

ALPHATRON

Marine Magazine

Magazine of **JRC** and Alphontr Marine | Year 1 Issue 2 June 2017

GLOBAL STRATEGIC PARTNERSHIP WITH TRANSAS

JEROEN KORTSMIT:

"PROVIDING HIGH QUALITY SERVICE
FROM A GLOBAL PERSPECTIVE"

TRAINING MARCOM-A
AT CENTER OF EXCELLENCE IN ROTTERDAM

HARBOR MASTER OF THE PORT OF ROTTERDAM:
"TO BE THE LARGEST PORT IS ONE, BUT TO
BE THE SMARTEST IS AT LEAST AS IMPORTANT."

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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Alpatron Marine has delivered a state-of-the-art premium design AlphaBridge to the Egbert Wagenborg, a modern, multi-purpose open-top ice strengthened vessel. The ergonomically designed AlphaBridge with four 46-inch wide screens include remote support and an onboard information system.
Read more about it in the next edition.

ALPHATRON

Local & Global

The first issue of our Alphonatron Marine Magazine in March has been well received. We got positive feedback from our Alphonatron Marine and JRC colleagues and good reactions from our customers. The involvement, compliments and points of improvement make us happy. We started with even more enthusiasm the production of this second edition. This resulted in a colorful, 40-pages magazine in which we are not only writing about the developments of Alphonatron Marine and JRC, but also bring news on important issues such as security and innovations in the maritime sector.

In this world of increasing globalization we believe in nationwide locations. Especially because of the knowledge of our local markets we are able to give the best service. Knowing the demands and needs of our local customers will also help us to improve our global services. A good example is the roll out of Global Navision, an Enterprise Resource Planning-system. With Global Navision we can link all information of every Alphonatron Marine location so that both our employees and customers have access to the needed information at any time at any place in the world. You can read more about it on page 33.

And of course we can count on our global partners. On page 9 we tell you about our strategic partnership with Transas. This leading maritime software developer will reinforce the technical cooperation and development of innovative solutions. This partnership will make JRC and Alphonatron Marine ready for the near future: a world with (semi) autonomous ships.



Talking about innovation and knowledge, I finally want to mention the importance of young talent. In our opening story on next pages René de Vries, Harbor Master of the port of Rotterdam, endorses the importance of sharing knowledge. 'To be the largest port is one, but to be the smartest is at least as important,' he says. And I agree with that. It is necessary for our company and for the entire sector to get young people interested in marine experience and education (see page 36). We have to invest in young and talented people and offer them opportunities on a national and international level. I see it as our responsibility to share knowledge and passion for the maritime sector. We have to make the next generation enthusiastic! I hope this magazine will contribute thereto. I look forward to your comments and suggestions for the next edition and wish you as much pleasure in reading this magazine as we had in making it.

Arno Metzmakers
General Manager



HARBOR MASTER OF THE

"TO BE THE LARGEST PORT IS ONE, BUT TO BE



The port of Rotterdam is by far the largest port in Europe and is ranked in the top 10 largest ports in the world. René de Vries is the Harbor Master of the port of Rotterdam. He supervises order and safety 24 hours a day. We talked with him about the role of the port authority, safety and efficiency and of course the partnership with Alphon Marine.

In the port of Rotterdam hundreds millions of tons cargo are handled on an annual basis. The port has a draught up to 22.5 meters, 4 oil refineries and all major container companies are located here. There are around 30,000 seagoing vessels and 100,000 inland vessels. With more than 500 deep sea, short sea, feeder and RoRo liner services, the port of Rotterdam is linked to more than 1,000 ports worldwide. "We are running one of the largest and busiest logistics centers in the world. As the largest port in Europe, the port of Rotterdam is the gateway to the European market of 500 million consumers and it is a major hub for global freight flows," explains René de Vries.

Investments in infrastructure

With pride René de Vries tells the Dutch infrastructure is the best in the world: "It is the fourth consecutive time that the World Economic Forum has rated the port of Rotterdam as the best. Last year, Singapore came second and the United Arab Emirates held on to third place." Rotterdam invests heavily in infrastructure. "It is essential for the growth and development of a port," René de Vries continues. "Billions are being spent on such things as expanding the railway network (the port railway/Betuwe Route) and increasing the capacity of the 45 kilometer long motorway corridor between Maasvlakte and the hinterland. But also on fitting out and providing access to Maasvlakte 2, bridges, tunnels, quays, terminals, refining/chemicals, tank storage, biofuels and energy."

Pictures with courtesy of the Port of Rotterdam

PORT OF ROTTERDAM: THE SMARTEST IS AT LEAST AS IMPORTANT."



Safety

The port authority in Rotterdam is unique because it has a dual objective. “On one hand we create and promote economic and social values by working with customers and stakeholders to achieve sustainable growth in the world-class port. On the other hand we have a public objective. We are the district police on the water,” tells the Harbor Master who has been appointed Port Security Officer. “There are 175,000 people working in and for Rotterdam’s port and industrial area and almost a million people live around this port area. Safety is the most important thing! We have extensive safety measures, ensure compliance with the Port Security Act by performing inspections and testing and certifying safety plans of onshore businesses. I have intensive national and international consultation, and work together closely with maritime service providers, inspection services and other authorities,” summarizes René de Vries his safety tasks.

There are 175,000 people working in and for Rotterdam’s port and industrial area and almost a million people live around this port area. Safety is the most important thing!

