

# ALPHATRON

# Marine Magazine

Magazine of **JRC** and Alpatron Marine | Year 3 Issue 2 June 2019

**BOOMING AMERICAN  
CRUISE MARKET**

**PRIME MINISTER EUGENE RHUGGENAATH  
OPENS NEW OFFICE BUILDING  
ALPHATRON MARINE CURAÇAO**

**NEW TATSUMI OFFICE OF JRC**

**JRC, ALPHATRON MARINE & PRONAV  
WELCOME YOU AT THE  
NOR-SHIPING 2019 EXHIBITION**

**100 YEARS EGIL ULVAN REDERI AS  
'IF WE CAN LIFT IT, WE CAN SHIP IT!'**

## COLOPHON

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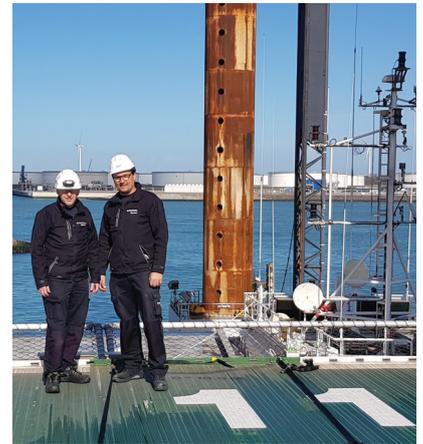
**Alpatron Marine** is a world renowned supplier of integrated bridge solutions, representing a number of major industrial brands, alongside manufacturing unique complementary products to the JRC portfolio. With full support from Centers of Excellence in Tokyo, Rotterdam, Singapore and Houston, the combined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



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## COVERPHOTO

The Celebrity Flora is the newest mega yacht of Celebrity Cruises. Alpatron Marine delivered i.a., a complete JRC | Alpatron Marine bridge with radar, ECDIS, conning and BAMS for the ship that is the first of its kind with an extraordinary destination.

Read more about it in the next edition.

# ALPHATRON

Unchanged course

The turbulent economic start of 2019 has certainly not seen the economy rise in a steep curve. It is like navigating on a shipping route with obstacles. Nevertheless, JRC | Alpatron Marine started the first quarter on a positive note with sustained investments in technical innovations and marketing. Because whatever the market trends are, our course will never deviate from our key principles, which are technological innovation and worldwide service with JRC equipment for our customers and end users.

We invested against the current with the relocation of our Alpatron Marine France office and the expansion of our Alpatron Marine Curaçao office, to provide our customers in France and Central and South America with even better service. We are also breaking the market deadlock with creativity and innovation. For example, we are helping our customers with retrofits. It is important that we contribute ideas and work closely with our customers. One good example of this is the fast supply on the Jack-up Barge's JB-115 to keep the self-elevating platform in service. And, of course, helping with preventative ideas is important as well, as we have been doing for De Koperen Ploeg for many years. We would like to tell the story of the very special Amsterdam boatmen.

We also have a long tradition with Damen Shipyards, as you can read in the interview with Jan van den Broek. And it is not just JRC | Alpatron Marine that is investing in the future – our business relations are doing exactly the same. The launch of Bibby Wavemaster Horizon and the latest Sendo Liner, the Dutch inland vessel that has been sailing with zero emissions since the spring of this year, are perfect examples of that! Furthermore we describe how Alpatron Marine is involved in the booming cruise market.

Last but not least, in this issue we focus on the Scandinavian market. We talk to Arild Risholm Sæther, CEO of ProNav, a supplier of marine electronics and a subsidiary of JRC since the past year. We open on the following pages with an inspirational story about Egil Ulvan Rederi followed by an article on Danish company TORM, one of the world's leading carriers of refined oil products. Lastly, we look forward to seeing you at Nor-Shipping 2019, which will be held in Oslo from 4 to 7 June 2019. As at many other important trade fairs, we will be exhibiting the most important innovations made by JRC | Alpatron Marine.

You are welcome to visit!

Bart Brom | [CEO Alpatron Marine Group](#)





# 100 YEARS EGIL ULVAN REDERI AS 'IF WE CAN LIFT IT, WE CAN SHIP IT!'

With 25,148 kilometers, Norway has an unusually long coastline. The lengthy and rough coastline includes fjords, small offshore islands and other coves. The natural topography of the country has a major impact on the infrastructure. Along the west coast, connections are often dependent on ferries and cargo vessels. The bulk carriers and fish feed vessels of Egil Ulvan Rederi AS, sail the Norwegian waters, transporting goods all along the west coast and delivering fish feed to offshore fish farms. Recently the company ordered a new LNG Plug-in Hybrid Vessel with reefer capabilities for which ProNav will deliver a complete JRC communication and navigation package.



*Pictures with courtesy of Egil Urvan Rederi AS.*

“Cement, wood, farm essentials, even small yachts... If the cranes on our vessels or forklifts can lift it, we ship it,” states Ivan C. Ulvan, Shipowner and Technical Manager of Egil Ulvan Rederi. “Our cargo vessels sail between Stravanger and Tromsø, and Moss and Tromsø, picking up and delivering cargo wherever required. All of our vessels, fish feeder vessels included, are equipped with side thrusters at the bow and stern and DPI, giving them good maneuverability. This enables them to dock at most quays along our coastline and at the fish farms in the Norwegian Sea. Even at some locations where other transportation companies are not able to come.”

### **Family business**

Egil Ulvan Rederi AS is one of the companies in the Ulvan family business. This year the company celebrates its 100th anniversary. “It all started with just one fishing vessel in 1919,” tells Ivan C. Ulvan about the company’s history. “In the 1930’s my great-grandfather started to buy up fish and deliver it along the coast line, slowly taking on more and more goods. By the time my father took over the company in 1967 it had become a small transport vessel. My father ordered the first newbuild from Groningen - Holland, and started the first fixed route, mostly delivering goods to and from a cement factor. It was only when I joined the company

**“All of our newest vessels have JRC equipment. It is good and reliable equipment, which is very important for keeping crew, vessel and your surroundings safe.”**



**Ivan C. Ulvan**  
**Shipowner & Technical Manager**  
Egil Ulvan Rederi AS

in 1995, that a second vessel came into service. Now the family business exists out of three companies, combined owning 14 of the 15 vessels in service, all making 35 tot 40 stops per week.”

### **The fleet**

Even after 100 years the company is still evolving and growing. Ivan C. Ulvan: “We have quite a modern fleet. Our latest fish feed vessels are at the forefront of environmental developments with LNG engines, variable speed and closed discharge/loading. The vessels have been developed together with Marin Harvest to achieve efficient logistics with the least possible carbon foot print.” Recently Egil Ulvan Rederi AS placed an order for a new LNG Plug-in Hybrid Vessel with reefer capabilities. The vessel, which will come into service in 2020, will be equipped with a complete JRC communication and navigation package. “All of our newest vessels have JRC equipment. It is good and reliable

equipment, which is very important for keeping crew, vessel and your surroundings safe,” explains the ship-owner and technical manager.

### **Younger generation**

Ivan C. Ulvan is proud that his company keeps up with the changes of time, but knows the future will only bring more developments: “The modern vessels are a lot more complicated to operate than back in the days when I was sailing as a captain. Engine rooms are now equipped with computers. We are happy to see that these changes also attract a different younger generation to the maritime industry. We put a lot of energy in attracting these youngsters to the business. And it is paying off. Our crews are now a perfect mixture of ages, all with their own kind of experience necessary to operate these vessels and waters and with possibilities for the future.”

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## **ULVAN FAMILY BUSINESS**

*The Ulvan family business was founded in 1919. Nowadays, the company is owned by the fourth generation of the family: Ivan C. Ulvan and his sister. In 2014 the family business was expanded and it now exist out of Egil Ulvan Rederi AS, Halten AS and Halten Bulk AS. Together the companies transport several hundred tousand tonnes of cargo.*

*In its anniversary year Egil Ulvan Rederi AS placed an order for a new cargo / freezer vessel at Tersan Shipyard. The ‘Oddrun With’, developed in collaboration with Multi Maritime, will be delivered in the fourth quarter of 2020.*



# JRC, ALPHATRON MARINE & PRONAV WELCOME YOU AT THE NOR-SHIPPING 2019 EXHIBITION

From 4 to 7 June 2019 Nor-Shipping will take place in the Norges Varemesse in Oslo. The exhibition in Norway is where cutting edge Norwegian and international companies showcase the innovations that deliver competitive advantage for their customers. JRC, ProNav and Alpatron Marine will be present at the IT & Navigation section in Hall B.

“The main focus at our stand will be on the JRC Multi Function Displays,” tells Arild Risholm Sæther, CEO of ProNav (see page 27). “We receive more and more requests for bigger displays from shipowners. Therefore we will be showcasing two standalone consoles with 26 inch displays as well as a rack with three 55 inch displays. Giving the visitors the opportunity to see the MFD’s smooth graphics, fast processing and all-round serious performance.” The MFD operating system has been developed by JRC engineers to deliver one of the most intuitive and integrated maritime bridge experiences in the world. A new approach offers an incredibly easy-to-use icon based navigation experience with simple menus and dedicated functions. Arild Risholm Sæther:

“With a few clicks, you can do things like route planning, acquiring targets, switching between the systems or show alarm information.”

## Getting acquainted

“Exhibitions like Nor-Shipping are very important to us. It gives us the opportunity to present our partners and get visitors acquainted with our international organization, the people, the service network and future products,” explains Arild Risholm Sæther. “Nor-Shipping attracts both high sea ship-owners as well as short sea and offshore vessel customers. It is a good place for mingling and conversations. We like to invite you to our stand B02-24 We hope to see you there.”





