

ALPHATRON

Marine Magazine

Magazine of **JRC** and Alpatron Marine | Year 2 Issue 4 November 2018

WORKBOAT PROLINE
WILL BE PRESENT
IN NEW ORLEANS

10 YEARS
ALPHATRON MARINE
SINGAPORE

JRC FOCUSSES ON
ASIAN WORKBOAT MARKET
WITH NEW TEAM



DAMEN NORTH AMERICA
THINKING IN SOLUTIONS,
RATHER THAN IN PROBLEMS

COLOPHON

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PROFILE

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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CONTENT



COVERPHOTO

The Trinity is a brand new Advanced Rotortug with a custom-made Alpatron-bridge, built for Seacor Ocean Transport Inc.'s harbour towing group, Seabulk Towing Inc., a leading tugboat operator. Read more about it in the next edition.

ALPHATRON

Customers and innovative concepts

A year ago I started as CEO of the Alpatron Marine Group. Looking back on this year, I can say I am very proud of this great company! Alpatron Marine is a company with huge potential. An inspiring place where our employees work together with our customers on innovative concepts. The content of this issue is illustrative in the way Alpatron Marine works. The personal approach, the innovations, having an eye for different markets, attention to global environment and social responsibility.

The theme of this last magazine of the year is the American market. Alpatron Marine will be present at the International Workboat Show in New Orleans from 28-30 November. We will give a foretaste of the Workboat Proline, our new one-stop shopping concept which will be shown in New Orleans. We also take a look behind the scenes of our Center of Excellence in Houston and there is an interesting article about JRC Brazil. JRC Brazil has opened a new office in Rio de Janeiro and we are very happy to tell this is the first company in the business segment communication and navigation electronics to obtain the authorization to operate a bonded warehouse.

Articles about inspiring and long-term clients as the Bosman Container Shipping Group, Rijkswaterstaat and Damen tell about the cooperation Alpatron Marine has with her customers. Trainings and digital developments that bring cost saving benefits to customers and sustainability are also an important part of the Alpatron Marine policy. And of course we pay attention to the global environmental issues like the Quest for Change of Clean2Antarctica and The Ocean Clean-up.

I hope you will enjoy our magazine and wish you all an inspiring last period of the year. Secretly, I already look forward to 2019. A year in which Alpatron Marine has again beautiful challenges on the agenda. Thanks to all our customers, distributors and employees.

Bart Brom | CEO Alpatron Marine Group





DAMEN NORTH AMERICA 'THINKING IN SOLUTIONS, RATHER THAN IN PROBLEMS.'

Damen is a global player on the maritime market when it comes to design, newbuild and shiprepair & conversion. The company started out in 1927 as a small family-owned business amongst the shipbuilding community in the Netherlands. Today Damen has over 35 yards, offices and service hubs all over the world. 'Wherever there's water, there's Damen' is a saying within the company. We talked to Jan van Hogerwou, General Manager New Construction North America for Damen, about the American market and the cooperation with JRC and Alpatron Marine.



Picture with courtesy of Damen North America.

“Our commercial office in Houston opened in 2016 and focusses on new build, shiprepair & conversion and support,” starts Jan van Hogerwou. “Different from other countries is that we don’t have our own shipyard here. Instead we have engaged in partnerships with local shipyards. We deliver designs, licenses, supervision and when needed specialists. We even deliver complete ‘building kits’ from the Netherlands, which only need to be assembled. However, for these building kits we cannot deliver the steel for the hull in the USA, because of the Merchant Marine Act.” The Merchant Marine Act (also known as the Jones Act) requires that all goods transported by water between US ports must be carried on US-flag ships, constructed in the United States, owned by US citizens and crewed by U.S. citizens. Jan van Hogerwou: “We often have to adapt the

design for the American market because of the rules and regulations here. For instance, the regulations on emissions are a lot stricter, meaning we have to add extra or different exhaust treatment systems.”

Projects to be proud of

For the American market Damen is mainly focussed on workboats, such as tugs, patrol vessels and passenger supply vessels. “We are involved in some very interesting projects,” tells the General Manager with pride. “For instance a serie of 58 patrol vessels for the US Coast Guard, which are being build at Bollinger Shipyards. And four 120ft (37-meter) tugs for Foss Maritime in Seattle, build by Conrad Shipyard in Lousiana and over 13 85ft (26-meter) patrol vessels, currently under construction at Metal Shark in Louisiana. ►



Jan van Hogerwou
General Manager New Construction
Damen North America

“Alphatron Marine and JRC share a lot of our views, especially when it comes to quality and innovation.”



Damen Stan Tug 3711, the Kāpena Jack Young. Picture with courtesy of Damen North America.

Another project we are very proud of is the delivery of five ASD Tugs 4517, which are the biggest ASD Tugs ever built. They have a bollard pull of 160+ tons! And we see a lot more activity in the American private market. We recently signed a few contracts for yachts and mini-cruisevessels.”

Partnership

“At Damen we work with a standardised shipbuilding concept called The Damen Standard. It gives us the ability to offer our customers well-proven, innovative vessels for competitive prices. Our vessels are built for maximum performance, low fuel consumption and designed to have low maintenance and are of the highest quality standard,” explains Jan van Hogerwou. “For us it

is not just a method, it is a philosophy. Therefore we look for the same values and standards in our partners. Alpatron Marine and JRC share a lot of our views, especially when it comes to quality and innovation. Their equipment is proven to be good and reliable, but they still continue to look for ways to improve. Therefore we recommend Alpatron Marine and JRC to our customers. We have a good partnership and often work closely together to come up with the best solution for our customers. Thinking in solutions, rather than in problems. They help us doing our best, so our customers can do theirs.”

ALPHATRON MARINE AND JRC AT THE INTERNATIONAL WORKBOAT SHOW

The International WorkBoat Show is held every year in New Orleans. The exhibition attracts 15,000 members of the commercial marine industry from around the world to network, learn, spot new industry trends, and uncover innovative products and solutions. Alpatron Marine and JRC will be present at the exhibition in the Morial Convention Center from 28-30 November.



During the International WorkBoat Show, the new Workboat ProLine will be introduced to the American market. (You can read more about this on the next page.) We will also showcase our products aligned with the fishing market, such as our sonar and our solid state radar. This radar utilizes advanced signal processing technology to display targets with high accuracy while using a stabilized high-power solid state transceiver. Curious? We hope to welcome you at our stand, number 1733.



INVITATION

Wednesday 28 November at 15:30

Join us for a drink and a bite

Stand 1733



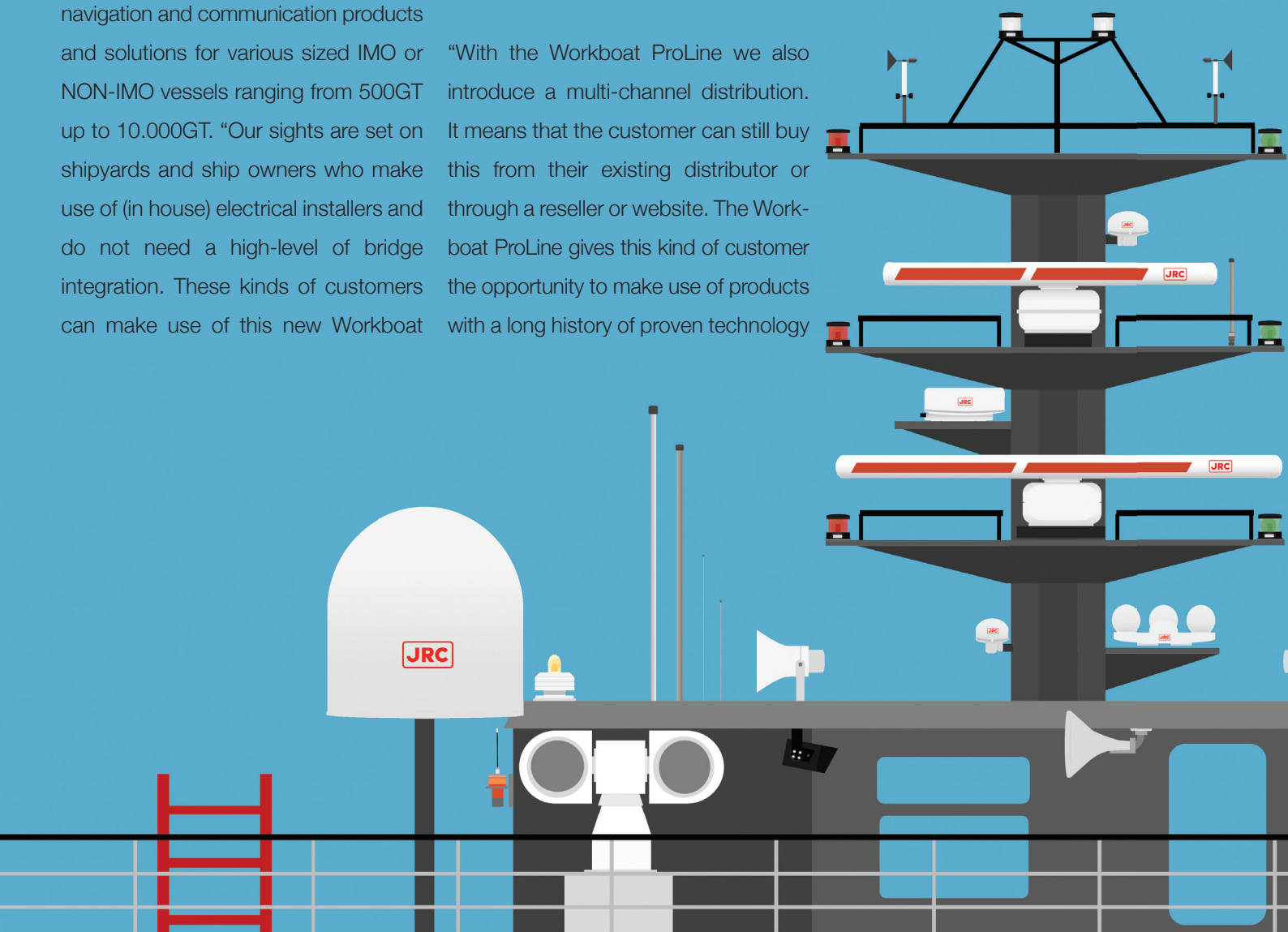
WORKBOAT PROLINE WILL BE PRESENT IN NEW ORLEANS