Partners with benefits like Alpatron Marine

The port of Rotterdam is the first and last port of call in Europe. Therefore all service providers in the port of Rotterdam aim to handle logistics in the most efficient, safest and quickest way. From berthing the largest container vessel to the scanning of trains by customs and the transportation of goods to their final destination by inland vessel or railway; it is about efficiency but also innovation. René de Vries: “In Rotterdam, you will find every-thing a vessel may need. We are glad to have business partners like Alpatron Marine. Companies who create opportunities for others; make renewal possible. To be the largest port of Europe is one, but to be the smartest is at least as important.”

With Rotterdam being the homeport of Alpatron Marine, the first copy of the Alpatron Marine Magazine in March was handed over to René de Vries, (State) Harbor Master of the port of Rotterdam. With the core philosophy of both organizations to ensure safe shipping, it was only a logical decision to present this very first edition in the impressive building of the World Port Center, situated at the Maas in Rotterdam.



NEW GREEN PATROL BOAT

The Harbor Master's Division of the Port of Rotterdam Authority is responsible for the safe, smooth, clean and secure handling of shipping in the port of Rotterdam. "With modern patrol boats and a high-tech traffic control system, the Harbor Master supervises and controls shipping traffic, day and night," René de Vries explains. "The Port of Rotterdam Authority wants to turn the port into a shining example for the worldwide energy transition. That's why the brand new patrol boat will be a hybrid vessel." The new RPA 8 is under construction at the shipyard of the Kooiman Group. At the end of September 2017 the 25 meter long patrol boat will be succeeding the RPA 3 which is near the end of its technical and economic lifespan.

Alphatron Marine will be, in co-operation with Health Safety Environment (HSE), providing the new green patrol boat with

a complete navigation and communication package. "The package includes amongst other equipment a master/slave radar. This means the captain of the patrol boat has complete control over the radar and the Harbor Master can have this radar image presented on his own monitor. Both of these positions will also be provided with a radar overlay system and a stand-alone map system, which will be presented on a 26 inch high brightness monitor. The patrol boat will also be equipped with a complete range of our AlphaLine equipment," tells Peter van Veen, Manager Inland Shipping Alphatron Marine. "Also new equipment is to be installed on the current patrol boats to replace older/outdated equipment. For this retrofit the same equipment as on the new patrol boat will be installed."



Artist impression on the new RPA 8, with courtesy of the Port of Rotterdam

GLOBAL STRATEGIC PARTNERSHIP WITH TRANSAS

The combined synergies of Alpatron Marine and JRC bring quality and innovation. On one hand JRC, who is a world leading marine electronics producer specialized in the design and manufacturer of industry compliant products and on the other hand Alpatron Marine, who is a world renowned supplier of integrated bridge solutions and manufacturer of unique complementary products. The strategic partnership with the leading maritime software developer Transas makes Alpatron Marine and JRC even stronger! The global strategic partnership with Transas announced on 23 February 2017, will reinforce the technical cooperation and development of innovative solutions.

Transas, the innovative, digital solutions company, leads the way in creating an ecosystem of harmonised integrated solutions in safety, navigation and ship operations and unite global maritime stakeholders in the future of e-Navigation. THESIS (Transas Harmonised Eco System of Integrated Solutions) combines solutions for Ship, Fleet Operations, Academy and Ship Traffic Control. Frank Coles, CEO Transas, is glad to work together with JRC and Alpatron Marine. "It's the ideal platform for developing a new way forward in the maritime industry. Together we will be able to answer the evolving needs of our customers on a global scale and deliver advantages of the powerful ecosystem THESIS offers, while driving efficiency and productivity," Frank Coles says.

Our exciting partnership will contribute to a new era of shipping," concludes Jun Nakazawa, General Manager JRC Marine System Business. In a world where (semi) autonomous ships are the near future, this new partnership is very welcome. It combines the most reliable hardware sensors and sophisticated software of Transas with the know-how of Alpatron Marine. Together we can offer a complete concept, including simulator technology, to shipowners worldwide.

This partnership will develop over the coming years. On the next page you can read about the first development with the introduction of new Transas simulators.

New era of shipping

The relationship will offer customers the best of the companies: ship navigation solutions for SOLAS and non-SOLAS markets, charts and data applications, fleet operations, simulation & ship traffic solutions and global support capabilities. And of course the partnership will also launch new products and services. "This global strategic partnership is a logical step.

Frank Coles, **CEO Transas** (left) and
Jun Nakazawa, **General Manager**
JRC Marine System Business (right).





UNIQUE NAVIGATION EXPERIENCE WITH TRANSAS SIMULATOR

Alphatron Marine has fitted the AlphaBridge solutions with the Transas simulator in training centers and showrooms around the world. By adding the Transas simulator to the integrated various AlphaBridge solutions technology, expertise and content are brought together. Transas simulators play an important role in the safety of life at sea: from passenger, fishing and large merchant vessels to commercial fleets, navies and coast guards.

With the Transas simulator Alphatron Marine offers various levels of training, such as equipment familiarization and standard and advanced operation and watch-keeping. The simulation shows how the AlphaBridge will help to make life and work on the bridge easier, more comfortable and reduces the chance of errors. You can now experience the AlphaBridge solutions with the Transas simulator at our Centers of Excellence in Rotterdam, Singapore and Houston.



COVERSTORY OF THE ATLANTIC SHRIKE & ATLANTIC GRIFFON

The cover of our Alphasatron Marine Magazine that was published last March, shows the two deepsea vessels the Atlantic Shrike and the Atlantic Griffon. In this edition we tell the story behind these massive vessels. And of course the involvement of Alphasatron Marine.