## COVERSTORY: TORM

A stunning picture of one of the tankers of TORM adorned the cover of the previous edition of the Alpatron Marine Magazine. TORM is a pure play product tanker company and one of the world's leading carriers of refined oil products. The company has an impressive newbuild program which counts nine vessels due to enter the fleet by 2020. JRC | Alpatron Marine has been selected by TORM as the sole provider of bridge equipment for the new vessels.

TORM currently has a fleet of 82 product tankers, varying in size from 35,000 - 114,000 dwt in the LR2, LR1, MR and Handy vessel segments. The company's tankers transport refined oil products, such as gasoline, jet fuel, naphtha and diesel all over the world for major independent oil companies, state-owned oil companies and oil traders. One TORM platform serves its customers with 24/7 operations.

### Forefront of innovation

TORM was founded in Copenhagen, Denmark in 1889 and recently celebrated its 130 years of operations. The company has prospered through numerous historical events and market cycles, while remaining at the forefront of innovation and the new technologies that have influenced and shaped the shipping industry through time. Today, TORM with eight offices worldwide, continues to build on its legacy. With the One TORM platform and strong

company values displayed by its dedicated seafarers and onshore employees every day, TORM stands on a strong, yet flexible, foundation that will allow the company to keep delivering on its promises for many years ahead.

### Strategic focus

Absolute reliability, high quality and safety are the cornerstones of the company's success. Safety is part of TORM's strategic focus and an integral part of the ambition of becoming the Reference Company within the product tanker industry. As part of this strategic focus, TORM wants to take safety culture, performance and quality to a higher level and to ensure a common understanding of safety across the organization. This will be accomplished through a company-wide safety program called One TORM Safety Culture – driving resilience and involves all employees both ashore and at sea.

### EQUIPMENT

The equipment JRC | Alpatron Marine will be delivering for the newbuilding program includes a complete GMDSS package with JRC VHF, MF-HF, Navtex and Inmarsat-C and other communication equipment such as JUE-501 Fleet Broadband and Weatherfax.

The navigation equipment will consist out of 25kW X-Band radar MFD, the 8ft Solid State S-Band radar MFD and the new Speed Log JLN-740A Doppler. JRC | Alpatron Marine will also supply the complete bridge consoles, including an upgrade from ECDIS to the newly introduced JRC NeCST.

## Partner

“We have selected JRC | Alpatron Marine as the sole provider of bridge equipment for all the vessels in our newbuild program. We specifically appreciate that JRC | Alpatron Marine is able to provide access to the latest developed technology which keeps our vessels among best in class,” states Captain Thomas Nettelhed, Senior

Marine Advisor at TORM. Before the appointment for the new vessels, JRC | Alpatron Marine and TORM had been working together for many years. “We value the close working relationship with the smooth flow of communication and support from our customer service contact point. Their support during requirements for retrofit programs is great! With JRC | Alpatron Marine’s

24/7 worldwide customer support, we can provide our vessels with fast and efficient turn around. We see how JRC | Alpatron Marine takes the extra step. They also take into consideration how their equipment would be experienced best within the overall bridge layout. This has been positively received by TORM crew working on the bridge!” concludes Captain Thomas Nettelhed.

**Absolute reliability, high quality  
and safety are the cornerstones  
of TORM’s success.**



Picture with courtesy of TORM.

# SEVENTH EDITION OF SEA ASIA



From 9 - 11 April 2019 the Marina Bay Sands in Singapore was home to the 7th edition of Sea Asia. Over 440 exhibitors from all over the world welcomed around 15,000 participants during this three day event held in conjunction with the Singapore Maritime Week. JRC | Alpatron Marine was also present and took the opportunity to introduce the ProLine on the Asian market.

“The newly introduced ProLine has been very well accepted by many visitors and potential customers,” tells Maurice Rutten, Director Alpatron Marine Singapore. “We are well convinced that the ProLine will have a good start in Oceania, South East Asia and the Middle East this year. In all, we can look back to a good and exciting Sea Asia 2019 with many visiting customers, new leads and a great ‘bites and drinks’ party on the first day. JRC/Alpatron Marine has shown again that we are an important player in the marine industry and that we are versatile and innovative when it comes to new products and ideas in a difficult market.”

## IMPLEMENTING YOUR DATA INTO THE JLZ-1000

When working with equipment like chart plotters on a daily basis for years on end, people tend to get reluctant to switch to a newer model. Often not just because they have become used to the product, but because they don't want to lose stored data like favorite plots and tracks. But thanks to our engineers of JRC in Japan, that is now a problem of the past when switching to the JLZ-1000 chart plotter.

Our engineers developed special software that makes it possible to transfer all information from the old chart plotter to the new JLZ-1000 model. This device was introduced last year as the successor of successful models like the NWU-800 and JLZ-700. It has one of the most accurate and thorough sets of global nautical charts created for the marine environment available today. The JLZ-1000 color plotter allows for an incredibly detailed display of sea areas and has a high-speed display contributing to a stress-free navigation. Upon purchase of the first JLZ-1000, available from stock, the new software to transfer the data is available for free.

For more information on the JLZ-1000 chart plotter, go to:

<https://jrc.am/products/jlz-1000/features> or contact your account manager.



# SAILING AROUND THE WORLD

**Jan Legein is the proud owner of the Monara, a classic 1960 Dutch Trawler Yacht. His plan is to make a 2-year journey around the world with the ship for which Alpatron Marine Belgium recently delivered a complete Maretron package. For the Monara the journey will be by all means challenging, so the vessel and its crew, Jan Legein's family, are busy preparing: from spare parts to maintenance schedules, and from communications systems to crew training.**

The Monara, meaning capable leader, was built by Timmer in Delft, The Netherlands, as a classic deep displacement trawler yacht. "Over the years she has had four owners, who all looked after her with great care. As a result the Monara is well conserved and still carries that vintage look of last century," explains Jan Legein. "She also still has her two unique Gardner engines, which are a fine example of English post war technique: low in consumption and incredibly reliable." Electronically however, the yacht has evolved through times. Jan Legein: "From the 70's the Monara was equipped with state of the art electronics, using custom made plc's to run the autopilot, the first pc to run electronic charts, fuel rate measurements and the first GPS. An old large radar, in working condition, is a witness of this era. From 2010 the wheelhouse has been significantly upgraded with plotters, GPS, radar, echosounder/fishfinder and a new autopilot."

## Equipment

When preparing for a journey around the world, the first thing you think of is the equipment. "Alpatron Marine is a good partner for the supply of Maretron and Actisense equipment. They have a good stock of spares and all the experience required for this kind of projects. When required, we get quick answers from the Alpatron Marine. We are still working on translating the NMEA0183 data to NMEA2000 and adding NMEA2000 sensors to the engines, tanks and different systems, in order to monitor the vessel closely when travelling. The complete Maretron package, provided by Alpatron Marine Belgium allows us to bring all this information together on an NMEA2000 backbone, which can e.g. be monitored through dedicated touchscreens or on the ship's computer. As we want to keep the look and feel of Monara's bridge as original as possible, modern electronics are not omnipresent. Customised views on small 24 x 24 cm computer monitors allow us to see all vital information in different situations," construes Jan Legein.

## Preparations

It is not just the electronic equipment that needs to be prepared. Jan Legein: "We have a long to do list, which includes the possible instalment of a kite or large front sail to assist us during the crossing, but also crew training. The crew exists out of Jan, his wife Sylvie and their three children Leon (21), Martha Luna (16) and Jeanne (14). For each member of the family it is all both very exciting and very abstract. We try to prepare ourselves by planning the online courses the children will have to follow (as we will teach them along the way) and by reading and talking about the trip with many people. But also by obtaining Padi degrees for diving and getting some surfing skills."

## The plan

The family of five's plan is to start on 1 July 2021. "Due to the restriction in range with a motor vessel, we will start our journey towards Iceland and Greenland, hopping over to Canada and then south along America's east coast. Our intention is to follow the summer into the southern hemisphere, and pass under Patagonia in March 2022. From Peru we plan to hop over to Easter Island, then on to Polynesia, Oceania, and probably around Africa, to get us back in Europe in about 2 years. It will be interesting to see if and how easily we will be able to disconnect from our current 'Instagram and Netflix driven' lives, but for me the trip will already be a success if old habits like enjoying good food, reading a book, drawing sketches, talking and writing a diary will again be appreciated by each member of the crew," concludes Jan Legein



The Hang Jun 6008 is one of two new 6,500 m<sup>3</sup> trailing suction hopper dredgers (TSHD) for China Harbor Engineering Company (CHEC), a subsidiary of CCCC Shanghai Dredging Company. Both vessels were realized at ZPMC in Qi Dong, China. The Dutch company Royal IHC delivered next to the design and the basic engineering, equipment packages consisting of the entire dredging installation, the electric systems and the dredging automation system, including the control system for one-man operation.

Both dredgers will serve for the Shanghai International Shipping Center and the Shanghai Free Trade Zone.

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Alphatron Marine delivered the integrated AlphaBridges for both vessels with all the equipment. These bridges were the biggest AlphaBridges ever built in at the JRC | Alphatron Marine location in Singapore.

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## VESSEL PARTICULARS - HANG JUN 6008

Length:	108 m
Wide:	24.5 m
Draft:	7.6 m
Gross Tonnage:	7645
Capacity:	10,442 t



# ALPHATRON BOARD HANG JUN 6008

# THE AMERICAN CRUISE MARKET IS BOOMING!

More ships, more ports, bigger vessels, refurbishment projects, special expedition vessels... The American cruise market is thriving. In January 2019, Greg Shesney was appointed Cruise Line Sales Representative for Alpatron Marine USA and JRC Americas Division. From his port of call, Fort Lauderdale, Florida, Greg Shesney tells us about the cruise market, the changes and the opportunities.