Visitors of the International WorkBoat Show in New Orleans may expect to see some well-known JRC and Alpatron Marine products and will definitely notice our new products. But they might be most amazed about the completeness of the Workboat ProLine! This article is a fortaste of what will be seen at the American show.

The idea behind the Workboat ProLine is to provide a complete package of globally recognized professional navigation and communication products and solutions for various sized IMO or NON-IMO vessels ranging from 500GT up to 10.000GT. "Our sights are set on shipyards and ship owners who make use of (in house) electrical installers and do not need a high-level of bridge integration. These kinds of customers can make use of this new Workboat

ProLine concept quite easily," explains Franks Greve, Product Support Manager of Alpatron Marine.

"With the Workboat ProLine we also introduce a multi-channel distribution. It means that the customer can still buy this from their existing distributor or through a reseller or website. The Workboat ProLine gives this kind of customer the opportunity to make use of products with a long history of proven technology



with a limited warranty of 3 years on parts for a competitive price.”

A lot of innovations

“During the SMM, held in Hamburg last September, we have shown new products like the GPS JLR-8600 and the AlphaPilot MFM, but we also re-introduced the well-known JMA-5200 with a possibility to combine this radar with a 21”-screen and a width variety of different scanners,” tells Frank Greve. Visitors of the Workboat Show in New Orleans will see a lot of innovations too! We will show our new line of navigational lights, something that we offer as Alphasatron Marine in new build projects, but never before as a complete product line. With these kinds of products, radar, anemometers, navigation - and search lights, the Workboat ProLine is a complete package.”

Completeness of the package

The launch of the ProLine recently has already got a lot of interest. Not only have we received compliments from

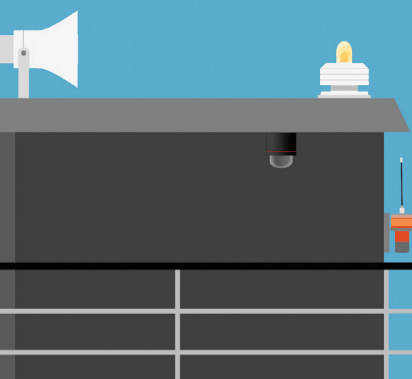


ship owners and shipyards, but also from potential resellers. Frank Greve: “The customers I personally spoke with during the SMM exhibition in Germany did really like the completeness of the package, they told me they had never seen this before. The one-stop shopping concept fits completely in their needs.

I hope we will have the same words of praise in New Orleans. The American market is a huge Workboat ProLine potential and for us a great opportunity. We are looking so forward to introduce our flagship at the Workboat Show in New Orleans!”

“With these kinds of products, radar, anemometers, navigation and search lights, the Workboat ProLine is a complete package.”

Frank Greve
Product Support Manager
Alphasatron Marine



FIVE NEW AFRAMAX TANKERS FOR TRANSPETRO

With over 14,000 kilometers of oil and gas pipelines, 47 terminals and a fleet of over 55 tankers, Transpetro is an important fuel transportation and logistics company in Brazil. Its fleet even makes the company the greatest logistics company of Latin America. In 2018 Transpetro expended this fleet with two crude oil Aframax tankers. JRC Brazil delivered the extensive navigation and communication packages for these two delivered and three upcoming vessels.

“With their tankers Transpetro ensures not only the transportation of the offshore production, but also of oil and oil products, liquefied oil gas and ethanol to supply the domestic and international markets,” tells Heber Noronha, Project Coordinator JRC Brazil. “The company is recognized in Brazil and abroad for

its operational excellence, as well as for featuring one of the world’s best environmental performances. In 2004 Transpetro launched a fleet modernization and expansion program, in which new technology, operational excellence and constant training are essential. In accordance with this

program, we supplied a second ECDIS standalone station on a retrofit basis for 17 Transpetro vessels.”

New vessels

Transpetro had also placed an order at the Atlântico Sul Shipyard (EAS), the largest and pioneering players on the



The Castro Alves, the first of the five Aframax tankers built at Atlântico Sul Shipyard (EAS).

Brazilian shipbuilding and off shore market, for several new Suezmax and Aframax tankers. "This included a serie of five Aframax tankers, being built at EAS in the industrial complex of Suape Port, Ipojuca, Pernambuco, in the north east of Brazil," explains Heber Noronha. "Two of these 114,700 DWT crude oil Aframax tankers, the Castro Alves and the Carlos Drummond de Andrade, have already been delivered in May and September of this year."

Equipment

JRC Brazil was awarded with the delivery of navigation and communication packages for the five Aframax tankers after an extensive tender process.



The Carlos Drummond de Andrade (above) and the bridge of the almost finalized vessel, the Olavo Bilac.

Heber Noronha: "We are proud to have been chosen on the basis of 'technical specification, quality, best technology and best commercial offer'. The supplied navigation package is in compliance with the ABS requirements for the NIBS class notations. As part of this package, we delivered our latest MFD Radars, ECDIS and Conning with a Bridge Alert Management System. The communication package for external and internal communication excisted out of a complete GMDSS A3 area system, with our 150W MF/HF, VHF's and Fleet Broadband 500, as well as systems like a public address system, Automatic Telephone, self-powered talkback system, SAT-TV, Master Clock system and collective Antenna System. To finalize this outstanding scope, we also supplied a complete steering gear control system with autopilot."

Training

Transpetro vessels are always crewed with very knowlegeable, high-end personnel, who are very experienced in what they do," tells Heber Noronha. "However, regardless of their equipment background, we need to guarantee that they have dominion, operation wise, over our entire scope of supply. That is why providing good training is so important." More and more companies are creating centers where simulations of scenarios are as real as possible. "So have Alphatron Marine and JRC. We have two NKK certified ECDIS training centers in Brazil. For the two delivered Aframax

"The company is recognized in Brazil and abroad for its operational excellence, as well as for featuring one of the world's best environmental performances."



Heber Noronha
Project Coordinator
JRC Brazil

tankers we provided our 'premium training' during the actual sea trial. We operate the vessel together with the crew, teaching them all the new features of the latest equipment release, as well as running through all the possible failures that can happen and teaching them how they can easily be solved," explains Heber Noronha. "As we speak, the third vessel, the Olavo Bilac, is being finalized. This crew, and the remaining two crews will receive the same attention, support and training from our technical department."

CHANGE 2

"In the last column by CCO Rogier van Roon you could read about change. Having worked in the maritime service support for three decades, I would like to mention some more changes we had to deal with.

The nineties was a time of repairing any brand with limited stock; 'Just-in-Time parts' were unknown in exotic countries. However, this has gradually changed into an era with mandatory full service kits, and only factory certified engineers boarding a vessel. Vessel's OPEX had come under pressure, berthing time is reduced from a few days to a few hours and thus repair time needed to be optimized. Working on board non-stop for over 24 hours with literally a bag of transistors, resistors and capacitors to fix the bridge equipment, is not done anymore. Nowadays each type of equipment has a defined average repair time and a minimal preparation time with the job notice only coming in a day ahead. This is now possible thanks to the necessary information travelling at a data-speed 2 million times faster than 25-30 years ago.