The Atlantic Shrike and the Atlantic Griffon of Atlantic Towing in Canada operate in the challenging sub-arctic waters of the Hibernia and Hebron oil fields, off Newfoundland and Labrador. Alphasatron Marine provided the ice-strengthened PSV5000 deepsea vessels with a comprehensive AlphaBridge concept, consisting of consoles with a sophisticated AlphaBridge T-solution (powered by Transas and JRC) with trackpilot, two multicommand chairs, an oil/ice detection radar, PA/PABX, VDR, CCTV system, Infotainment, thermal camera and more.

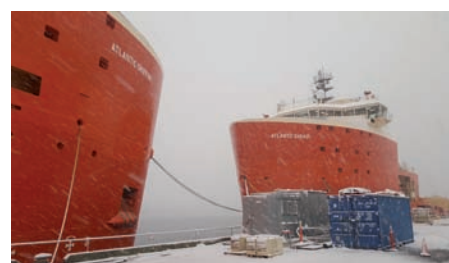
Self-sufficient

Many people mistakenly think that the iconic moment where a bottle of champagne hits the hull of a ship and it is lowered in the water from the drydock, it is ready to roam the seas. For the operational branches of Alphasatron Marine, this is where the work only begins. After the launch a ship is not much more than an empty hull. It requires many different systems, all working together to become a self-sufficient marine vessel.

-25 degrees Celsius

Alphasatron Marine had two weeks to get

the platform supply vessels ready for the planned sea trials in Canada. With temperatures at -25 degrees Celsius, our colleagues now know first-hand what the vessel and crew will endure during her voyages. In this industry, quality is in every detail. Once the commissioning documents have been signed and the vessel will leave for open sea, it is difficult – often even impossible, to get back on board in case something is missing or malfunctioning. Therefore, during the commissioning phase, Alphasatron Marine made sure that every little detail was verified 100%.





JEROEN KORTSMIT: “PROVIDING HIGH QUALITY SERVICE FROM A GLOBAL PERSPECTIVE.”

High quality service from a global perspective is the starting point for a good and long relationship with our customers. Alpatron Marine continuously works to strengthen and improve that relationship. “To extend our service and to keep our customers fully satisfied we started this spring a co-operation with JRC Marinfonet,” tells Jeroen Kortsmi, Global Marketing & Business Development Manager of Alpatron Marine.

JRC Marinfonet was established in 2000 in order to provide maintenance management service for JRC marine electronics installed on board vessels all over the world, and to provide communication service. “JRC Marinfonet has the policy that operations of contracted vessels should be maintained to a maximum extent, like Alpatron Marine does,” says Jeroen Kortsmi. Last month the cooperation with JRC Marinfonet started. “Our mission is to keep customers fully satisfied by providing high quality service from a global perspective. Together with JRC Marinfonet we make maximum efforts to fulfill that mission. We share our knowledge, are one platform, provide consistent level of service and have a central management of contracts.”

One family

In addition to centralizing maintenance contracts, Alpatron Marine works in more areas to improve the relationship with the customer, creating one family. Jeroen Kortsmi: “Service, quality and cooperation is not enough. Of course we need to know the exact needs of our customers and what is top of mind. We have to know which ships are sailing with our equipment and where they are located. Although we are a global player, we want to know them personally. We need to communicate, be an informal platform and organize events to create personal moments with our customers. With the introduction of the Alpatron Marine membership we want to make our customer a part of our Alpatron Marine family. National or international, small or big, new or old companies; they can use our service organization and receive benefits.”



“Although we are a global player, we want to know our customers personally.”

Jeroen Kortsmi



ALPHATRON **ON BOARD** TRIDENT

The Trident is the first of three new Robert Allan designed Rotortugs for Seabulk Towing, and is home-ported in Port Everglades in Fort Lauderdale, Florida. The Trident triangular propulsion system enhances maneuverability of the vessel and with the quick and efficient shifting from fore to aft steering position, the uptime of the vessel is enhanced, as is the safety of the crew and vessel(s) involved. The tugboat, the first Rotortug built and operated in the USA, has an AlphaBridge Tugboat fully equipped with a high quality and ruggedized JRC and Alphasatron Marine navigation and communication package.



From left to right: Bas van Hoor (Kotug), Vittorio Pepe (General Manager Alphasatron Marine USA), Thomas Wilbers (Proposal Engineer Alphasatron Marine), Melvin Lee (Project Engineer Alphasatron Marine), Jacy Webb (AB Deckhand Seabulk Towing), Jason Frongello (Mate/Relief Captain Seabulk Towing and Russ Jones (Director of Technical Services Seabulk Towing) at the launch of the Trident on 9 March 2017.

"This project is a good example of the international co-operation between different Alphasatron Marine offices," says Thomas Wilbers, Proposal Engineer Alphasatron Marine. "Most engineering work has been carried out at the office in Rotterdam, the Netherlands. One of our valuable colleagues from Poland did most of the commissioning work on board the vessel in Mobile, Alabama. Nevertheless Alphasatron Marine USA was the main point of contact, enabling the electrical subcontractor New World Electronics (NWE), the yard and the shipowner to speak to each other in their own time zone, making communication more efficient."