“Throughout my career I have been involved in the cruise industry,” tells Greg Shesney. “Over the years I have seen the industry changing and growing. Literally growing, as the size of the vessels kept becoming bigger and bigger, and all kinds of records were being shattered. But the changes weren’t just made in ways to offer more capacity. Also, on land there were some significant changes. In the last ten years, more major cities in the USA have added cruise ports, either year-round or during spring and summer. Cities such as Galveston, TX, Jacksonville, FL and Baltimore, MD have been added to the itineraries of big cruise liners. That means that anyone visiting or residing within the USA has relatively close access to boarding a cruise ship, more so than they had over a decade ago.

It all contributed to an increase in passenger numbers. Last year, Port Miami was the busiest port welcoming 4.8 million passengers.”

## New orders

It is no wonder that with an increase in passengers, the newbuild market is soaring too. “According to the leading magazine, Cruise Industry News, last year the world wide order book contained no less than 106 cruise ships to be delivered between 2018 – 2027,” illustrates Greg Shesney. “Closer to home, all the leading cruise lines have at least two newbuild orders through 2022. There is also a fleet of older cruise ships and expedition vessels that require refurbishment.” Old or new, all cruise lines pay a lot of attention to reducing harmful emissions and reducing

energy consumption. “For instance, market leader Carnival will be putting two newbuilds into service in 2020 powered by LNG, and the vessels promise to be very large, at 180,000 tons and capacity for 6,600 passengers each!”

## Success

Greg Shesney: “We have entered the market willing to provide the best service and prices possible. I am pleased to say that as of April we are official supplier to Royal Caribbean Cruise Lines. In addition, we are also an official supplier to Bahamas Paradise Cruise, located in Deerfield Beach, Florida. We are still getting our footing, but with support from other offices, including The Netherlands and Belgium, and the brand awareness of our parent company, we can only go upwards as we have only just begun.”

**“We are still getting our footing, but with support from other offices, including The Netherlands and Belgium, and the brand awareness of our parent company, we can only go upwards as we have only just begun.”**

**Greg Shesney**  
**Cruise Line Sales Representative**  
Alpatron Marine USA and JRC Americas Division



# DUTCH TRADE MISSION 2019

Trade association Netherlands Maritime Technology (NMT) organized a Dutch maritime trade mission to Miami, in collaboration with the Dutch embassy. From the 7th to the 12th of April 2019, participants visited multiple small and large cruise lines and the Seatrade Cruise Global exhibition. Greg Shesney, Cruise Line Sales Representative for Alphatron Marine USA and JRC Americas Division took part and look back at a successful and beneficial event.

“The itinerary was impressive. It started with a tour around the MV Koningsdam from Holland America Line and continued with visits to Crystal Cruises, Disney Cruise Line, Royal Caribbean Cruises, Holland America Group and Celebrity Cruises. It was a remarkable time to be front and center with management that in most instances we would never meet,” recaps Greg Shesney.

## Good opportunity

The cruise line market is still a sea of opportunities for JRC | Alphatron Marine. “We are currently working hard on getting our name out there and to familiarize the cruise markets with our products, innovations, service and what we have to offer them. This trade mission could

not have come at a better time. We got the opportunity to directly explain how we all do our best in an ever increasingly competitive environment that puts emphasis not only on value, but also on relationships and dependability,” explains the Cruise Line Sales Representative.

## Seatrade Cruise Global

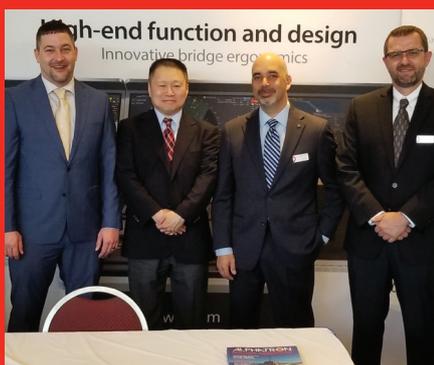
The trade mission delegation also visited the Seatrade Cruise Global exhibition. After being held in Fort Lauderdale the past three years, the largest global cruise industry gathering, returned to its home at the Miami Beach Convention Center. “It was the 35th and largest edition of the event, with suppliers from near and far. This year over 13,000 professionals came

together. It was the perfect opportunity to meet (potential) customers and make a connection. All-in-all it was an interesting and successful trade mission.”



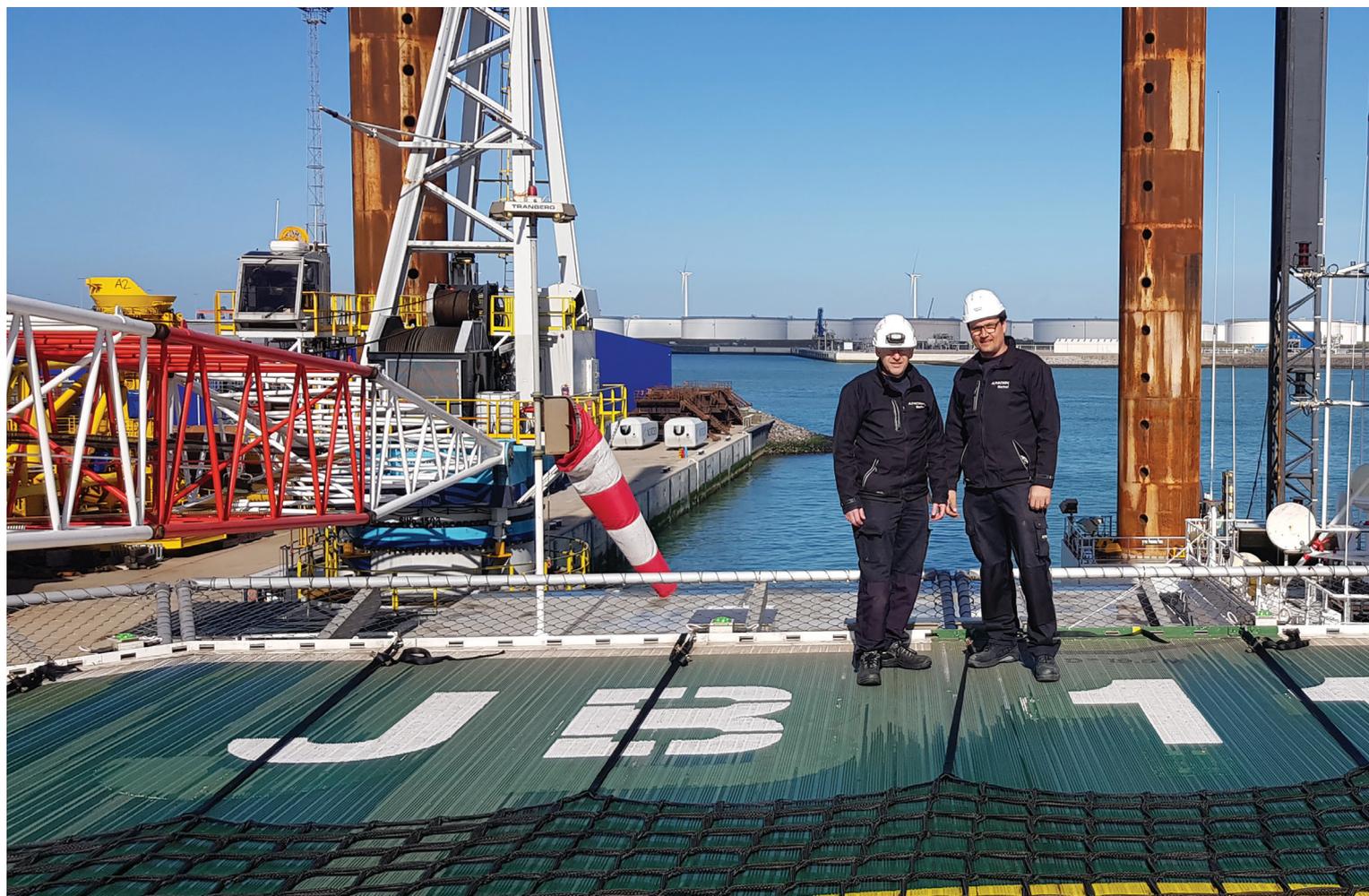
**Greg Shesney**  
Cruise Line Sales Representative  
Alphatron Marine USA and  
JRC Americas Division

## CMA SHIPPING 2019



With over 2,500 attendees from 49 countries, with 9,000 vessels owned or controlled between them, CMA Shipping is the largest shipping event in North America. Of course Alphatron Marine USA was present at the conference & exhibition in Stamford, Connecticut from 2 - 4 April. “CMA Shipping is an important exhibition in the USA. It is visited by mayor key players in the maritime market and therefore a good opportunity for us to meet with (potential) customers and partners,” explains Alex Giménez, General Manager JRC | Alphatron Marine USA. “We look back at an interesting and fruitful event.”

# FAST SUPPLY AND EXCELLENT COOPERATION KEEPS JACK-UP BARGE'S JB-115 IN SERVICE



The Alpatron Marine specialists are available 24/7 to answer technical questions and to offer instant service. And that is challenging at times, because no situation is the same. An example of how things went differently was at the Jack-up Barge's self-elevating platform JB-115. Our engineers discovered a critical situation during a service while the Jack-up Barge 115 had to do an offshore job at the North Sea within days.