Worldwide the workforce has changed too. Going from Baby Boomers to Generation X, to Millennials, causing a gradual work-life balance shift. This made recruiting engineers challenging. With less resources available the need for remote maintenance at the vessel's bridge has grown. For this reason Alphontron Marine started the Global Customer Support Center, to assist remotely. As a result we can now fix 90% of problems for IT and Audio/Video solutions remotely. Our technical helpdesk can do a detailed analysis of the condition of all the NAV/COM-hardware of a 'JRC-bridge' even before berthing. A step further will be making this possible for third party suppliers.

In the last 30 years I moved ten times internationally for my job. In that time there were quite a few culture and climate changes! One thing that never changes, wherever you are, is the customer expectation. Such as First Time Fix, doing as agreed, having the right spares available and being on board for the shortest time possible. As ever and wherever, my job has always been and still is a challenge. It is never boring to face a new crew, different food and a different urgency every day. When well prepared, a job that gives great satisfaction when you help a crew to continue their voyage."



Appie Hijstek
CTO
Alphontron Marine

As partner of the Rotterdamse Sporticonen foundation, CEO Bart Brom and GM Business Planning & Strategy Alphatron Marine Group Jeroen Kortsmi, were handing out fruit to all participating children of the Kevin Strootman Cup (at football club Sparta) on 9 September.



MEN FROM THE FIRST HOUR SAY GOODBYE

Chiel van der Meide started in August 1993 as Installation Technician at Alphatron Marine. Exactly a quarter of a century later he said goodbye to enjoy a well-deserved pension. Gerrit Kreuze also retired after having worked with us as Commissioner Yachting since June 2007. Not pictured is another employee from the very beginning: Piet Beekenkamp who started as a Service Technician in May 1990 and left our company in October. We wish all of you a good time and thank you once again for your commitment during all those years!

OPERATION OCEAN CLEANUP HAS STARTED

The Great Pacific Garbage Patch located halfway between Hawaii and California is, with 1.8 trillion pieces of plastic weighing 80,000 metric tons, the largest accumulation zone for ocean plastics on earth. In the June edition of AMM we have published about the non-profit organization The Ocean Cleanup, that wants to clean up the ocean. The designed Cleanup solution, a free moving floating screen construction in U-shape is equipped with a remote offshore monitoring system developed and made by Seatools(r). Alphatron Marine has delivered an Aid to Navigation station, which will be used for maritime marking and identification of the floating construction, and an Iridium Pilot System to provide The Ocean Cleanup-foundation of all necessary information. We are happy to announce that the Ocean Cleanup team has reached its intended location and has been deployed into operational configuration; the cleanup has officially begun. On 16 October they arrived at the deployment location in the heart of the Great Pacific Garbage Patch. That day the crew put the system into its designated U-shape, twittering: "The operation is going smoothly." To stay tuned with this operation, follow The Ocean Cleanup on twitter or facebook or their website: www.theoceancleanup.com



ALPHAFACTS



ALPHATRON MARINE USA

WE HAVE ALWAYS BELIEVED IN THE HUMAN TOUCH IN TECHNOLOGY



Alex Gimenez
General Manager
Alphatron Marine USA

The Alphatron Marine USA office opened in 2015 and is one of the four worldwide Centers of Excellence. Located in the heart of the commercial maritime region of the Gulf of Mexico, Alphatron Marine offers local sales and support, marketing, training, onboard service and distribution for the Americas as well as part of the Caribbean. A large area in which they serve different markets and different types of vessels: from tugs to LNG tankers. We talked to Alex Gimenez, General Manager, and asked him about the versatility and daily challenges of Alphatron Marine USA.

“Our staff has to manage customers over a large geographical area, speaking different languages and located in over a half dozen time zones,” begins Alex Gimenez. “Within this area of operation, our office is geographically well placed in the city of Houston, offering excellent transportation infrastructure and a convenient time zone for most of our customers.” Being a technologically driven company, Alphatron Marine USA uses technology to its advantage in order to communicate with dealers and their customers. Alex Gimenez: “But there is no



Port of Houston. Picture by Shutterstock.

substitution for in-person, human interaction. Because of that some of our staff works remotely and others travel quite a bit in order to be visible in the market, be closer to the customer and strengthen our presence and support growth. ‘The human touch in technology’, is something we as a company have always believed in.”

Heading

“Because of this large operational area, we are also dealing with a versatility in markets and vessels,” the General Manager continues. “In the USA and Canada we serve a lot of workboats, tugs and fishing vessels. But in both North and South America, we also deal with inland and patrol vessels.” There is also a large deep sea market that Alpatron Marine USA supports. “This is a market with everything from container vessels and breakbulk carriers, to ro-ro’s and LNG tankers,” tells Alex Gimenez. “We live in a global economy and the international shipping industry is responsible for 90% of the transportation of the world trade. We, as a company are an integral part of keeping the vessels operational and the cargo moving. For this, but also to give our customers optimal service when it comes to new build-projects, we collaborate closely with our other offices in Rotterdam, Singapore and Tokyo, and our JRC-colleagues in Brazil (see page 16), as well as with partners like Damen (see page 4).”

Future

Technology is changing at a very rapid pace. “Therefore it is very important that we keep our dealers up to date on the latest products. We host a variety of training courses at our office in Houston on a regular basis, to make sure our dealers in North and South America are fully trained and certified in JRC products. Thus to ensure that our end-users get the quality that is synonymous with the JRC and Alpatron Marine brand. The upcoming year we will even be increasing our training classes for our dealers. 2019 will be a year of building relationships and showcasing some of our new products, such as our ProLine brand with an industry leading, 3 year warranty. And we also be increasing our visibility in the market place. Together with our partners, we are looking forward to a great year,” concludes Alex Gimenez.

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ALPHATRON LOCATION

JRC BRAZIL IS PREPARING FOR THE NEXT LEVEL

The opening of a new office in Rio de Janeiro, the establishing of a bonded warehouse and a service network in development. Since the opening of JRC Brazil in 1975 the company has been continuously adapting and growing to keep up with the ever changing market. We talked to Carlos Lito, Director of JRC Brazil, about the company, the market and what lays in store for JRC Brazil.

“JRC Brazil provides services and material throughout Brazil and other countries in South America,” tells Carlos Lito. “We offer various solutions for monitoring, analysis and decision

making, for vessel operation, ports and terminals. But we are also dedicated to other sorts of business inside our land division with activities on coastal communication, mitigating natural disasters and

better resource utilization. For instance, we have installed and commissioned the first Solid State X-Band Weather Radar in South America, to collect pluviometric information of specific critical areas and support the civil defense on evacuation plans for the local population.” However, the main focuspoint for JRC Brazil on the maritime market at this moment is the offshore market. Carlos Lito: “Our goal is to become the ‘best option’ for this market. We are working together with some owners on, amongst other things, complete turnkey solutions and an efficient after sales support.”

Office Rio de Janeiro

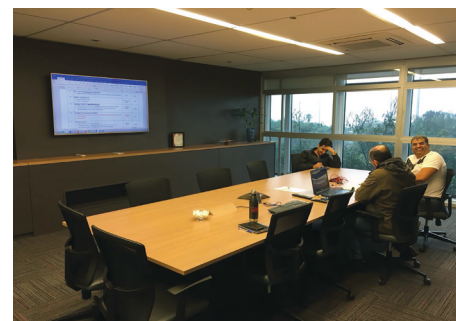
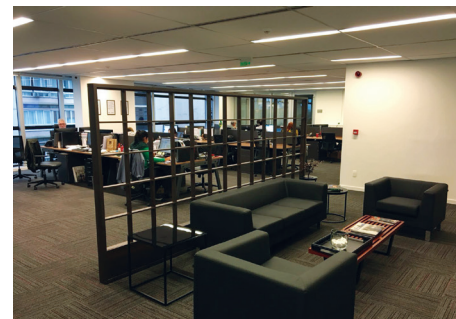
“You can say we are in the middle of preparing the company for the next level,” tells the Director. “Another step was



“JRC Brazil is the first company in our business segment to obtain the authorization to operate a bonded warehouse in Brazil.”

Carlos Lito
Director
JRC Brazil





Porto de Santos, the largest container port of Brazil. Right: the port of Rio the Janeiro and the office in Rio de Janeiro.

the new office in Rio de Janeiro, which opened last May. With the new location we have reduced the distance between our service engineers and the sales department and gathered our operational team. We can now interact more and streamline our business processes.”