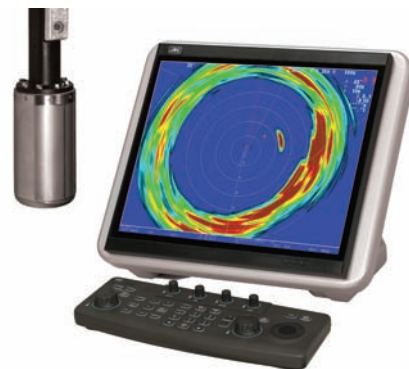
Alphasatron Marine is installing an almost identical package on its sister vessel, the Triton, of which the sea trials are scheduled for May.

VESSEL PARTICULARS

LOA:	30.02 m
Beam mld:	13.25 m
Nav draft:	5.7 m
Average Bollard Pull:	78 tons

TRIALS WITH JFS-280 SONAR IN PERU

An anchovy is a small, common salt-water forage fish. It lives in large schools that can be found in shallow brackish areas along the coast. All over the world people fish for anchovies for consumption and fish oil. The Peruvian anchovy fishery is one of the largest in the world. It is no wonder that Alphasat Marine USA started a trial there for the new JFS-280 sonar, with an omni directional scanner and with an increased detection range. Early indications show that the sonar is performing extremely well in Peruvian waters.



"The JFS-280 sonar has been introduced in 2016 as replacement for the JFS-80," explains Ian Bowles, Sales Manager at Alphasat Marine USA. "Even though the sonar is remarkably compact, it offers a detection range as broad as large sonars. It also has pitching and rolling compensation – the tilt angle of the pulse beam automatically adjusts to the movement of the ship – for an always stable picture. It is the main product for finding schools of fish, in this case anchovies. It has

a fish-school tracking function as well as the function to calculate the volume and density of one." The new model has several significant upgrades. Ian Bowles: "For this new model the transducer size is increased for higher power, namely 4kW in contrast to 3kW for its predecessor. Also the pulse width is increased from 10 to 36 ms."

Trials

The first trial with the new model sonar started in Peru in November 2016 and

preparations for a second trial are being made. "The initial customer response has been positively favorable. We are now looking to expand the program to other areas, such as Brazil, Chile and the Pacific north west. Of course not only in the anchovies industry, as the JFS-280 sonar can be used for all kinds of fisheries," concludes the Sales Manager.

Anchovy fishers off the coast of Chimbote, Peru





A MARKET WITH OPPORTUNITIES

The inland shipping market in the USA is one with possibilities. To make Alphontron Marine USA a more prominent player in this market, the company turned to Jared Phillips, owner of Echo Navigation Inc. for his specific knowledge of the industry, products and technics. We appointed him as exclusive distributor for JRC and Alphontron Marine.

(Picture by Sheila Fitzgerald)

"The inland shipping market in the USA has been mainly dominated by one manufacturer," Jared Phillips starts off. "I've started working in the industry in 2007 and I have been working with JRC and Alphontron Marine products for many years. I have always seen the advantage of trying to bring in a competing manufacturer to (aggressively) pursue the market. It will bring innovation through competition." With Jared Phillip's knowledge of the industry and Alphontron Marine's expertise in custom product design, both parties see this as a beneficial partnership. Jared Phillips: "Over the years I have built up direct relationships with towing operators and captains due to my many years as an on board technician. I can count on quickly receiving honest feedback on trials of new products."

Changes in the market

The industry in the USA has not been very regulated. "There are very few requirements regarding which radars, radios, charting systems etc. you may use," Jared Phillips explains. "This will be changing soon, as the US Coast Guard is releasing what is being referred to as 'Subchapter M regulations'." These regulations will implement new rules on the inspections, standards and safety policies of towing vessels. "I believe that the release of the Subchapter M regulations will create even more opportunities. Many smaller operators will be overwhelmed with designing packages that meet the new requirements. A company, like Alphontron Marine, that can step in with a turn key compliant solution, will be a very appealing player on the market," Jared Phillips concludes.



Jared Phillips

Owner Echo Navigation Inc.

"The Subchapter M regulations by the US Coast Guard will implement new rules on the inspections, standards and safety policies of towing vessels. "

SEA ASIA 2017



This year's edition of Sea Asia Singapore was a great success. Alphasatron Marine and JRC participated at the Sea Asia 2017 for the first time and showed, together with more than 400 other regional and international exhibitors from/in the value chain of the maritime and shipping industry, the latest developments and innovations.

Our booth was located at one of the main entrances, so right on the spot. The setup of the booth, where our visitors had a variety of hardware and solutions to experience, was highly appreciated. Not strange that Seatrade, organizer of the exhibition, awarded us as the most experiential stand at the show.

New developments

One area was reserved for new developments such as the first IMO type approved touch-screen VHF the JHS-800, DP-system AlphaDynaPos, Colorlight searchlights and our new radar JMR-5400. The NeCST development by some young employees from JRC and a captain of NYK for the

market input was very popular. The smart chart table, connected to the ECDIS was new and seen as innovative in all aspects. Our one-man bridge with three 46" screens and tugboat bridge completed the hardware on our booth.

Received order

During the three days of exhibition we were delighted by the news that we, after a period of design and proposal, received the order for Dutch based Rederij Doeksen's new build ferry in Vietnam. The ferry will finally operate in the Waddenzee between the mainland and the northern islands. In the next edition of the Alphontron Marine Magazine we will pay more attention to this sustainable and innovative ship.

AlphaEye live

The AlphaEye is our tool for live audio and video support on board ships at sea. We had a model walking around wearing the AlphaEye and she got the attention from the audience! Many interested people came to our booth to see the result of our live audio and video support tool. Based on these demonstrations we have planned some pilots with ship owners who operate different types of ships.