**"We take pride in solving this critical and complex issue in the short window available."**

**Dennis Winterswijk**  
Business Unit Manager  
ITAV and Communication  
Alpatron Marine

It was in March of this year when our engineers Dennis van den Akker and Krijn Klootwijk had to do a service on the PAGA system aboard Jack-up Barge's JB-115. During this service the attending engineers discovered the system was beyond repair. Not such a nice observation because JB-115 needed to sail out on a project the following week. "The call about a problem with the PAGA system in the B-rack on board came in late Thursday afternoon. The quotation for replacement of

*Engineers Krijn Klootwijk and Dennis van den Akker  
on board the Jack-Up Barge JB-115.*



the system by a dual-rack Alpha-Announce Digital system was issued the same day and approved the day after,” explains Dennis Winterswijk, Business Unit Manager ITAV and Communication at the Center of Excellence in Rotterdam. “Because Alpatron Marine was able to supply from stock, the installation started the next Monday and was successfully completed in time for departure, assuring the safety-critical communication and alarms when needed. So the JB-115 could depart in time from the Maasvlakte, to the offshore job at the North Sea. We take pride in this excellent cooperation between service, sales, logistics and the customer to be able to solve this critical and complex issue in the short window available,” ends a proud Dennis Winterswijk.

## GOLDEN MEMBERSHIP MOTOROLA

**Around the world, Motorola Solutions channel partners are recognized for their expertise and success in delivering innovative mobile and communications solutions that connect customers with critical information in moments that matter. Alpatron Marine has had a partnership with Motorola for a long time. This spring we received the Gold Certificate of Motorola.**

“Strong knowledge of the maritime industry and the Motorola Solutions portfolio is the essential added value in the cooperation with Alpatron Marine,” explains Bojan Nikolic, Sr. Channel Account Manager BeNe of Motorola Solutions Netherlands B.V. “Motorola Solutions connects people through

**“Together with our worldwide network of channel partners like Alpatron Marine we are able to deliver our robust, innovative solutions.”**



**Bojan Nikolic**  
Sr. Channel Account Manager BeNe  
Motorola Solutions Netherlands B.V.

technology. Our customers rely on us for the expertise, services and solutions we provide, trusting our years of invention and innovation experience. By partnering up with customers and observing how our products can help in their specific industries, we are able to enhance our customers’ experience every day. Together with our worldwide network of channel partners like Alpatron Marine we are able to deliver our robust, innovative solutions.”

An example of a Motorola-product in combination with the solution focused expertise of Alpatron Marine is the DMR digital radio communications based on, for example, the DP4801Ex ATEX radio. Other communication solutions are TETRA and PTT over broadband communication solutions & related applications.

# NEW TATSUMI OFFICE OF JRC

## 'WITH SYNERGY WE CAN PROVIDE THE BEST SOLUTION'

The Tokyo Bay region is one of the major industrial areas in Japan and an international logistics center. Close to this key area, the Tatsumi office of JRC is located. "From here we serve our customers in all respects. With the synergy created by having everything under one roof, we can offer our customers the best solution," explains Takayuki Komiya, Executive Officer JRC.

On 7 May 2019 our new location at the Tatsumi office opened for business. With the move from Nakano to Tatsumi JRC's Marine Systems Division in Tokyo aims to maximize customer satisfaction. "We expect to develop creative synergy by relocating the Marine Business Department and the Business Planning department," illustrates Takayuki Komiya. "The Marine Service Department was already housed at the Tatsumi office. Since before this relocation a part of our Global Information Engineering Department was already working together with the Marine Service Department, offering various kinds of services and solution proposals.

The environment surrounding shipping and shipbuilding industries is changing drastically. Our customers are facing various kinds of challenges: from staying afloat in an unstable global economy, to environmental measures and cyber security. With a collaboration of customer service, information, engineering, sales and marketing, and our consolidated subsidiary

JRC Marifonet, we can offer our customers a fine-tuned solution to fit their individual needs. We can provide them with the tailor-made solution they are looking for by using digital technology, big data, IoT and autonomous ship technology." The Tatsumi office is located east of the center of Tokyo, close to Tokyo Bay with major ports such as Kawasaki, Yokohama, Yokosuka, Chiba, Kisarazu and Tokyo. "Our new location is also near the business district, where our major customers like NYK, MOL and K-line have their head quarters and where their vessels berth. That fact is another big plus," tells Takayuki Komiya.

### Reiwa

The move of the departments coincided with the start of the era of Reiwa. "In Japan an era starts when a new Emperor ascends the throne. On 1 May Emperor Akihito's elder son, Naruhito succeeded his father and became the 126th Emperor of Japan, marking the start of the Reiwa era. In English Reiwa can be interpreted as 'Beautiful harmony'. Which is also the basis for our relocation. By gathering departments in one place near the customers, head offices and ports, we can offer a complete solution. Working together in beautiful harmony," concludes Takayuki Komiya.

**"With the move from Nakano to Tatsumi JRC's Marine Systems Division in Tokyo aims to maximize customer satisfaction."**

**Takayuki Komiya**  
Executive Officer  
JRC



### JRC MARIFONET

JRC Marifonet Co., Ltd was established in 2000 as part of the Marine Systems Division of JRC. The company offers year-round preventive maintenance and repair of marine electronics equipment and information communication services for JRC marine electronics installed on board vessels all over the world. JRC Marifonet strives to providing high quality service from a global standpoint. Recently Osamu Yano has been appointed President of JRC Marifonet Co., Ltd.



## WHERE IS JRC | ALPHATRON MARINE?

We challenge you to participate in the ‘Where is JRC | Alpatron Marine?’ - photo competition. Send us a picture of a JRC or Alpatron Marine product or service and win one of the Amazon gift cards. The picture could be a close-up shot of the equipment or for example a vessel with our product: everything is possible. Our photo competition is open to everyone, from professional to amateur photographers!

**Photos can be send to: [marketing@alpatronmarine.com](mailto:marketing@alpatronmarine.com). Submissions must be made by 31 August 2019. Winners will be selected and announced on 10 September 2019. For more information: <https://lnkd.in/gAB86Cg>**

## FACTS & FIGURES

**Recently Alpatron Marine received, together with Oechies Electrotechniek an order for no less than 23 newbuilds.**

**This is the largest order in the history of Alpatron Marine Inland.**

## BRONZE AND GOLDEN OLYMPIC MEDAL FOR DANNY DE KORTE

**His goal was to win a golden medal at the Special Olympics World Games (14- 21 March) in Abu Dhabi and Dubai. And he did! Danny de Korte came home with a bronze and a golden medal.**

Danny was born with very weak muscle power. After 6 weeks he was diagnosed with Prader Willy syndrome. The first months were extremely difficult. Was Danny able to grow up? What about his muscle power, would he be able to walk? But Danny proved to be a real go-getter. “He became stronger and was able to go to school. He even started at the local athletic sport club. And then there were the Special Olympic World Games! Can you imagine how proud we as parents are?” says father Hans de Korte, senior Embedded Software Architect at Alpatron Marine.

Over 7,000 athletes from over 170 countries came to the Special Olympic World Games to compete in a series of sports, as well as a variety of initiatives and activities held across the seven Emirates. Hans de Korte: “Danny started

on shot put and he managed to win his first bronze medal with a personal record. A few days later Danny had to come up for the 100-meter sprint. He had strong opponents in the other lanes. Number 1 and 2 were much faster, but they made a technical mistake by running outside their lane so they got disqualified. Danny ran a great race and unexpectedly became first and won his golden medal.” To win two Olympic medals is a world-

class performance! But the big impact it had on Danny’s behavior is even more important. “Danny can accept and handle more unexpected changes in his life and is more self-confidence. He is proud of what he has achieved and feels he belongs to a team, TeamNL. We would like to thank Alpatron Marine again for sponsoring Danny. The support helped Danny in his goal to win a golden medal,” ends a proud father.



# ALPHAFACTS

# FINANCIAL COMPASS

Alphatron Marine has been steering towards its horizon successfully for quite some years. As financial steersman 'on the Alphatron bridge' for more than one decade, I have experienced all kinds of changes of direction to maneuver. To keep Alphatron Marine firmly on course we need to anticipate on an increasing number of influences nowadays.

Communication, regulation and compliancy play an important role in our decisions. News, whether argued fake or not, is pushed to any device pushed at every second. Regarding communication, democratic countries and the civilians and employees within, feel empowered to speak up by all means of communication for example via Twitter, Facebook or e-mail. This goes fast and companies must be aware of the positive and negative effects it has. Political tweets can affect the economies more than ever before, by threatening with sanctions or import- and export regulations. Even warnings alone can, at an unknown speed, cause hesitation, putting economies worldwide into an awaiting modus and slowing them down, affecting the for us important ships industry, transport and oil and gas economy.

Safety has become another 'influence'. It is a word with multiple meanings. The first significance is the condition of employees working for us. Furthermore, Engineers and developers themselves bring safety on board by our navigation- and communication equipment. In the last decades IT has given us splendid opportunities, but safety to protect data requires systems of even bigger size and intelligence. Autonomous or supported sailing can only be a success with a high level of security surrounding the heart of the IT solution steering the ship and executing functions. Safety can also be explained by having an eye on sustainability as our daily behavior. Being active with solutions for waste water systems and scrubbing can mean a safer world for our children's children. Safety in the areas of hatred and war did not come to any improvement during the last years and effect businesses and economies. On the one hand Alphatron Marine received orders for navigation- and communication equipment that all had to do with the need for tasks for the navy or border patrol to safeguard rights and territory. But the reason was a threat, which captures the world in more than one way. The attacks on commercial vessels in the Arabic Sea in the neighborhood of Somalia about 10 years ago look retrospectively not as serious as what terrorists are capable of nowadays, with apparently wealthy sources. If protection becomes such a threat that it paralyzes our freedom to sail or trade, then being creative in doing business is not enough anymore.