Service network

JRC Brazil is also working on developing a service network, covering the main service ports. Carlos Lito: “Brazil has continental dimensions. Distances are a problem that reflects on the service costs. A 20 hour-trip to a service is very common. A service network is therefore crucial to cut service costs. The implementation of this network is scheduled to be up and running by the end of next year.”

Bonded warehouse

Another step which JRC Brazil has already taken, is to cut down costs by means of a bonded warehouse. “Brazil is well-known for its high taxes. Especially and more strongly when it comes to import taxes. In order to meet our customers’ service demands, we have to import and stock products, causing the final costs of a product to sky rocket with all the taxes added,” explains Carlos Lito. “In addition, there is a long bureaucratic process; it takes an extensive period to clear goods from customs. Meaning that more than often we had to give our clients an estimate of around 10 days, before we can attend to their vessels.”

Since 2012, the company has been working on the implementation of a

bonded warehouse. “With result, because JRC Brazil is now the first company in our business segment (communication and navigation electronics) to obtain the authorization to operate a bonded warehouse in Brazil! This huge accomplishment will benefit both Brazilian and foreign flagged vessels engaged in South American waters. All in all we are creating possibilities.”

The articulated tug-barge (ATB) tug the Island Raider is the latest edition to the Island Tug and Barge-fleet. Since 9 October the ATB tug can be found sailing between Vancouver and Vancouver Island, pushing a 25,000-bbl barge with fuel from one of the refineries. The Island Raider, with a new class of z-drive propulsion units, has been developed in such a manner that the vessel effectively becomes one when coupled with the barge. Improving the vessel's maneuverability as well as efficiency. The vessel is fitted with six cabins, a wet room, large mess/lounge area and a fully stainless-steel finished galley.

The Island Raider has been build at the family owned company's maintance facility in Burnaby, Vancouver. Justin Nichols from Nichols Marine Services, was hired by ITB as Project Manager: "The job employed 60 people from nearly a dozen subcontractors. Although the work has taken longer than expected, the product is top-notch." Alpatron Marine developed the wheelhouse layout and view for optimal situational awareness. The Island Raider is equipped with intergrated voyage data recording as well as data logging capability for keeping track of courses and fuel consumption, among other things. Justin Nichols: "Throughout the commissioning process an international team of Alpatron Marine worked aggressively toward getting the work completed as quickly as possible. They kept looking ahead, making sure everything happened in a timely manner to avoid any unwanted hold-ups. It was an excellent partnership and we are looking forward to work with the company's high qualified team members on the next ITB tug (Island Regent) which is set to be taken into service at the beginning of next year."



Alpatron Marine delivered a complete AlphaBridge with extensive navigation and communication equipment. ITB requested a training on board for the crew of the Island Raider. Monique Wouters-Scholten, trainer at Alpatron Marine crossed the ocean on two occasions to educate the crew on the AlphaBridge and the delivered equipment. You can read more about this on page 38.

VESSEL PARTICULARS - ISLAND RAIDER

Length:	25.00 m	Speed	
Wide:	10.50 m	with fuel barge:	max 8 knts
Beam:	12,5 m	without fuel barge:	mx 10 knts
Draught:	2.00 m		



ALPHATRON BOARD ISLAND RAIDER

JRC FOCUSSES ON ASIAN WORKBOAT MARKET WITH NEW TEAM



In april of this year, JRC established for the first time a special team for the global workboat market. The team is working closely together with Alpatron Marine on the launch of the Workboat ProLine implementation in the Asian region planned for January 2019. Recently a delegation of JRC visited the Alpatron Marine Center of Excellence in Rotterdam. We asked General Manager JRC Marine Business Department Jun Nakazawa and General Manager Workboat Business Group JRC, Shuichi Nakajima about the new team and how they will introduce the Workboat ProLine.

“Up till recently JRC’s focus has mainly been on deep sea,” tells Jun Nakazawa. “Not really surprising, given the fact that Japan, Korea and China are responsible for 70 - 80% of new building operations of deepsea vessels worldwide. And over the years JRC has built a good position within the area.” Yet the so-called ‘workboat’ market, which includes ships like fishing vessels, tugboats and ferries, was more or less overlooked

The Pelindo III – Indonesia.

“Working closely together with Alpatron Marine, we are combining the best of both worlds before taking this next step.”

Jun Nakazawa
General Manager Marine
Business Department
JRC

by JRC. Jun Nakazawa: “However, Alpatron Marine has been very active on the workboat market for years. Developing complete bridges and integrated systems for all kinds of workboats, which can be found on vessels all over the world.” For both companies the South East Asian workboat market is one with many opportunities. “Countries like China for instance apply restrictions, such as vessels of over 20 years old are not allowed on the rivers, to make a demand for the national ship building industry,” explains Shuichi Nakajima. “So, following Alpatron Marine’s model, we established a workboat team at JRC in April of this year.”

Workboat ProLine

The launch of the Workboat ProLine is an excellent opportunity for the new workboat team to become a bigger player in the global market. Suichi Nakajima: “The introduction will be slightly different than on the European and American market. For instance, the inland shipping market here is not in English! Also we will start the introduction with several key-products, like radar, instead of a full package, because we’re dealing with a lot of different markets. The upcoming period we will use to focus on localizing and customizing the Workboat ProLine for the different markets and countries in Asia.”

Distribution

When a new line is introduced, the focus must not only be on promoting it, but also have the means of distribution. Jun Nakazawa: “JRC has an excellent dealer network in Japan and both JRC and Alpatron Marine have offices in Singapore, Korea and Indonesia. But it doesn’t stop at being present. We will have to be reboot our sales network. Change the profile from the earlier mentioned deepsea-focus to workboats as well. It is going to be a challenge, but working closely together with Alpatron Marine, we are combining the best of both worlds before taking this next step.”

General Manager JRC Marine Business Department Jun Nakazawa (left) and General Manager Workboat Business Group Shuichi Nakajima.





Picture by A. Jonkman Photography, with courtesy of Bosman Container Shipping Group.

BOSMAN CONTAINER SHIPPING GROUP IS FACING A FINE CHALLENGE

In 1901 great-grandfather Bosman had a sailing clipper built to transport bulk cargo in the Netherlands and Germany. This would mark the beginning of a well-developed family business in inland shipping, nowadays operating under the name of 'Bosman Container Shipping Group.' We spoke with Fleet Manager Roland Bosman who, together with his brother Antoon, represents the fourth Bosman-generation. We talked about more than a century of inland shipping, about what stayed the same, but mostly about the innovations that will eventually lead to semi-autonomous navigation.



It was quite revolutionary, when the father of Roland and Antoon Bosman, being an inland navigator, decided to transport containers with his first newbuild in 1980. Many said: 'that's not going to happen'. But things took a different turn. Inland waterway transport of containers became commonplace. Nowadays, Dutch inland navigation of container traffic has a market share of 35 percent. Roland Bosman, who was brought up in that market, tells us: "It's hard to imagine that it was special to transport goods in a container. It has become a daily routine for us. We transport anything in containers; ranging from Dove soap to chemicals. The ports of Rotterdam and Antwerp as well as the German hinterland are our operating zones."

"It won't be long and captains might control one or more vessels at the same time from ashore!"

Roland Bosman
Fleet Manager
Bosman Container Shipping Group

Cradle on the clipper

Sailing is in the fleet manager's genes. "I was born on a clipper named St. Antonius. There still is a St. Antonius in the fleet of the BSC Group. It is one of the five container vessels we use together with two coupling systems and thirteen barges," he explains and adds: "By the way, it certainly was not self-evident for me to follow my father's footsteps. Life ashore was also interesting and my father always left the choice up to us. Eventually I chose

family business at a fairly young age and I am pleased to see that my brother's son is joining the company as the fifth generation. My own son will join the company next year after he has finished his study Supply Chain Management."

Artificial Intelligence

It is a fact that it is becoming more and more difficult to find captains for inland navigation nowadays. It's not only a job, but also a way of life. Roland Bosman explains: "You are out and about 24/7. Therefore, proper guidance of youngsters setting out for their own ship is essential for us. We offer training for ordinary seaman to become a skipper and eventually end up as captain." The shortage on the labour market will eventually be changed by upcoming innovations. Roland Bosman's decision is clear: "You can witness that semi-autonomous navigation is becoming reality. It won't be long and captains might control one or more vessels at the same time from ashore! And what about artificial intelligence? It is still hard to imagine, but today's vessel technologies enable us to 'save' a significant number of situations to collect data which can contribute to the development of artificial intelligence.