For more information:

www.alphontronmarine.com/alphaeye



EXPERIENTIAL AWARD



We all know that preparing an exhibition is mostly a heck of a job and very time consuming. What do we show, which partners do we involve, what innovations do we demonstrate and so on. It made us more than proud to be awarded by the organizer of Sea Asia 2017, Seatrade, as the 'most experiential booth' on show. Visitors, thank you for coming along and practice yourself on our intuitive hardware. Because of your interest and our innovative solutions, we won this well-deserved award.




WORLD-LEADING ICEBREAKER FOR AUSTRALIAN GOVERNMENT



Gerard van den Baard
General Sales Manager
Alphontron Marine

The Australian government ordered an icebreaker that will cross thousands of kilometers of the world's stormiest seas and navigate through Antarctica's sea ice barrier. An amazing vessel, that will facilitate Australia's wider exploration of the Southern Ocean and Antarctica. Alphontron Marine is honored to be on board.



“An amazing vessel, that
will facilitate for wider
exploration of the Southern
Ocean and Antarctica.”

Picture with courtesy of Damen

The state-of-the-art icebreaker will be 156 meters in length, with a beam of 25.6 meters. She will be able to break ice up to 1.65 meters at speeds of 3 knots and will supply Australia's permanent research stations in Antarctica and Macquarie Island with cargo, equipment and personnel. Designed with 500 m² on board laboratory and office facilities, the vessel will also serve to conduct research activities. Denmark-based Knud E. Hansen executed the concept and tender designs, whilst engineering and project management is being delivered by Damen Schelde Naval Shipbuilding in Vlissingen, the Netherlands. Bas Meijers, our Key Account Manager for Damen and responsible for the project, composed a state of the art technical solution for this Antarctic Supply Research Vessel (ASRV). An interesting part of our scope is an ultra-long range WiFi system – for a broadband communication system link

between the ASRV and her vessel science tender – and a helicopter landing aid and monitoring system. In addition an internal communication system (including a customized connectivity concept), a weather satellite reception system, a high bandwidth satellite communication solution and complete IP based Infotainment system will form part of our supply. Gerard van den Baard, General Manager of Sales at Alphontron Marine: “A beautiful project and certainly one of our bigger ones. Not only with regards to sheer size, but also the complexity and diversity of our disciplines on board. From the start we felt confident about the success of this project because of the professionalism and pragmatic approach of the Damen Schelde team and we look forward to the future together. The custom built ship is due to arrive at its home port of Hobart in Australia in the middle of 2020.”

FERRIES OF SWINOUJSCIE SAFER WITH ALPHATRON MARINE RADARS AND GPS SATELLITE COMPASSES

Swinoujście has one of the biggest seaports of Poland. The city is situated between the Baltic Sea and the Szczecin Lagoon on the islands of Usedom and Wolin, as well as several smaller islands. Swinoujście relies on several RoRo-ferries to transport people and cars over the river Swina and Piast Canal. Alphatron Marine Poland recently installed marine radars and GPS satellite compass systems on eight of the city's ferries, replacing equipment which had been used for decades, making sailing easier as well as safer.



"Alphatron Marine Poland got the order from shipowner Zegluga Swinoujska as a result of an open tender at the end of last year," tells Arkadiusz Płowczyk, Customer Support Coordinator of Alphatron Marine Poland. "The project not only included the installation of the JMA-5312-6 radars and the JLR-21 GPS compasses, but also included a lot of preparation: from preparing technical documentation for the classification society (Polish Register of Shipping - PRS) to installing new antenna masts on the 'Bielik'-type ferries."

Safer

The new equipment has significantly increased the safety of sailing. Arkadiusz Płowczyk: "It is in bad weather conditions

where the new equipment really comes into its own, when it comes to safety. For instance, thanks to the GPS satellite compass it's possible to visualize the ship's speed while approaching the shore in a fog," Arkadiusz Płowczyk explains.

A happy crew

"The crew members really showed their interest in learning the equipment's functionality and capability during the training sessions we arranged for them," Arkadiusz Płowczyk continues. "It has been highlighted that the same type of the equipment installed everywhere, helps the crew to start their duties easily while they rotate between the vessels. And customization functionality of the displays allows the user to adjust the

colors and brilliance to their personal needs and helps in keeping a high safety level as well."

The whole retrofit was, thanks to the good cooperation with the crew members as well as the management of Zegluga Swinoujska, carried out in time. "It was an interesting project to work on. And of course we are proud when we see one of the ferries sailing by with the JRC and Alphatron Marine logo rotating on the radar," concludes Arkadiusz Płowczyk.

The new equipment has significantly increased the safety of sailing.

Currently Alpatron Marine Poland has two offices with a team of 22 employees and is still developing. Located in Szczecin and Gdynia, the company can provide service quickly and efficiently in all Polish ports along the coast. "We employ an experienced team of specialists closely linked to the maritime market, whose knowledge and professional advice help the customer to choose, install and train to properly use maritime equipment," explains Michał Bytomski, Director of Alpatron Marine Poland. "To be able to provide complex services to our clients, we cooperate with leading manufacturers and distributors around the world. We have a team of experts within our service department handling installations, commissioning and service of marine navigation devices, as well as internal and external communication systems." The highest quality of services has been confirmed by the largest classification societies such as Polish Register of Shipping, DNV-GL, Lloyds Register, Bureau Veritas and ClassNK. Michał Bytomski: "From our Sales department to our Engineering department, we value the expertise of our employees and always look for opportunities to acquire new experience. This way we can keep a high quality of services, give professional advice about optimum solutions and hopefully sustain long-term relations with our customers."