The UK is still indecisive and in no way unanimous about leaving the EU or not and under what conditions. The consequences for civilians and companies of leaving have been discussed for years now and in an unpleasant atmosphere. In no way contributing to development of trade deals on import or export with UK by European and non-European countries.

COLUMN

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For us markets are excluded by worldwide sanctions, and the attitude has hardened. Although Presidents of the USA and North Korea seem to have a certain relationship, the sanctions between the countries are assumed to be balanced in which none of the parties are eager to give up their ultimatum and give way to industries to develop further.

It is important that a company, not in the least Alpatron Marine Group that is a part of a public entity, has to live by the rules and never jeopardize the enormous interests which are at stake by the fast and remorseless public opinion described. Being 'compliant' in any way and to live by the rules has slowly brought more bureaucracy during the years. Internally developing more practices and procedures to be compliant, but also externally the demands to relations to know each other's whereabouts implicate the mutual exchange of information in an intense and strict way. In sales orders we need to have certainty regarding the end-user of the products, or the UBO (Ultimate Beneficial Owner) are required from the potential customer. The 'customer' in that sense, is determined to be one of three different ones: the ship, the client or the invoiced party. It is of course of importance to know who in the end is pulling the strings.

On the supplier side we need to have full awareness of the origin of the maker and its nationality, subsequently whether the product can be determined as dual-use, followed by certifying the origin of the parts within the final product. Not only limitations in trading are a fact, the funds that should have to be transferred are blocked as well, when ignoring the regulations, even risking fines. Within this gathering of information the General Data Protection Regulation (GDPR), especially within the EU, has become a serious point of attention. For the EU specific this will mean we respect all regulations intending to strengthen and unify data protection for all individuals.

In this era, there are indeed a lot of regulations to keep an eye on, in order to do 'safe' business. Let's trust it is to safeguard and restore trade from and into the several continents and countries and Alpatron Marine can make use of better sentiments, of which customers and suppliers within the marine business, shipbuilding and cargo will benefit.

Well, I trust I convinced you that the time a 'financial' was writing 'history books' is over. Reaction on developments, but most of all, prevention of any jeopardizing of Alpatron Marine's continuity is even much more interesting. Never a dull moment.

**Wil Walhain**  
**Chief Financial Officer**  
Alpatron Marine



# PRIME MINISTER EUGENE RHUGGENAATH OPENS NEW OFFICE BUILDING ALPHATRON MARINE CURAÇAO



**Our new location on Curaçao is strategically located on the Mathey Wharf in Sint Annabaai, the remarkable natural harbor that is the largest in the Caribbean. None other than Eugene Rhuggenaath, Prime Minister of Curaçao, opened the new office building of Alpatron Marine Curaçao on 29 March 2019.**

"I want to acknowledge Alpatron Marine as a world-renowned supplier of integrated bridge solutions and high-quality navigation and communication equipment to safeguard 'Safety of Life at Sea' and thank them for investing in and expanding in Curaçao. Going from

possibility to reality!" said Prime Minister Rhuggenaath during the celebrations at the Mathey Wharf. The reason for the movement was the expansion of business and personnel. Mark Meerveld, Manager Alpatron Marine Caribbean, is happy with the new location in the

Sint Annabaai. "From this office we can provide an improved service to existing and new customers. It will also give us the opportunity to increase the presence of the JRC and Alpatron Marine brand in our area."



The official opening by (from left to right) CEO Bart Brom, Prime Minister Eugene Rhuggenaath, Representative Director and Senior Managing Executive Officer JRC Atsunori Sasaki, Manager Alphatron Marine Caribbean Mark Meerveld and Executive Officer JRC Takayuki Komiya.

## Cooperation

Bart Brom, CEO of the Alphatron Marine Group, who welcomed the (international) guests at the opening, emphasized one of the business principles of Alphatron Marine in his speech. “We want to be close to the customer, be innovative and be successful through collaboration. During several visits to companies here, I felt a lot of energy and enthusiasm for

## Close partnership with Damen Shipyard

Alphatron Marine has already run many projects on the ships delivered by Damen Shipyard. Now the new office is located in the vicinity of their local shipyard, Alphatron Marine has an even closer partnership with Damen Shipyard Curaçao. “Together with Damen Shipyard Curaçao we are doing some maintenance work on board of

**“Today we are making an important step in our history! From this office in Willemstad we can support our customers in Central and South America even more efficiently.”**

**Atsunori Sasaki**  
**Representative Director and Senior Managing Executive Officer**  
**JRC**

collaboration. Wonderful to experience this, and for me the rock solid confidence arose that Alphatron Marine Curaçao can become a successful company within our group.” Atsunori Sasaki, Representative Director and Senior Managing Executive Officer of JRC also sees a bright future for the expansion of the location on Curaçao: “Today we are making an important step in our history! From this office in Willemstad we can support our customers in Central and South America even more efficiently.”

a Trinidad and Tobago Coast Guard vessel. We also received a contract to maintain the three lighthouses on Curacao and Klein Curacao. These lighthouses are managed by the Maritime Authority Curacao,” tells Mark Meerveld about the first orders at the new location. He is looking forward to the near future: “We are ready to expand our client base and become a well-known and high quality service provider in the area.”



## ALPHATRON MARINE CURAÇAO

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# JAN VAN DEN BROEK OF DAMEN SHIPYARDS: “SEARCH FOR EACH OTHERS’ INTERESTS WHICH SERVE THE CUSTOMER.”

In the maritime world some people grow up at an early age. One of them is Jan van den Broek, Senior Purchaser and Mentor for the Procurement Department Offshore & Transport (O&T) at Damen Shipyards Gorinchem. Shipbuilding was the subject of the daily conversations at the kitchen table of the Van den Broek family.

“I grew up with a father, brother and brother-in-law in the shipbuilding business. All of us even worked for the same Dutch shipyard, Verolme Heusden, for a long period of time. We knew all the ins and outs of the vessels we were building; from the number of kilometers of cable that were used, to the total costs. At some point we had over a century worth of knowledge and experience between us all,” tells Jan van den Broek smiling. Since 2000 he has been working at Damen Shipyards in Gorinchem, the Netherlands. “Not so long ago our O&T purchase team had

to deal with 28 newbuilds. That was pretty dynamic and required some creativity!”

## Counting on partners

“Busy or not, in the world of shipbuilding you have to be able to rely on good partners. Alpatron Marine is one of those reliable partners. Regardless of the question, if partners are given the best technical products, a partner is someone you can count on 24/7. It is all actually quite simple. When you sell something, you have to live up to the expectations of the buyer; there is



**“Where Damen ships are sailing, is service. The fact JRC | Alpatron Marine also offer worldwide service, makes our partnership even more valuable.”**

**Jan van den Broek**  
Senior Purchaser and Mentor for  
the Procurement Department  
Offshore & Transport  
Damen Shipyards Gorinchem



*Alphatron Marine delivered all bridges of the PSV-3300's built by Damen Galati. Picture with courtesy of Damen Shipyards.*

only one subjective and that is to serve the customer. Together with your partners you must search for the best commercial and technical solutions. To accomplish that, open communication is very important. Of course we all know that, when building a ship together, it doesn't go exactly the way you want it to. It still is human work. But when a problem arises, there is always a solution at hand when you are communicating with each other," explains Jan van den Broek.

### **Worldwide service**

Alphatron Marine has been working for Damen Shipyards for a long time. "For example, they delivered all the bridges for the PSV's built by Damen Shipyards Galati," says Jan van den Broek. "But service is also an important part of our cooperation. Damen Shipyards focusses on a worldwide network service. Like a car owner a ship owner can go everywhere in the world and needs to be able to get service anywhere in case of technical problems. Meaning where

ever Damen ships are sailing, there is service. The fact that JRC | Alphatron Marine also offer worldwide service, makes our partnership even more valuable. A good example is the cooperation at the Mathey Wharf on Curaçao. We are almost neighbors over there and that is a real pre in the service to our customers."

# LAUNCH BIBBY WAVEMASTER HORIZON AT DAMEN SHIPYARDS GALATI

A recent example of cooperation between Damen Shipyards and Alpatron Marine is the newbuilt Bibby Wavemaster Horizon at the Damen Shipyards Galati. Alpatron Marine will deliver an AlphaBridge including an IT and entertainment package for this Service Operations Vessel, which was launched on 29 March at the Damen wharf in Romania.

The Bibby WaveMaster Horizon is the latest vessel for Bibby Marine Services. In September 2017 the Bibby WaveMaster 1 has been delivered as first Service Operations Vessel. Since then the SOV-9020 has worked continuously in the offshore wind and oil and gas sectors for TOTAL, Vestas and Siemens Gamesa Renewable Energy. The Bibby WaveMaster Horizon will perform equally

well. Upon delivery later this year, the SOV will begin maintenance work on two EnBW and Enbridge-owned windfarms in the German North Sea – Hohe See and Albatros – for Siemens Gamesa Renewable Energy and EnBW. Alpatron Marine Manager ITAV and Communication, Dennis Winterswijk, was present at the launch of the Bibby

Wavemaster Horizon in Galati and is very proud to have been invited by Bibby Marine Services to witness the launch and naming ceremony of Bibby Wavemaster Horizon: “A special moment to see the result of the excellent partnerships between Damen, Bibby Marine Services and Alpatron Marine slide elegantly into the Danube river.”



The launch of the Bibby Wavemaster Horizon. Picture with courtesy of Damen Shipyards.