So, the BSC Group is facing a fine challenge, therefore an innovative partner like Alphasat Marine is of specific importance. Together we think a step ahead in order to keep nautical equipment up-to-date."

COVERSTORY:

NEW SHIPS FOR RIJKSWATERSTAAT WITH CUSTOMIZED ALPHABRIDGES

Rijkswaterstaat is responsible for the design, construction, management and maintenance of the main infrastructure facilities in the Netherlands. This includes the main road network, the main waterway network and watersystems. It is the first time Rijkswaterstaat will be working with multi-functional and energy-efficient ships. The new ships, Merwestroom, Scheldestroom and Waddenstroom will be deployed on the major inland waterways, the Wadden Sea and North Sea. This fall the first ship will be baptized. Alpatron Marine is responsible for the customized bridges onboard the new Rijkswaterstaat vessels.



Picture with courtesy of the crew of the Nieuwe Diep.

“Only when you really take notice of the experiences and wishes of the crew, you can truly design a good bridge.”

Luuk Vroombout
President
Alphatron Marine



In the design and construction of the MPV-30 series sustainability is key. The ships will sail hybrid and perform their daily work on rechargeable batteries. Shipyard Bijlsma Wartena has designed the hydrodynamics of the hull in such a way that there is low resistance in the water and the ship uses even less energy. The rudder propellers are turning under the ship, so it can sail in any direction. Solar panels ensure the supply of electricity for the accommodation of the crew. And of course the AlphaBridges on the ships are sustainable.

Cooperation

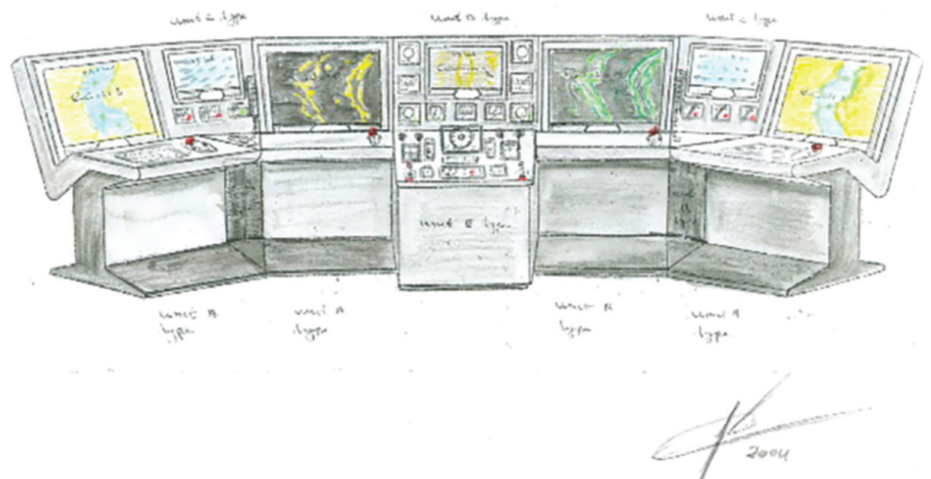
Rijkswaterstaat already has a long relationship with Alphatron Marine. In recent years alone, Alphatron Marine delivered ten AlphaBridge design conceptual drawings, being executed by the Shipyard of De Haas Maassluis in their own workshop for a series of ten vessels. For the new larger ships Luuk Vroombout, President of Alphatron Marine and spiritual father of the AlphaBridge, and his team listened to the wishes of the crew. “Good design always starts with listening to the crew.

Only when you really take notice of the experiences and wishes of the crew, you can truly design a good bridge. Moreover, a good cooperation with the crew and shipyard is necessary to be able to make a customized bridge,” he explains. The new ships will sail 24/7. That means they have to be well-rounded; you have to be able to deploy buoys, to do surveillance and carry out inspections. With this knowledge and the outcome of the conversations with the crew, Luuk Vroombout advised his design and proposal team, headed by Hans Koppe, with some practical tips and experiences based upon one of his AlphaBridge artist

impression of another vessels realized in the recent past (see image).

Unique

The result is an AlphaBridge with lecterns on two sides that support bi-directional sailing and navigation. “The bridges of the new Rijkswaterstaat ships are integrated with three types of operational systems. In the first place, the bridges are completely suitable for seafaring. In addition to that the vessels are also apt for inland navigation and they are equipped with a Dynamic Positioning System. That makes these AlphaBridges so unique,” concludes Luuk Vroombout.



TEN YEARS

ALPHATRON MARINE SINGAPORE



One of the four Centers of Excellence is Alpatron Marine Singapore. Ten years ago this office started. A decennium full of developments has followed. Maurice Rutten, Director Alpatron Marine Systems in Singapore, can write a book about it! However, we summarized ten-year entrepreneurship on these two pages.

Maurice Rutten well remembers the 1st of august in 2008, the day he officially started working in Singapore. "But that was after supervising the renovations in the building. The building we had at that time was brand new and empty! It took time to make it into an office, warehouse and workshop. On the first day the office

area had only two desks and a copy machine. When we set-up the office, back in 2008, this was initially to support the new builds we had at Damen Shipyards Singapore and across South East Asia," he remembers it like it was yesterday. "The first order was for a Damen new build (NB537003) and the first sales

and service order was for Fugro Marine Services Singapore (m/v Markab) for the sales and installation of a Satcom-C with SSAS and LRIT."

AlphaBridge

A few years later, in 2011, Alpatron Marine Systems employed 17 staff members. In this year the first AlphaBridge was built in Singapore for valued customer Damen Shipyards. "The Damen Twin Axe FCS2610 (NB532504) was built in Singapore. To facilitate the local Damen yard it would be faster and

cheaper to build the AlphaBridge here. And so it happened. Since then we have built 70 bridges so far in Singapore for all kinds of vessels, from a fast ferry to crew boats and patrol boats. From tug boats and dredging ships to supply vessels,” summarizes Maurice Rutten.

Four new offices

From 2015-2017 no less than four offices opened their doors in Asia! Maurice Rutten: “It started with the Vietnam office in 2015, to support the Damen Vietnam new buildings. That same year the China office was opened to introduce the Alphasatron Marine products in China, as the JRC products were already known in the country. With quite a good success: in this year we received an order from IHC Tianjin for the delivery of two AlphaBridges.” In the philosophy of being closer to their customers Alphasatron Marine opened a second office in Singapore in 2016. “Most of our customers are located in the central business district in Singapore. Our second office is located nearby, easy for our sales managers to visit our valued customers easily and regularly. Second purpose was to have easy access to our training facility and flagship showroom,” explains Maurice Rutten. Finally the Malaysia office opened officially in 2017 to serve the local Malaysian market.

Certifications

In the meantime the Center of Excellence in Singapore received certifications like

ISO, OHSAS and bizSAFE star. Maurice Rutten emphasizes why it makes the difference: “Having an ISO certificate and procedures is important in order to have a proper work flow and quality assurance, but it is also important to show our customers that we have such standards and procedures in place. Also ISO certification is required to be able to perform radio and APT surveys for all the class societies such as Class NK, Bureau Veritas and Lloyds. Our OHSAS and bizSAFE star certifications are important for our staff. Without a degree of safety certification we are unable to enter the shipyards in Singapore.”

Proud

The Singapore team is proud of the SME100 2017 award they have won in the summer of 2017. “The SME100 award is a prestigious regional award which identifies and recognizes small and medium enterprises (SME) based on various quantitative and qualitative criteria’s, focused on growth (turnover, profit and market share) and resilience (best practices, sustainability and vision),” explains Maurice Rutten.

Starting beginning 2008 as a humble one-man office, the office in Singapore has grown to 82 persons and is still expanding in Singapore and South East Asia. “Even though the marine electronics business is still very much affected by the low oil prices and the economic downturn. Key factor is to be versatile and market and customer oriented.

For the next ten years we hope to grow further and expand our presence in the Pacific, South East Asia and the Middle East,” ends Maurice Rutten.



“Key factor is to be versatile and market and customer oriented.”

Maurice Rutten
Director
Alphasatron Marine Systems

MILESTONES

- *Alphasatron Marine Systems incorporated starts 01-08-2008*
- *First sales and service job | 2008*
- *First new build | 2008*
- *ISO 9001 certificate | 2011*
- *First AlphaBridge build in Singapore | 2011*
- *OHSAS 18001 certificate | 2014*
- *BizSAFE star certificate | 2014*
- *Vietnam office | 2015*
- *China office | 2015*
- *Second office in Singapore | 2016*
- *Malaysia office | 2017*
- *SME100 award | 2017*

FLOTTE HAMBURG: FULL-SERVICE PROVIDER FOR THE PORT OF HAMBURG

Being a 100% subsidiary of Hamburg Port Authority, Flotte Hamburg is there to fulfill the integral fleet management of the ships used in the port of the Hanseatic city of Hamburg. The company relieves its customers from their business concerning ship management and owning ships, so they can focus on their core tasks. The latest addition to the Hamburg Fleet will be taken into service soon.