Michał Bytomski

Director Alpatron Marine Poland

ALPHATRON MARINE AT BALTEXPO 2017

BALTEXPO is the biggest and the oldest event in Poland among economic events related to broadly understood maritime economy. It is an excellent opportunity for networking for the shipbuilding industry and its related parties, ports and logistics associated to the use of the maritime and inland waterways transportation and the security of coasts, ports and navigation.

Alpatron Marine Poland will be present at the BALTEXPO in Gdansk. The company will be presenting an unique,



fully integrated AlphaBridge tugboat console. The bridge comprises of two ergonomic and dynamically designed consoles with a central captain's chair mounted on rails. It is distinguished by the best all-round visibility offered from a sitting position, ensuring uncompromised command and control at all times during intensive harbor operations. This innovative tug bridge concept has been fully equipped with a high quality and ruggedized JRC and Alpatron Marine navigation and communication package.

As the exclusive authorized dealer in Poland, we will also be presenting a wide range of WEMPE Marine clocks and ship's time systems. And additionally we will also be showing other navigational equipment of JRC and Alpatron Marine as well as some interesting products and solutions. We therefore invite you to the BALTEXPO 2017, from 11 till 13 September.

Our professional team will be happy to meet you at stand no. 2.01.



Holger Trecksel

Head of Sales

Alpatron Marine Germany

Alpatron Marine Germany, the German subsidiary, was founded in 2008. The main office is located in Pinneberg right on the border of Hamburg, the second largest city of the country situated on the river Elbe. "We also have two service points, one in Rostock and one in Leer, near Emden," explains Holger Trecksel, Head of Sales for Alpatron Marine Germany. "From Pinneberg, where we have 15 people working, we offer service to not only our customers at the entire German coastline, but we also arrange worldwide service." Alpatron Marine Germany offers her clients retrofit as well as new build packages. "Since the start in 2008 we have 121 entries on our new build reference list," tells Holger Trecksel with pride. "We have a big market share in this sector. It is our ambition to keep the German shipyards happy. They can rely on our products, expertise and professionalism, from the first inquiry to the commissioning and how warranty claims are handled."



The Reeperbahn, a sistership of the new build vessel

NAVIGATION AND COMMUNICATION PACKAGE FOR NEW BUILD FERRY

HADAG has been operating a scheduled boat service in and around Hamburg's docks since 1888. Nowadays the company is responsible for all ferry traffic in Hamburg's harbor, the biggest seaport in Germany. 24 passenger vessels transport over 8 million passengers per year in total on seven lines between 21 piers.

Alpatron Marine Germany recently received the order to equip the latest new build vessel of HADAG with a navigation and communication package. The new 30 meters long vessel will have a capacity for 400 passengers. Alpatron Marine Germany equips the vessel with radar, ECDIS and GPS compass. It will also deliver a PA-system, a HD-TVI camera system with 16 cameras and two passenger counting systems to ensure people a safe crossing on the ferry.

ALPHATRON MARINE EQUIPMENT ON BOARD THE GRIEP TO II

The Kiel Canal is a 98-kilometer long freshwater canal in Germany, connecting the North Sea and the Baltic Sea. This busy canal needs structural maintenance, especially the day-to-day lock operation. Bolle Shipyard received an order from WSA Kiel-Holtenau to build a new dredger to replace the 54-year old Griep To, which is responsible for this maintenance work. Alpatron Marine Germany recently delivered and commissioned the equipment on the new Griep To II.

"The Griep To II was the first big order we received from Bolle Shipyard. And it's a very special order," tells Holger Trecksel, Head of Sales. "It is not an average inland vessel. The dredger is equipped with a crane and three different grippers. The vessel will be used for tasks such as installation and removal of drive parts of the sluice

system (like coupling carriers), transportation of materials and equipment, emergency repair work in the lock area and structural dredge work, as well as long distance towing of pontoons and as support for diving." Because of this wide range of tasks, the owner had a specified order for Alpatron Marine. "Alpatron Marine Germany delivered

and commissioned the whole navigation and communication package including for instance Radar, Gyro, Inland ECDIS and some special instrumentation. This equipment will help the Griep To II with her daily work in a safe way," concludes Holger Trecksel.



HAPPY EASTER

Before Easter Alpatron Marine treated her Dutch customers to a little chocolate surprise. The men and women from the Sales department delivered the buckets filled with Easter eggs. The Easter promotion received a lot of pleasantly surprised reactions.



Jan Griep (r) of Centrica receives a happy Easter surprise from Ramon Sikking of Alpatron Marine

SHIPMENTS

Alpatron Marine is a global company. On a daily basis shipments with equipment are sent to companies all over the globe. In Rotterdam alone

968 SHIPMENTS

were sent out internationally over a period of a month.

A HANDBIKE FOR MIKE

During a holiday in Italy last year Mike van 't Hof had an accident with his motorcycle. It caused, amongst other injuries, a broken back, which meant that the 23-year-old would never walk again. But Mike didn't give up. "You have to set goals for yourself and push boundaries", he tells in an interview with a regional newspaper. And he did. When he was introduced to handbiking – where you 'paddle' with your hands – he not only took it up as a recreational sport, but he also entered himself for the 'HandbikeBattle' on next 22 June cycling 20 km uphill with a 850 m height difference. In the article he explains: "It's a (sort of) race in teams, but you do it mostly for yourself. Be the best you can be. But to enter this event, money is needed and we need sponsors."

