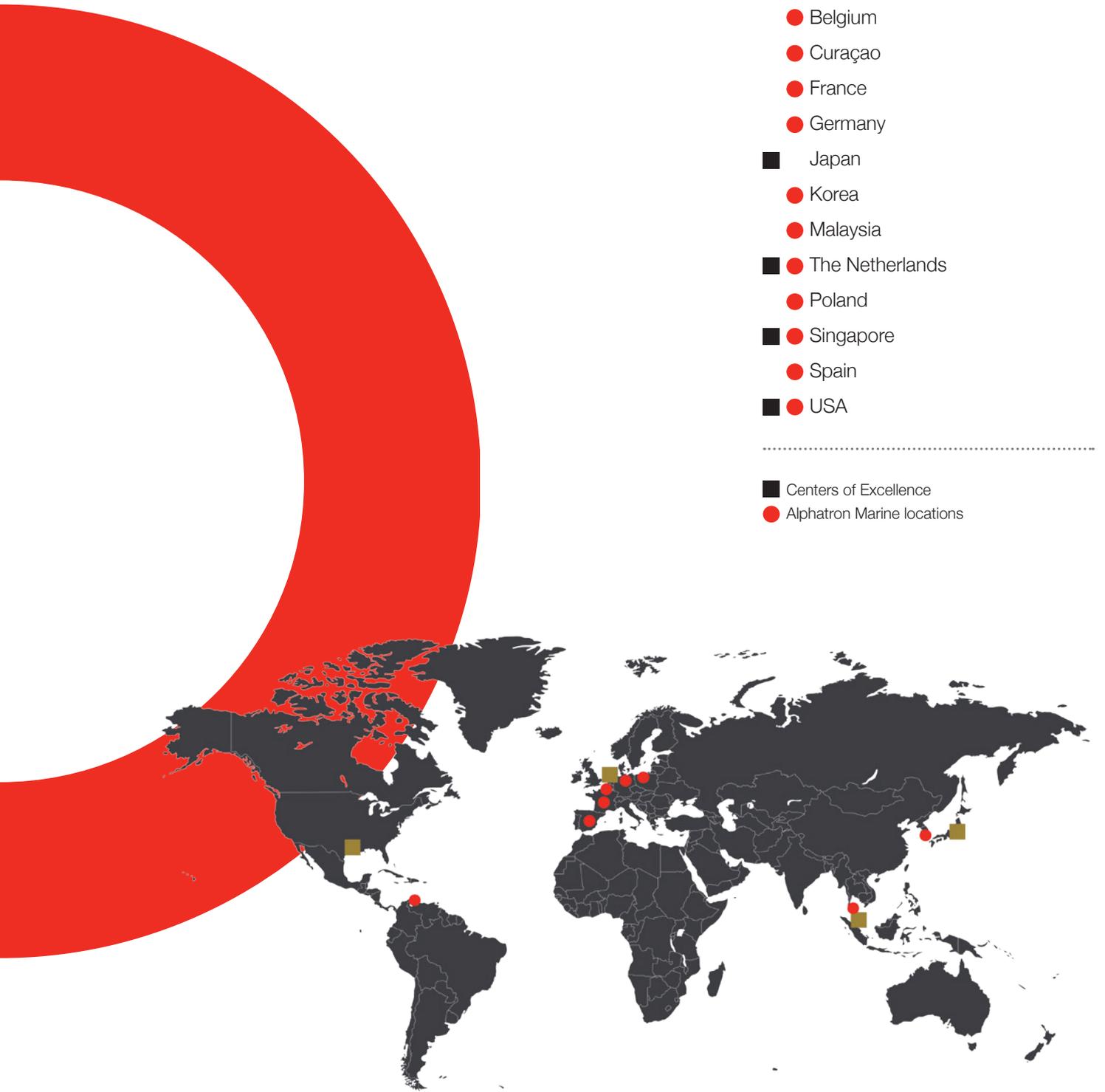
17-19 May 2022

Gorinchem, The Netherlands

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The COVID-19 situation is evolving on a daily basis. It is therefore possible that some of the above-mentioned exhibitions will not take place. Look at our website www.alpatronmarine.com under 'Events' for the latest developments on our exhibition agenda.

OUR LOCATIONS

- Belgium
 - Curaçao
 - France
 - Germany
 - Japan
 - Korea
 - Malaysia
 - ● The Netherlands
 - Poland
 - ● Singapore
 - Spain
 - ● USA
-
- Centers of Excellence
 - Alphatron Marine locations



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