# ALPHATRON ON THE JOB

## ARILD RISHOLM SÆTHER CEO PRONAV AS



An hour south from Stavanger, Norway, you find the small town of Egersund. When it comes to marine electronics this town is like a small 'Silicon Valley', with offices of many marine technology companies. One of the biggest yards for making sub-sea modules for oil rigs is based there as well. Also located in Egersund is ProNav, supplier of marine electronics and a subsidiary of JRC since July 2018. Arild Risholm Sæther tells us what it is to work as CEO at ProNav.

"I have been working for ProNav since 2008 and became CEO in July 2018," tells Arild Risholm Sæther. "The company is not focused on a single market. Just like Alphatron Marine and JRC we are involved in everything; from small workboats for the offshore industry and fish-farming, to advanced offshore vessels and high-sea shipping. But it is not only because of the different markets that my job as CEO is so versatile. On a daily basis I am involved with human resources, logistics, the warehouse, technical support, product development and more. The job never gets boring."

### Closer to the customer

Arild Risholm Sæther also holds the position of Sales Director: "It is something I enjoy very much. It is my chance to get closer to our customers. Prior to joining the company and the world of marine electronics, I worked in the Royal Norwegian Navy as a Commanding Officer. During the last years of service, I was responsible for the practical education and certification of new commanding officers for the Navy's high speed vessels. This experience really comes in handy when I talk to customers. I have used the equipment myself and therefore really understand the needs of our customer."

### Resetting the brain

After the long hours and all the traveling, the CEO finds it good to come home and put his mind on something else. "My wife Kethleen and I have three boys (14, 13 and 7 years old) who all play football. This takes a lot of time, but I really enjoy watching them play. To 'reset' my brain I have also been doing Brazilian Jiu Jitsu (BJJ) a few times a week for many years. But even in my time off work you cannot really get the maritime man out of me. We have a house in Egersund very close to the sea. Just three minutes walking from where I keep my boat, a 21 feet day-cruiser. In spring and summer times we explore the beautiful coastlines surrounding Egersund. Those are really good times," ends Arild Risholm Sæther.

### PRONAV AS

ProNav AS, celebrating its 25th anniversary this year, has been involved on diverse maritime market since the start. "These different markets have neither been increasing, nor decreasing in the last few decades, that is why we have had a stable growth since the beginning," explains Arild Risholm Sæther. "We have made agreements with large manufacturers and are responsible for distributing their products in our domestic market. For JRC we are also responsible for distributing products to some markets in the Northern European countries." JRC acquired the company in July last year. Arild Risholm Sæther: "I really enjoy to be a part of JRC which, in my mind, is the absolute leading manufacturer of navigation equipment to the commercial fleet. We have some features in our products which are lightyears ahead of the competition. And these features are the reason why our customers stay loyal to JRC and ProNav year after year. With JRC and Alphatron Marine we also have a very strong network to take care of our after sales service."



*A container vessel entering the port of Veracruz, Mexico where the head office of Indumar is located. Picture by Ungureanu Catalina Oana, Shutterstock.*

## INDUMAR: OVER 20 YEARS OF EXPERIENCE ON THE MEXICAN MARITIME MARKET

Mexico has 10,143 kilometers or 6,302.5 miles of coast line. Container vessels, cruise ships, and oil- and LNG tankers visit the country's seven major sea ports on a daily basis. And in the Gulf of Mexico there is a lot of offshore activity: drilling for oil and natural gas. No wonder the country maritime market is mainly focused on the high seas. Indumar, one of the oldest JRC-dealers in Mexico, has been delivering products and service to this market for over 20 years.

“The company started as a small family business in the port of Veracruz,” tells Alvaro Sanchez Pacheco, Director of Indumar. “Supplying nautical charts and publications as well as navigational instruments. Over the years we continuously listened to the needs of the maritime market for service and products. We acquired dealerships and service representations and became the company that we are today.” The company, which is still family owned, has offices in Ciudad del Carmen on the Gulf of Mexico and Manzanillo on the Pacific Ocean. “But our head office is still located in Veracruz, the biggest seaport of the country,” adds the director.

### Reliable equipment

“Even though our customer base is mostly present on the high sea market, it is still very diverse. For instance, we deliver products and service to the Mexican navy, but also to offshore supply companies, who deliver people and supplies to the rigs off the coast,” explains Alvaro Sanchez Pacheco. “What all customers have in common is that they need reliable equipment to operate safely. We therefore work with highly qualified personnel and products of leading maritime brands, such as JRC. We have a long and good relation with JRC. One that goes both ways. They not only supply us with equipment

such as radar, VHF and AIS, and the proper training, they are also open to suggestions and wishes from our side. They value the feedback we can give them.”

### Future

The maritime market in Mexico may be experiencing rough times, but Alvaro Sanchez Pacheco is still positive about the future. “Sadly the economic

situation is how it is. Indumar has a good reputation and always strives to live up to that reputation and delivers excellent service to our valued customer base. We keep listening to our customers and value partners like JRC. It is about innovations and continuously developing products to be able to offer our customers reliable and good working products.”

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**“What all customers have in common is that they need reliable equipment to operate safely.”**

**Alvaro Sanchez Pacheco**  
Director  
Indumar





# ALPHATRON MARINE FRANCE

## 24/7 SALES & SERVICE TO THE FRENCH DEEP SEA, YACHTING AND WORKBOAT MARKET



**Erik van Boom**  
**Country Manager France &**  
**Global Manager ProLine**  
Alphatron Marine

Alphatron Marine France has recently repositioned its head office from Le Havre to a new office in Mougins as the company continues to strengthen and grow our services for the French market. Erik van Boom, Country Manager France & Global Manager ProLine, tells about the benefits of the new location and most recent developments.

Although there hasn't been an official opening yet, the new location is already fully operational. "The building is finished and our warehouse is completely stocked with all the required products and spare parts," tells Erik van Boom.



Picture by Shutterstock.

“We have got a strong and experienced team to offer sales and service to the French deep sea- and yachting market 24/7. And, with all the new products from the ProLine available, we of course cater the workboat market.”

### **Service and support**

The head office coördinates service and support in all of France and is strategically positioned in the south. Erik van Boom: “Mougins is centrally located in the hills above Cannes, close to Nice. From here we can offer our services to the whole Côte d’Azur, from Genoa to Marseille. We have a network of local sales representatives and engineers on the east and west coast of the country. The upcoming period we will be looking at expanding this network.”

### **Innovation**

The French maritime market is very keen on innovation. “It is for that reason that we are working hard on the visibility of the ProLine product range in this market,” describes Erik van Boom. “It is also why we are partnering up with other unique innovators. For instance we recently signed a contract with E-3 Systems for the sales for the Kymeta VSAT antenne. Making us the first trained dealer for this new flat panel antenna system in France. (You can read more about this on page 38.) We have also signed a contract with Daniamant for the sales of a forward looking sonar, for the workboat- as well as the yachting market. These developments are all steps we are taking to continue strengthening and grow our services in France.”

## **ALPHATRON MARINE FRANCE COTE D’AZUR**

114 Chemin de la Plaine

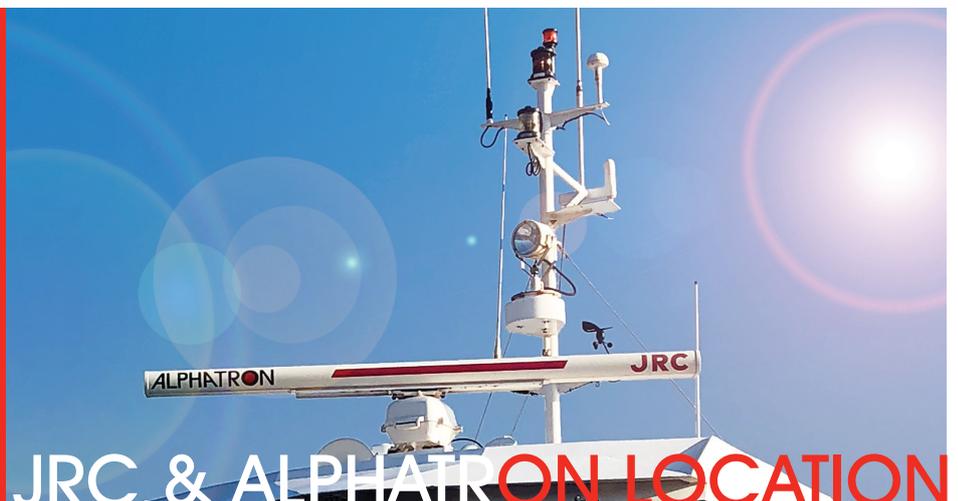
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# **JRC & ALPHATRON LOCATION**



# DE KOPEREN PLOEG CONNECTS WITH THE SHORE

At the time of the interview at De Koperen Ploeg there is a strong wind blowing through the port of Amsterdam. A few days ago the boatmen even measured 12 bft! “Days like this are challenging. In these weather conditions our work is extra thrilling. It needs the craft of our boatmen. They have to show their skills,” tells Michael Schotte, Chairman of De Koperen Ploeg.

Mooring and unmooring sea-going vessels in the port of Amsterdam is the main service of the 65 boatmen of De Koperen Ploeg. “Anywhere around the globe, whenever a ship arrives in port, it will always need a connection with the shore. It isn’t feasible for the crew to carry out mooring or unmooring operations at quays or buoys. They are familiar with their ship but not with the

local conditions,” explains Michael Schotte who joined De Koperen Ploeg in 1991.

## **Technical-nautical services**

To offer customers and the local government the certainty of an unhindered, unobstructed and as safe as possible shipping movement within the Amsterdam port area, De Koperen Ploeg has 5 boarding places.