After reading the article the personnel association of Alpatron Marine decided to organize a benefit dinner to raise money for Mike's challenge. On 1 May the Altijd Wereldrestaurant was filled with colleagues of Alpatron Marine as well as other guests to enjoy the lovely food. With the benefit dinner the personnel association managed to raise 3,000 euros for a handbike for Mike. We wish him good luck at the race!



ALPHAFACTS

ALPHATRON ON THE JOB

Reiji Miwa

GENERAL MANAGER STRATEGIC BUSINESS SOLUTIONS

Reiji Miwa has been working for JRC for 22 years. Starting as a Sales Manager he got involved in special projects concerning global business development, like the co-operation between JRC and Alpatron Marine. Since the start of April, Reiji Miwa can be found at the Alpatron Marine office in Rotterdam where he is responsible for generating new business.

"Sometimes I feel like an ambassador," Reiji Miwa starts explaining his job function. "Although JRC and Alpatron Marine have the same high standards and vision for the business, there is a cultural difference. A difference that can also be found in the way of thinking and operating. It's therefore important to find a good balance, so we can combine the advantages of both sides." The General Manager is also concerned with special co-operations, with Transas for example, as well as the opening of a new office in South Korea.

Living in the Netherlands

Moving to the Netherlands (for three years) is a bit challenging. "Namely driving on the right side of the road," says Reiji Miwa laughing. "My two sons see it all as a big adventure. My wife Keiko and I are loving the country more and more. Holland is a good environment and the people are friendly, especially my colleagues. My wife ran the Rotterdam Marathon in April. Because of work I couldn't be there, but there were many of my Dutch colleagues cheering her on along the way." Outside of work Reiji Miwa loves fishing and he's in search of a dojo where he can practice Kendo. "In Kendo it is about training the mind as well as the body. It strengthens you mentally which helps you to focus. And in today's world that is a welcoming trade," concludes Reiji Miwa.

A new Alpatron Marine office in South Korea

South Korea has always had a very big maritime market. Because of developments in the marine business, South Korea is changing its market in preparation of a new era. JRC and Alpatron Marine are adapting to these changes; strengthening their position by combining their creativity under the slogan 'One-JRC'. They are looking into opening an office in Busan, an important harbor of South Korea, for system integration of Alpatron Marine and JRC products, as well as those of local partners, on new ships. (Commercial as well as government owned vessels.) Alpatron Marine and JRC are working on preparations for the KORMARINE 2017 exhibition in October in Busan, where the latest challenges of Alpatron Marine and JRC will be unveiled.



EXPANSION PLANS FOR AFRICA

The last few years it has become popular to say that 'Africa is rising'. The expected annual economic growth for the continent will be between 5 and 10% on average. This optimism has attracted JRC and Alpatron Marine, even though there are still risks because of falling commodity prices. The company sees Africa as an investment frontier with good long-term opportunities.



The harbor of Lagos, Nigeria

The political stability has improved, there are better economic policies and with a young population there will be a growth in employment of people. The expectation is that billions of Euros will be invested in the coming years and African ports and the merchant fleet (especially for countries in transition like Kenya, Nigeria, Angola and Senegal) will be expended and modernized. By extending the JRC and Alpatron Marine service and dealer network, our local presence will improve the quality of our network. We will reduce the lead-time for specific equipment and spare components, because they don't have to be shipped over from Europe anymore. This will result in better service and cost saving for the shipowner.

CO-OPERATION WITH ELCOME ON TANKER FOR BAHRI

Earlier this year Saudi Arabia's national shipping company Bahri has taken delivery of its new 'Amjad' vessel, a 300,000 dwt VLCC. The vessel has been built to the latest environmental and fuel-efficient technical specifications. Elcome in Dubai, specialized in system design, integration and turnkey project management, worked together with JRC and Alpatron Marine and provided the tanker with JRC Integrated Bridge.

"Our company Elcome has been working with Bahri for a long time," tells Prasanth Gopalakrishnan, Deputy General Manager (DGM) – Commercial Business of Elcome. "Over the years we've done very diverse work which included a few exceptional jobs. The Amjad was one of those jobs."

The order for equipping this impressive vessel was placed two years ago. Spyridon T. Lalaounis, Senior Manager – New Builds, explains: "It was for a full bridge, including ECDIS, conning display, route planning station, radars, differential

GPS, weather fax, Automatic Identification System (AIS), Voyage Data Recorder (VDR), GMDSS and Inmarsat Fleet broadband. JRC and Alpatron Marine equipment was chosen because of its reliability and easy maintenance as well, and it's in harmony with the rest of the Bahri-fleet."

A still evolving co-operation

Since 2015 JRC and Alpatron Marine work together with Elcome, as a distributor for Dubai and several other countries



Elijah Agunbiade
Managing Director/CEO
Multidigital Nigeria Ltd

Next to Nigeria, JRC and Alphon Marine also expanded their network in Morocco by signing an MoU with General Electronic Service. The following regions/countries are on our priority list and will have service and sales locations in due time: Africa North (Morocco, Tunisia and Egypt where we already work with Pan Arab Trading as our partner), Africa East (Kenya and Mozambique), Africa South (South Africa where we work with our partner SMD) and Africa West (Nigeria, Ghana, Angola and Senegal).