“Flotte Hamburg is a full-service provider,” tells Katja Leuteritz, Head of Finance and Resource Management. “Depending on the customer, we offer ships including personnel or just as demise charters. We have a fleet of around 50 vessels, so we can guarantee a high level of availability. We are also expert in maintenance planning, scheduling of ships and staff as well as newbuilding of ships. By giving us their trust in fleet management, our customers can focus on their own core business. Let everybody do what they do best. And by constant cost controlling, we can offer stable and predictable charter rates.”

Diverse fleet

“Our customer base is very diverse; the Hamburg Port Authority, Landesbetrieb Straßen Brücken und Gewässer, the River Police and the Fire Brigade of Hamburg,” says Wolfgang Knupper, Head of Technical Division. “Therefore our fleet consists out

of a wide range of vessels. From patrol vessels and firefighting vessels, to dredgers and barges. Thanks to the pooling effect, we can take a ship out of service, without reducing the availability for our customers.” At the moment the fleet’s latest addition, the firefighting vessel ‘Branddirektor Westphal’, is being finalized. Wolfgang Knupper: “The vessel will not only be used for fighting fires on ships in the Port of Hamburg, but also for delivery of extinguishing water to industrial companies close to the waterfront. Alphonatron Marine Germany delivered the navigational and communication equipment, which included a sonar and a DP system according to DNV GL regulations, as well as a sophisticated camera system including a thermal imaging camera.”

Continuously innovating

“We are continuously innovating our fleet,” explains Katja Leuteritz. “New buildings get the highest standard of technical equipment and eco-friendly supplies. We are also carrying out retrofits on our existing fleet; installing exhaust gasses treatment installations and contributing digital projects.” The company is also working to reach an equality of systems within their fleet. Wolfgang Knupper: “Most of our vessels already use telecommunication systems, with components delivered by Alphonatron Marine. Besides the new equipment and the disturbance management, we also have a maintenance agreement with Alphonatron Marine Germany for our two seagoing water police vessels, the WS1 and WS2.”



Picture with courtesy of Flotte Hamburg.

ALPHATRON ON THE JOB

MICHAL BYTOMSKI

DIRECTOR ALPHATRON MARINE POLAND



Michal Bytomski has been involved with Alpatron Marine Poland since the very start. The company, with offices in the main ports of Poland, Szczecin and Gdynia, offers its services mainly to the Polish deep sea market. But Alpatron Marine Poland is not afraid to cross borders to serve her customers. As Michal Bytomski, Director Alpatron Marine Poland, states 'a little flexibility is needed'.

"The Polish market is not a big market", starts Michal Bytomski. "We have to think outside the box and in solutions. Being flexible also means crossing a border or two. Literary! Not only do we have clients in other countries, there are also over 40 vessels sailing the globe for which we have a service contract. When needed, we travel wherever the customer needs us to keep their vessels going. But we can also count on our international colleagues, when needed." The cooperation between Alpatron Marine Poland and other Alpatron Marine branches is ofcourse not limited to service. "We are all one company. We support the Rotterdam office when they need qualified service engineers to carry out commissioning on new builds or engineers to support their Engineering Department (project's drawings etc). Recently we worked together with Alpatron Marine Germany on a retrofit in Qatar, which needed to be finished in two weeks. By combining forces we were and are able to meet the customer's needs and expectations," explains Michal Bytomski.

The job

"What I like most about my job, is the fact that I am involved in different things. In stead of 'sitting behind a desk leading a company', as many people mistakenly believe is what a director's job involves, I am very much at the forefront of the company and very much involved with our customers to see things from their point of view. It makes the job challenging, but it also makes me want to learn more and keep developing myself. And that is very satisfying in a job," tells Michal Bytomski.

Work and hobby

Michal Bytomski is a maritime man by heart: "It is not only my work, but also my hobby. Spare time is scarce, but whenever the opportunity arises, I like to go out on my sailing boat. From Szczecin there are very nice areas where you can go, such as the Szczecin Lagoon or from there you can venture out to the Baltic Sea. Sometimes my wife Anna and children Lena (10) and Wiktor (11) join me and other times a friend joins me. For me it is pure relaxation. But I also love sports. You can find me running, cycling or hitting a ball on the squash court."



ALPHATRON
Marine

ONE TECH SERVICES AND JRC: A 100% PROFESSIONAL RELATIONSHIP WITH A PERSONAL TOUCH

Today Cyprus is one of the biggest ship management hubs and an attractive geographical location for ship managers and owners. One Tech Services has been providing the Cyprus shipping market with high quality products and services at competitive prices from the company's service stations on the island and other locations around the world. The company has become an official partner of JRC in 2015. A relationship that Thoïs Themistocleous, General Manager of One Tech Services paraphrases as '100% professional, but with a personal touch'.



Port of Limassol by night. Picture by Shutterstock.

“Recently we have started a pilot with the future generation NeCST on one of the vessels of Mediterranean Shipping Company.”

Thois Themistocleous
General Manager
One Tech Services



“A very good word to describe the Cyprus shipping industry is ‘dynamic’,” explains the General Manager. “There are constantly changes and all parties involved must be able to adapt in order to be able to follow the fast pace in the industry. Therefore it is important to maintain flexibility within the organization and at the same time be accessible and pro-active. Innovative products and high-tech equipment are also key. JRC and Alpatron Marine have been leading in this aspect. We are able to provide our customers with innovative products like the new generation MFD’s and NeCST fast. Recently we have started a pilot with the future generation NeCST on one of the vessels of Mediterranean Shipping Company.”

Success

One Tech Services Ltd., with HQ offices in Limassol Cyprus, have managed to establish a close relationship with most Ship Managers and Owners by being always close to them on every issue they might be facing on a 24/7 basis. Thois Themistocleous: “Our approach to our customers is to invest time and effort, establish a win-win relationship and be able to provide turnkey solutions to them. Our specialized professionals are experienced and able to design customized solutions to each individual customer to fit their needs best. This personal touch is highly appreciated. JRC and Alpatron Marine show us that they believe in our company. In turn we promote both brands with pleasure. And whatever you do with a smile is always a success.”

JRC, ALPHATRON MARINE AND ONE TECH SERVICES CLOSER TO THE CUSTOMER

On 27 October 2018 the IMarEST Cyprus Branch held its 25th Annual Dinner Dance in Limassol. The event, in the heart of the maritime business in Cyprus, gathered maritime and technical guests from all over the world, including the Cyprus Deputy Minister of Shipping. JRC, Alpatron Marine and One Tech Services joint forces and sponsored one of the tables at the Dinner Dance for several of their customers and partners.

“The Annual Dinner Dance is an excellent opportunity for networking and interesting business discussions with (potential) customers and partners in the maritime world,” tells Arjan Rietveld, Area Sales Manager Greece and Cyprus for JRC and Alpatron Marine. “For me, it was special to attend and sponsor this event, which offered our guests, technical managers from MSC, SCF and Uniteam, representatives from Tuzla Shipyard, and our partners from One Tech Services more than just an opportunity to talk. The evening in the luxurious Four Seasons Hotel started with an inspiring speech from Deputy Minister of Shipping, Natasa Pilides. Furthermore the organization had also arranged magicians and a laser show. We can look back at an interesting evening!” Thois Themistocleous, General Manager of One Tech Services agrees: “The IMarEST Dinner Dance is an important evening within the Cyprus maritime business. We are very pleased to have seen most of the customers from the island joining us at our table.”



Pictured: Lilia Merki, Andreas Constantinou, Arjan Rietveld, Andriy Zayets, Shiji Sidhakar Pisharath, Arda Ozan Demircelik and Vladimir Stepanov.



The World Port Days in Rotterdam, the Netherlands.

CUSTOMER DAY IN THE PORT OF ROTTERDAM

During the World Port Days last September the Center of Excellence in Rotterdam organized a customer day. "To show what's going on 24/7 in our massive port of Rotterdam and of course to have more time for conversations with our relations about what they really need," tells Jeroen Kortsmiit, General Manager Business Planning & Strategy.