“The average number of acts is around 75 a day,” explains Michael Schotte, “but in a stormy week like this, we reach the number of 100.”

Around 7,500 sea-going vessels visit the Amsterdam docklands on an annual basis. De Koperen Ploeg has also been a recognized provider of high-quality and flexible technical-nautical services since 1926. Michael Schotte: “To satisfy ships’ needs we transport all kinds of provisions, cabin stores, deck stores, engine stores and bonded stores. 24/7 year round. We have a climate controlled onshore storage area and a shore crane. And of course we have to transport personnel, such as agents, pilots, inspectors and crews, safely and efficient across the water.”

### **Good communication is essential**

The Dutch boatmen are the best-trained in the world, Michael Schotte dares to say. “All our members have completed an extensive professional training program and have received a

**“We have been using equipment of JRC | Alpatron Marine on all of our 16 vessels for decades.”**

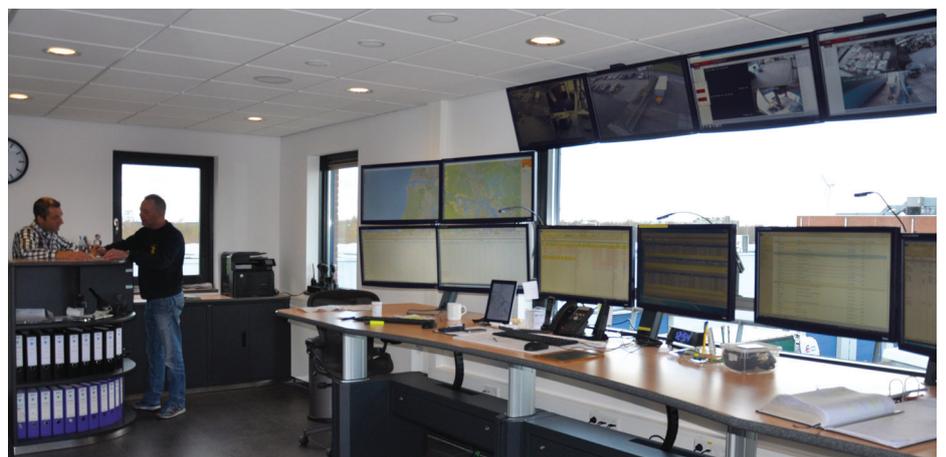
**Michael Schotte**  
**Chairman**  
De Koperen Ploeg



nationally recognized boatman diploma as well as a national boatmaster certificate. And that is necessary. Our operations often involve careful planning which, without the proper knowledge and expertise, could be extremely dangerous.” Hence that good communication between the client’s ship and the launch crew is also essential. Michael Schotte: “De Koperen Ploeg uses modern and fully-approved equipment which meets all safety and government requirements. We have been using equipment of JRC | Alpatron Marine on all of our 16 vessels for decades.

We have a good cooperation with the location Alpatron Marine Netherlands North. Once a year they check all our navigation and communication equipment. They also delivered the portable radiotelephones for all boatmen and, last but not least, the communication equipment for our operations center. So I can say we have a long and reliable relationship with JRC | Alpatron Marine and that is not only desirable but necessary in our world of mooring...”

*The operations center of De Koperen Ploeg has been fitted with the most up-to-date equipment of Alpatron Marine to be fully informed of all shipping movements. Pictures with courtesy of De Koperen Ploeg.*



# PROLINE INTRODUCED IN SPAIN

In March Alphatron Marine Iberia gave a special presentation and training session to several dealers from Spain and Portugal. "This was the first presentation of the ProLine concept in the country," tells Alberto Olmos, General Manager of Alphatron Marine Iberia. "Daniëlle van Zoest-Kulk, Sales Manager ProLine, was also present during the two day session which took place at our training premises in Madrid. We both received a lot of positive feedback on the ProLine, followed by



several orders of Alphatron Marine equipment. We are planning to host this kind of sessions on a regular basis to

introduce the ProLine to our (potential) dealers and to promote JRC | Alphatron Marine products in the market place."

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## EXPANSION TEAM ALPHATRON MARINE CARIBBEAN

Manager Alphatron Marine Caribbean Mark Meerveld started to work at the company in Rotterdam in 2005 after a career with the Royal Dutch Navy and the Dutch Naval Aviation Service. His experience as a service engineer, manager of the department Training and Technical Support and assistance in the start-up of various worldwide locations of Alphatron Marine, brought him and his family to Curaçao. From the second

half of last year Mark Meerveld and Patricia Meerveld-Pos (Office Employee) were, as a result of the increasing activities, looking for a suitable business premises (read more on the new location on page 22) as well as staff for Alphatron Marine Caribbean.

### Additions to the team

Recently the Alphatron Marine Caribbean team has been expanded with two service

engineers and a service coordinator. Jacky Gideonse (Senior Service Engineer) and Rachieda Jamalooding (Service Coordinator) were already working for Alphatron Marine in the Netherlands, but made the move to Curaçao for the opening of the new location. Prior to joining Alphatron Marine Caribbean Antonio Colmenares (Service Engineer) worked for Radio Marina Venezuela (RMV), a dealer of JRC | Alphatron Marine. From Alphatron Marine USA the team is being assisted by Sujit Mathoera (Area Manager Middle and South America) with his extensive network, while being based in Curacao. However his main task is managing all JRC | Alphatron Marine distributors in Middle- & South America. He is expected to chart the company's sales development. All from the strategic location 'Dushi Korsow' (beautiful Curacao)!



The Alphatron Marine Caribbean team with from left to right: Mark Meerveld, Patricia Meerveld-Pos, Jacky Gideonse, Sujit Mathoera, Rachieda Jamaloodin and Antonio Colmenares.

# NEW VESSELS FOR THE GERMAN MARITIME SEARCH AND RESCUE SERVICE

One of the most modern sea rescue services in the world is the Deutsche Gesellschaft zur Rettung Schiffbrüchiger (DGzRS) or German Maritime Search and Rescue Service. When others seek safe haven, the DGzRS heads out to sea to recover castaways, save people from danger and care for the injured and sick. Recently the association ordered three new SAR cruisers with daughter boats, to replace the older vessels after decades of intensive service.

The DGzRS was founded in 1865. Since then it has carried out thousands of search and rescue (SAR) missions voluntarily and independently; saving about 85,000 lives. "Saving lives from emergencies at sea requires expertise, experience and courage," explains Christian Stipeldey, Head of Press and Public Relations at the DGzRS. "We have 180 full-time employees and about 800 professionally trained volunteers on call, who fulfill over 2,000 SAR missions every year. Risking their own lives for a single objective: rescuing people in distress at sea as effectively and fast as possible."

## Network

Today the DGzRS has 55 stations in the North Sea and Baltic Sea, on the mainland and the islands, creating a dense rescue network. Christian Stipeldey: "At our central Maritime Rescue Coordination Center in Bremen distress calls and all emergency notifications are converged.

Our network enables rescue cruisers and rescue boats to quickly arrive at the scene of the emergency from one or more stations. Especially in the event of larger incidents, cooperation between several DGzRS units becomes a strict necessity. Communication is therefore from the upmost importance."

## Fleet

The DGzRS fleet, which includes 20 SAR cruisers with daughter boats and 40 smaller SAR vessels, is considered to be highly weather resilient. "Even in international comparison, our rescue units are among the most modern and efficient SAR units currently in existence. The vessels are welded constructions of light, saltwater proof alloys, built in a tried and tested aluminum grid frame system. The continuous double outer skin, which protects against damage to the hull, makes the vessels costly, but also very safe. Furthermore all vessels

undergo rigorous testing prior to being put into service, including seaworthiness and capsizing," tells Christian Stipeldey.

## New additions

Recently the DGzRS has placed an order at Fassmer Shipyard in Berne for three 28 m. SAR cruisers with three 8.2 m. daughter boats. The first, the SK 40 Hamburg is scheduled to be put into service April in 2020. "Our vessels have a lifespan of 30 years on average. That means we have to replace vessels after decades of hard work. This way we can guarantee the safety of our crew and all who need our help," concludes Christian Stipeldey.

Alphatron Marine Germany will supply the complete communication packages for the new vessels, including equipment specially designed for the DGzRS.

*The DGzRS is entirely supported by donations and voluntary contributions. Around 300,000 sustaining members keep the rescue crews afloat.*



The Annelese Kramer, Station Cuxhaven. Picture with courtesy of DGzRS, Seenotretter.

# INNOVATIONS



## NEW FLAGSHIP OF SENDO SHIPPING “THE SENDO LINER CAN SAIL WITH ZERO-EMISSIONS.”

The Sendo Liner is the brand new inland vessel of Sendo Shipping that sails with zero-emissions.

The flagship of this Dutch family company has been designed in cooperation with Concordia Damen for the optimal efficient transportation of high cube containers between Rotterdam and Groningen, and other inland terminals in The Netherlands.

“Innovation is our course,” Sendo Shipping Managing Director Sebastiaan van der Meer says, “The Sendo Liner’s design is based on the demand of our client MCS for more (fuel)-efficient ships. Its diesel-electric propulsion results in very low emissions, offering a reduction in CO<sub>2</sub> of 40% per container transported. In combination with the batteries with a capacity of 564 kWh, the Sendo Liner can

sail with zero-emissions for a few hours.” “But there are more environmental savings,” Sebastiaan van der Meer continues. The Sendo Liner, measuring 110 x 11.4 meters, delivers an 8% increase in loading capacity relative to a conventional vessel of similar size. Additionally, it features an innovative ballast system, which enables it to change the draft to increase its available



Picture with courtesy of Sendo Shipping.