“Although JRC and Alpatron Marine are present at exhibitions worldwide, we started a more active approach towards customers, distributors and dealers. But also organize events to have more time for customers. The World Port Days, the largest maritime event in the Netherlands, was an excellent opportunity to invite good relations,” explains Jeroen Kortsmiit. The day started in the Center of Excellence Rotterdam. After a warm welcome the guests boarded the KRVE 71, the passenger ship of the Koninklijke Roeiers Vereniging Eendracht. The ship was sailing to the yard at the KVRE, an organization dedicated to the rendering of technical-nautical services in the port

of Rotterdam which are related to the mooring and unmooring of seagoing ships. At the yard the guests were given a fascinating tour. Gerrit van der Burg, Board member and second President of the KRVE, was telling about all kinds of innovations in the fields of efficiency, legislation and safety which are developed in consultation with the KRVE.

Elbe, the largest seagoing monument

After the tour at the KVRE the guests boarded again the KRVE 71. While sailing the guests saw a demonstration in the port of Rotterdam of the Royal Navy marines and in addition to Dutch

naval ships and marines, a NATO-relationship of mine hunters was also present. At the beginning of the evening the KRVE 71 brought the guests to the historic ship the Elbe which lay docked across from the famous Hotel New York. The Elbe is the largest seagoing monument of the Netherlands. “In 1959 this ship was one of the strongest seagoing tugs in the world. Alpatron Marine has helped save the ship from destruction and thus kept a piece of maritime history alive. It’s the only one left of her generation,” tells Luuk Vroombout, President Alpatron Marine. ►

Pictures (clockwise): Customers, distributors and dealers of Alpatron Marine during the visit to the yard at the KVRE. The passenger ship KRVE 71. Board member and second President of the KRVE, Gerrit van der Burg.



“Although JRC and Alpatron Marine are present at exhibitions worldwide, we started a more active approach towards customers, distributors and dealers. But also organize events to have more time for customers.”

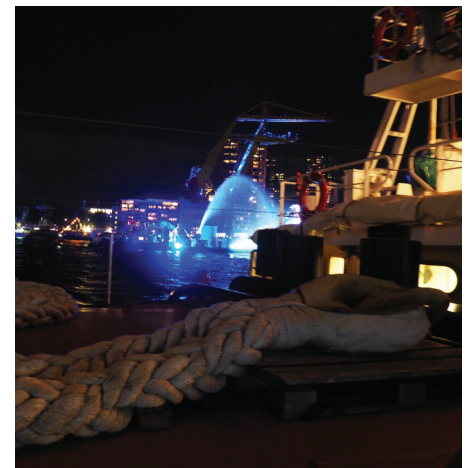
Jeroen Kortsmiit
General Manager
Business Planning & Strategy
Alpatron Marine

Toast to the success

Bart Brom, CEO Alphasron Marine Group, and Jeroen Kortsmit made a toast to the successful customer day before the gangway of the Elbe was pulled up. "We want to bring a toast on this historic ship to strengthen the bond with you, our relationships. Enjoy the rest of the evening with food, drinks, music and of course the most beautiful view of Rotterdam." While the BBQ began and the band started playing on board the Elbe, the ship left to participate in the light parade of

the World Harbor Days. Customers saw an illuminated boat show on the water, integrated with fireworks and music. The overarching theme of the World Port Day was Energize. This draws attention to the sustainability goals of the port of Rotterdam. From the Elbe you could see 'The Green Line to the Future' on the quays around the Erasmus Bridge, a line of business through which the story of sustainability and energy was told. Symbolic for the relationship JRC and Alphasron Marine want to have with their customers.

Pictures (clockwise): Bart Brom, CEO Alphasron Marine Group brings a toast on board the Elbe. Jeroen Kortsmit (left), General Manager Business Planning & Strategy with Leen Warnaar Technical Director Arklow Shipping. The fireworks and lightshow of the World Port Days. Luuk Vroombout (right), President Alphasron Marine. And the historic ship the Elbe.





THE DIGITAL WORLD OF FLEET TELEMATICS

Since January 2018 the European Union started the shipping monitoring, reporting and verification (MRV) regulation. An ordinance which is designed to gather data on CO₂ emissions based on ships' fuel consumption. Kees van Kooten is Director of Fleet Telematics and knows everything about IoT and big data that are about to revolutionize the maritime industry.

Alphatron Marine wants to be leader at the front end of digital developments bringing clear cost saving benefits to customers and sustainability. The ideology on having a digital platform to support customer operations has been met well and made Fleet Telematics a good partner in this area. Monitoring IoT platforms and big data are getting more and more important. "In the future it will be a mandatory key role to our customers to be competitive in the shipping industry. Using our IoT based solutions will benefit customers as well as the environment," tells Kees van Kooten. His company Fleet Telematics is market leader in providing turn key solutions which will reduce fuel consumption and emissions, improve operational efficiency and bring safety on operations. "Our solutions tackle these topics from different angles. For example we have Navidium Fuelcast as a bridge solution, which is

a self learning intelligent advisory to optimize fuel consumption. It gives guidance to the crew to operate a ship in an optimal way considering internal and external parameters. Here we speak of big data which is captured and digested via our IoT platform and has intelligent algorithms added to give optimal engine utilization. This solution alone, based on results unto today has brought upto 10% fuel savings to our customers," Kees van Kooten summarizes the developments.

Bigger benefits

Monitoring and reporting on consumptions has now kicked off, but it is just the start for emission reductions. The IMO target is to reduce emissions by 30% (!) by the end of 2025. "The next step in analysing data, route optimisation and fuel savings is to move deeper into AI, virtualization and DigiTal twin metho-

dology, having virtualized situation real time on shore to advice and give more detailed instructions to vessels at sea," explains Kees van Kooten. "As per today our joint control center with MariApps located in Kochin (India) serves our customers globally by analyzing received big data. For example a spike in measurements from a fuel flow meter on a container ship during a voyage, had data indicating that something was seriously wrong; either a major equipment failure or severe fuel leakage. We reacted immediately and got control of the situation. This kind of fuel leakage can result in a loss of more than USD 15,000 for the ship's operator over a 24-hour period. Today it is all based on these received data sources, but in the near future we will be able to bring our customers and the environment even bigger benefits because of the implementation of AI and virtualization."

ENVIRONMENT



The Morgenster, picture with courtesy of Clean2Antarctica .

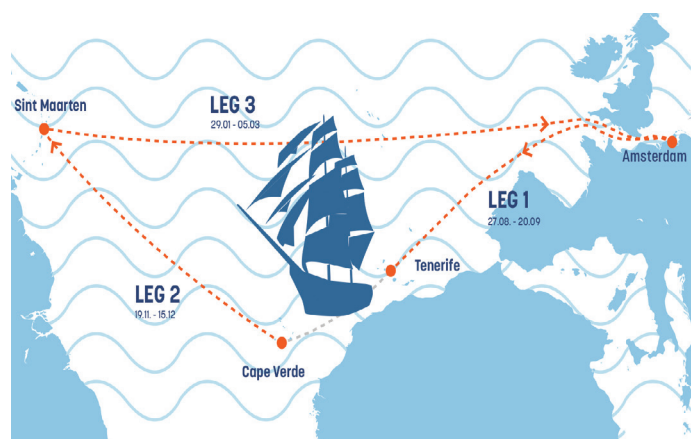
QUEST FOR CHANGE: HOW CAN YOU BECOME A CIRCULAIR ENTREPRENEUR?

For four weeks Job Brom was a part of the crew of tallship the Morgenster which was sailing last September from Amsterdam to Tenerife. The fourth-year International Land and Water Management-student at the Wageningen University was one of the 21 students and young professionals who formed a sailing think tank. Shortly after his return in the Netherlands we talked to him about this interesting project of Clean2Antarctica.

“Liesbeth and Edwin ter Velde were making dinner and they tossed away another plastic packaging. They turned around their trashcan and their mindset. Why is plastic suddenly worthless? They decided to become ‘zero waste’ in the privacy of their own home. But what happens when you decide to never throw anything away anymore? What will you do with your waste materials? This was the start of a big journey. They quit their old habits and built the ‘Solar voyager’ out of plastic waste to go on an expedition to the heart of the South Pole,” tells Job Brom about the creation of Clean2Antartica. “It is not just this expedition with which the couple Ter Velde wants to inspire change. Also the think tank ‘Quest for Change’ on board is all about a cleaner world.”

Life-changing experience

The quest is divided into 3 legs (see picture below) of 4-5 weeks each and features a specific industry. It started in Amsterdam. Job Brom: “With a group of students and young professionals from all disciplines, from psychology to bio-chemistry and from communication to shipping, we set sail from the Dutch capital. The send off alone was already overwhelming, with over 20,000 people on the quay waving us goodbye.” Cut off from existing networks and left in the hands of mother nature, a life-changing experience started for the millenials on board. For one whole month they had only one question on their mind: ‘How can the 100-year-old international chemical company Teijin Group become world-leading by 2050 when it’s about circulaire entrepreneurship?’