**“The Sendo Liner is a vessel for the future, inspired by the customers’ needs and driven by our findings over many years of research and experience.”**

**Sebastiaan van der Meer**  
**Managing Director**  
Sendo Shipping



air draft when passing under the bridges it encounters on its route at full loading. And last but not least the design is modular, so we can change and expand on the customer needs. There are even provisions that if, for example, there is chosen for hydrogen (H<sub>2</sub>O) as a source of energy, these components (fuel cells) can be installed very easily in combination with a diesel-electric variant. The same is true for a version with LNG.”

### **Vessels for the future**

Since the beginning of March Sendo Shipping has been sailing with the innovative flagship. And all expectations are achieved. “Actually, there are no cons. It is a very fine ship, the sailing characteristics are good,” explains Sebastiaan van der Meer who represents the sixth generation of the dynamic family company together with his brothers Edwin and Dominic. “The Sendo Liner is a vessel for the future, inspired by the

customers’ needs and driven by our findings over many years of research and experience. It showcases our long-term strategy and vision for the future and will enable our goals for increased sustainability. To survive in the inland shipping you have to innovate, be a modern company,” ends Sebastiaan van der Meer who ordered two similar vessels at Concordia Damen, which will be taken into service in June 2019.



### **NAUTICAL PACKAGE**

Oechies Elektrotechnik, dealer for JRC | Alpatron Marine, has equipped the entire Sendo Liner with a very comprehensive system which included JMA-610 radars, AlphaChart, MFM-line, MF-pilot and our new AlphaCam AHD. (For more information check our website.) Engineers from Alpatron Marine Rotterdam did the commissioning and sea trials of the Sendo Liner.

# ALPHATRON MARINE FRANCE FIRST TRAINED SALES REPRESENTATIVE FOR KYMETA VSAT ANTENNA

Recently the Alpatron Marine France signed a contract with E-3 Systems for the sales of the Kymeta VSAT antenna in France. In the beginning of May a two day sales training session for the new product was held at the new head office in Mougins, making Alpatron Marine France the first trained sales representative in the country.



“The Kymeta VSAT antenna is a completely new system that works with pannels in stead of globes/spheres,” explains Erik van Boom, Country Manager France & Global Manager ProLine. “During the sales training we learned all about the benefits of this system and of course the possibilities. It was the first

training for the new team at the head office and we were all keen to learn more about this innovative product. Only a maximum of four sales representative for the whole of France will be appointed and we are the first one trained for the job. It shows the trust our partners have in us.”



## KYMETA VSAT ANTENNA

With the Kymeta mTenna Ku-band flat panel satellite terminals E-3 Systems addresses the need for lightweight, low profile and high-throughput on the move communication systems that do not require mechanical components to steer toward a satellite. Technically, the mTenna PLUS amplifies the throughput by combining the receive connection of two to four panels. Each time the number of panels doubles, the gain doubles, which means operating costs fall.

The mTenna SELECT automatically switches to transmit from the most optimally positioned panel. It switches as the yacht moves without losing the connection. Multiple panels can be placed around the yacht in positions that will eliminate any mast shadows and enable satellites to be tracked anywhere in the sky.



Both systems put together you will get the full benefit of the Kymeta KyWay terminal's reliable, agile capabilities multiplied across four panels with up to an additional 5.4 dB of receive gain. These fully integrated antenna systems make connecting nearly any commercial vessel, yacht, or fixed platform easy.

KĀLO internet service is the smarter way to buy satellite connectivity and Digisat offers all of the versatile subscription plans for complete global coverage, for applications such as maritime, on the move and fixed sites. This ground-breaking satellite service delivers a cost effective commercial grade IP connection solution that can be used on all vehicles, maritime vessels, trains and tactical government ATVs.

# MARITIME INDUSTRY 2019

It is important for JRC | Alpatron Marine to be present at maritime exhibitions worldwide. From Sea Asia in Singapore to Nor-Shipping in Norway. "Exhibitions are not only a good opportunity to present our newest innovative products, but also to communicate with our customers," says Cindy Makor, Service Coordinator JRC | Alpatron Marine.

"Most of the time I speak our customers to assist, to align service, but at exhibitions like this there is time for a personal talk," says Cindy Makor during Maritime Industry in Gorinchem, the Netherlands. "At this most complete platform for the entire inland navigation sector in the BeNeLux region we see our inland shipping customers and have time to network. And of course we promote our beautiful products! We notice that the recently introduced AlphaRiverTrackPilot and our new AHD cameras are very popular at this exhibition."

## Shipping Technology

The last day of the exhibition, 9 May, Alpatron Marine ratified the unique collaboration with the innovative company Shipping Technology. A partnership in which the enormous experience in the field of development, delivery, installation and service of the maritime electronics that Alpatron Marine has built up over the past 30 years, will be combined with the highly innovative ideas around the so-called Big-Data and Artificial Intelligence. Shipping Technology contributes to innovations in the maritime world through data with a high level of human input.



# AGENDA EXHIBITIONS

## NOR-SHIPPING

04-07 June 2019

Oslo, Norway

Stand number: B02-24

## BALTEXPO

09-11 September 2019

Gdansk, Poland

Stand number: 2.01

## OFFSHORE ENERGY

08-09 October 2019

Amsterdam, The Netherlands

Stand number: 15A

## KORMARINE

22-25 October 2019

Busan, South Korea

## EUROPORT MARITIME

05-08 November 2019

Rotterdam, The Netherlands

Stand number: Hall 3, 3408

## PME - PACIFIC MARINE EXPOSITION

18-20 November 2019

Seattle, USA

Stand number: 1124

## METSTRADE

19-21 November 2019

Amsterdam, The Netherlands

Stand number: 1029

## MARINTEC

03-06 December 2019

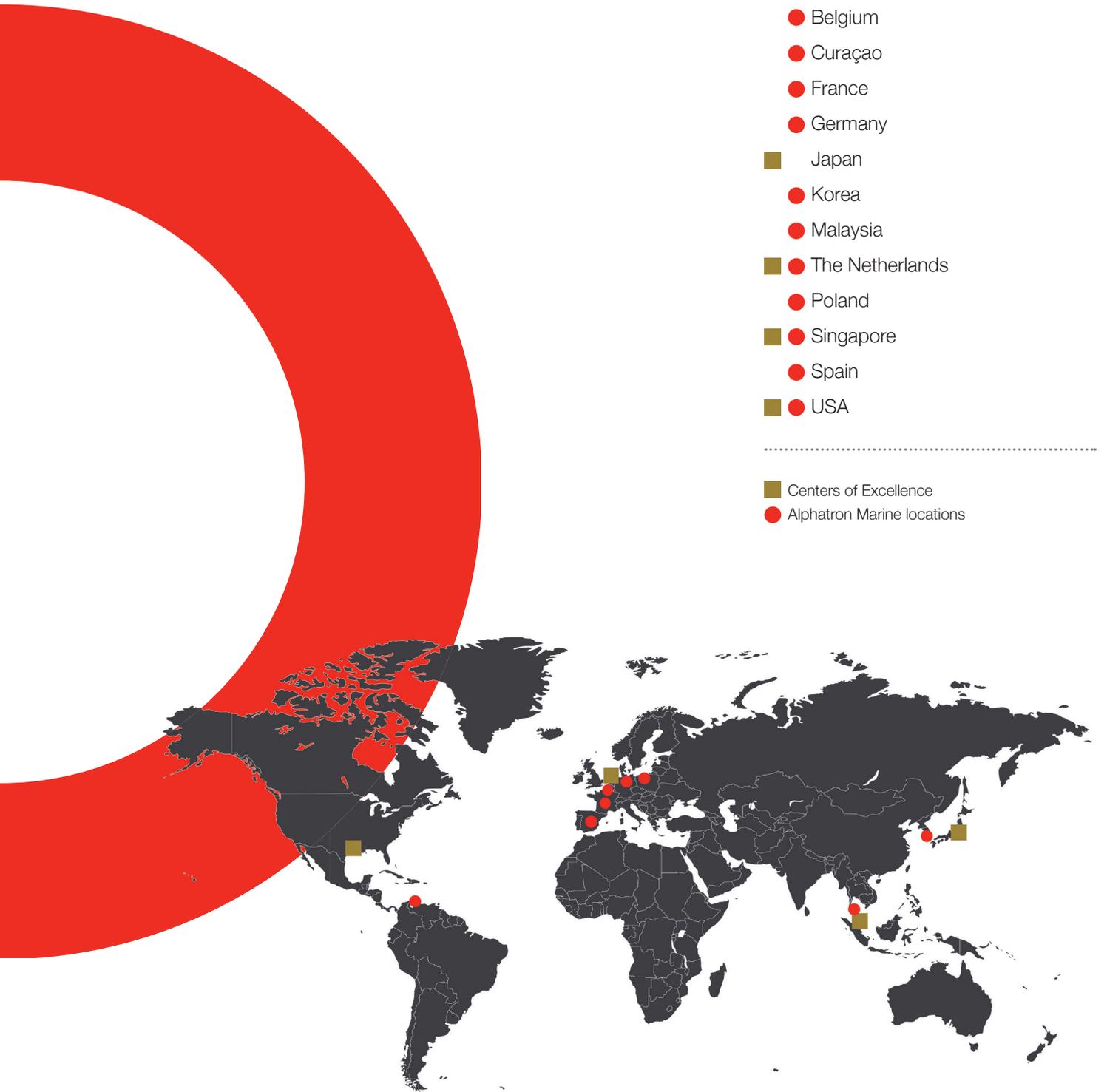
Shanghai, China

Stand number: N3E4A

Look at [www.alpatronmarine.com](http://www.alpatronmarine.com) under 'Events' for the complete 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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