In Tenerife, at the end of the journey, a still confidential sustainability plan has been handed over to the management of the Japanese chemical group Teijin, that wants to be a frontrunner in the transition to a circular economy.

Out of your comfortzone

Finding an answer to such an issue is much easier onboard than in a hectic 24-hour economy, states Job Brom as a fact. “At the start of the journey, you did not only step on board, you also stepped out of your comfort zone, which includes social media. Every day was spend sailing, cleaning, cooking and working on the issue at hand for 4 to 6 hours a day. During this time I learned not to avoid discomfort and to embrace the adventure. To be at the mercy of nature and to learn from it. Experiencing the powerful feeling of standing at the helm at sea with wind force 8. And to observe dolphins and birds showing us that there is no individualism in nature, but cooperation to get ahead. I find it more difficult to stay focused and not to fritter away, being back ashore,” Job explains about his personal changes during the quest. He does not want to call himself an idealist after this experience. “More an optimist. I believe in a better world. When it comes to the environment, I see potentials when both the industry and citizens take little steps. Supported by investors who are needed to guarantee innovations. The Quest for Change has just started! This is only the beginning,” concludes Job Brom.



Job Brom (middle) on board the Morgenster.

ONBOARD TRAINING

A new vessel often comes with state of the art equipment or a more advanced system. The ATB tug, the Island Raider, is no exception. Alphatron Marine received a request for a training on board for the crew of the new vessel. Trainer Monique Wouters-Scholten travelled to Vancouver to help the captains and mates of the Island Raider to get familiar with the equipment and systems they are going to sail with.



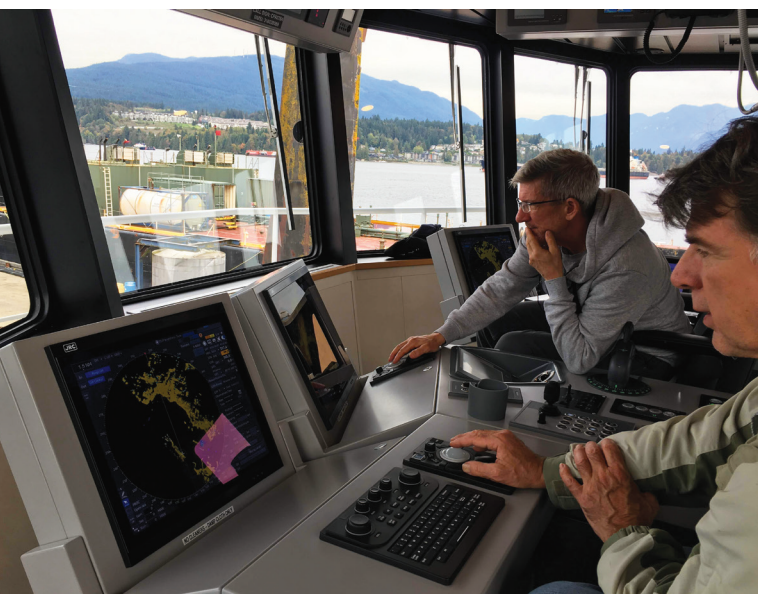
“When you are doing an onboard training like this, you are dealing with a crew that already knows how to sail,” starts Monique Wouters-Scholten. “However, they will be sailing with a more integrated system on the Island Raider, instead of standalone equipment. That takes a whole other approach.” The Island Raider is an ATB tug that transports a barge fully loaded with fuel (see page 18). Monique Wouters-Scholten: “Safety comes first. Being able to sail safely from A to B is priority and therefore training is very important.”

Getting familiar

“Eventhough a crew is experienced, during a training I start with freshing up some basic theory. After that the crew and I go on board to explore where the equipment is situated. This includes the location of power supplies, breakers and the connections with other equipment, as well as locating antennas. Also what to do during a black-out is part of the training. It is all about getting the crew familiar with the bridge, the equipment and its placement,” tells the trainer.

Learning

During the training different nautical items and ‘what if’-situations are discussed. “As a former navigator, these items and questions don’t come as no surprise. Because of my





Trainer Monique Wouters-Scholten and part of the Island Raider-crew during a training.

experience, I can relate to the people I am training. This kind of bond helps me to push them to figure out particular navigation issues we encounter during the training,” explains Monique Wouters-Scholten. “The crew of the Island Raider was very interested, curious and highly motivated. Obviously every person learns in his or her own way. Therefore it is important to make people comfortable during the training. Then you can see people trying (trying again) and learning from each other and from the mistakes they make. That makes training valuable for both the trainees and the trainers. I can look back on a great training in Vancouver.”

A COMPLETE BRIDGE FOR THE ISLAND RAIDER

Alphatron Marine has engineered and supplied a complete AlphaBridge with extensive navigation and communication equipment. This included two X-band radars, ECDIS, DGPS, a gyro compass, ROT-indicator, a magnetic compass, speed log, echo sounder, autopilot, weather station, bridge navigation watch alarm system, automatic identification system and S-VDR. Also VHF, EPIRB, SART, AIS-SART, Navtex, CCTV, navigation lights, fire detection and AMS was in the Alphatron Marine scope.

AGENDA EXHIBITIONS

INTERNATIONAL WORKBOAT SHOW

28-30 November 2018

New Orleans, USA

Stand number: 1733

PEOPLE'S BUSINESS

23-24 January 2019

Rotterdam, The Netherlands

CMA SHIPPING

02-04 April 2019

Stamford, USA

SEA ASIA

09-11 April 2019

Singapore, Singapore

Stand number: B2-D01

CONSTRUCTION SHIPPING INDUSTRY

07-09 May 2019

Gorinchem, The Netherlands

TUGNOLOGY

14-15 May 2019

Liverpool, United Kingdom

SEA JAPAN

23-25 May 2019

Tokyo, Japan

NOR-SHIPPING

04-07 June 2019

Oslo, Norway

EUROPORT

05-08 November 2019

Rotterdam, The Netherlands

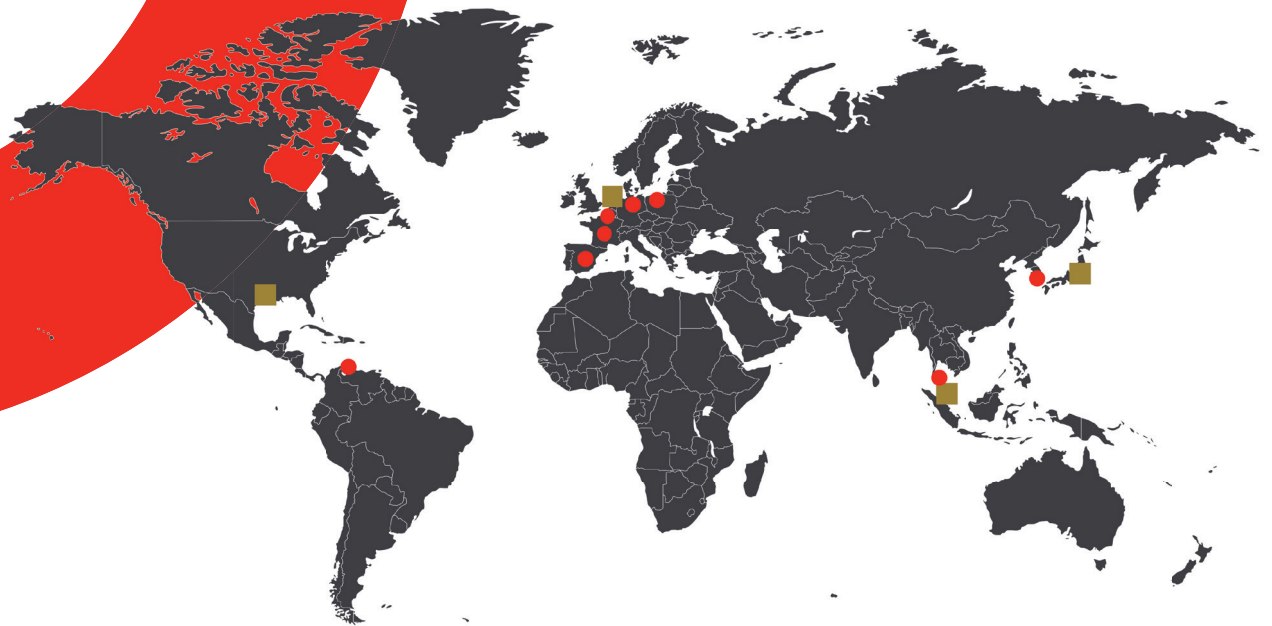


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