Expanding our network

When JRC and Alphon Marine assign a new company, this company will start working on the basis of a one year Memorandum of Understanding (MoU), after which we will evaluate their performance before signing a non-exclusive Distribution Agreement. Despite the economic situation in Nigeria, we decided to sign an MoU with Multidigital Nigeria Limited in Part Harcourt for the Sub-Saharan region and Nigeria. The Managing Director/CEO Elijah Agunbiade is glad with the cooperation: "We are highly delighted to join the JRC and Alphon Marine global network of partners. We will be glad to learn from several decades of experience that the company has and we are also determined to contribute

our quota to the continuous success of JRC and Alphon Marine," he tells. "Though there is no major ship building facility in Nigeria and Sub-Saharan Africa, there is a potential market for marine electronics products. Our region, which includes the Gulf of Guinea, is rich in oil and gas and attracts a lot of maritime activities. There are major ports for commercial shipping and there are broad market potentials, ranging from retrofit and sales of new equipment to annual radio survey and APT for VDR/S-VDR. There is a big opportunity for on board service of navigation and communication equipment and also for sales of spares, because of large in-flow of vessels to the ports in Sub-Saharan Africa," Elijah Agunbiade concludes.

in the Middle East. "This co-operation reinforces our approach to providing world class technology solutions for our clients with all-inclusive onboard support based on a benchmark figure of 96% first-time fix-rate. It has been – and still is – evolving and helped us to reach out to new customers for

both new builds and retrofits," Prasanth Gopalakrishnan describes the relationship between the two companies. Looking back at the co-operation on the Amjad, Prasanth Gopalakrishnan says "It ended in a success story: an excellent co-operation and a satisfied customer."



The Amjad, picture with courtesy of Hyundai Samho Heavy Industries



The port of Algeciras in the south of Spain (Picture by Iakov Filimonov)

ALPHATRON MARINE IBERIA

“MADRID IS THE BASE FOR MANY NATIONAL SHIP OWNERS AND GOVERNMENTAL INSTITUTIONS.”



Alberto Olmos
General Manager
Alphontron Marine Iberia

In the heart of Spain, there where many national ship owners and governmental institutions have their residence, you can find the office of Alphontron Marine Iberia. The location in Madrid is also at equal distance from any point on the shoreline of Spain and an important hub from a logistics point of view. General Manager Alberto Olmos talks proudly about the fairly new establishment.



“We issued our first invoice in May 2016. Madrid is the base for many national ship owners and governmental institutions including Dirección General de Marina Mercante (DGMM) which governs all rules applicable in our business at national level,” starts the General Manager, telling about the Alphontron Marine location in Spain. The new office operates from a 850 square meter premises, provides service, maintenance facilities for bridge equipment and training. The brand new training facility is almost finished and the first training was scheduled in May 2017. Although the location exists for only one year, Alberto Olmos has a long history with JRC and Alphontron Marine. “Our staff has been dealing with JRC products for more than 15 years now and is truly multimarket. We are used to supply equipment and participate in projects on just about any kind of floating object including workboats, fishing boats, leisure yachts and, of course merchant vessels in all its variants: passenger, container and bulk,” he summarizes.

Spanish and Portuguese dealer network

“Our business model is selling primarily through dealers and service partners. Aside from this, we have been in charge of supplying 11 tugboats during 2016 and 2017 including projects for Pemex and Boluda,” says Alberto Olmos. “And,” he continues, “we introduced the Seaman split-beam fish finder which measures the size of the fish caught. The introduction of several S-band radars in local tuna clippers in Canary Islands and the Basque Country is also interesting to mention. Our business is based in daily running sales of different types of equipment to the Spanish and Portuguese dealer network formed by more than 250 companies.”

Algeciras port

A year ago the staff in Madrid started with six people. “But we will be with seven in May this year with the incorporation of senior marine electronics engineer Nick Weaver in the Algeciras port, the most important port of Spain and the fourth in Europe after Rotterdam, Hamburg and Antwerp. Alberto Olmos is happy with the expansion of services in the Algeciras port, because it’s a natural step for a company like Alphontron Marine to have direct representation in such an important port. Another point of focus in the near future is to reinforce the service. “We aim to reinforce the service provided in the area by appointing a selected number of service partners which can reinforce the service of Alphontron Marine and JRC products in our area of influence,” ends Alberto Olmos.

ALPHATRON MARINE IBERIA

Madrid, Spain

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28703 San Sebastian de los Reyes

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25TH NEW BUILT RIVER CRUISE SHIP OF KAMPHUISEN PROJECTS

This spring the very luxurious rivercruise ship AmaKristina of the shipping company AmaWaterways came into service. Kamphuisen Projects from Wageningen was commissioned for the design and supervision of the construction process of this Rhine-Donaucruiser. It was the 25th new built vessel in a row on the account of Director Koert Kamphuisen.

The Dutch Kamphuisen family started in the early 1950's as one of the first to organize and offer river cruises. The first own built river cruise ship was the Regina-Rheni in 1993, followed by seven other ships for own exploitation. In the beginning of the 21st century, the company grew to one of the leading and largest river cruise companies in Europe. "In that time we reviewed our ideas, opportunities and strengths. This led to a complete reorganization of the company," tells Koert Kamphuisen, owner of Kamphuisen Projects. "We sold our exploitation activities and started focusing on advising and accompanying our partners to realize their projects and ideas.

Special job

With the AmaKristina who had her debut in April 2017, Kamphuisen Projects has made 15 ships for AmaWaterways and received an order for five more. "Most special is that AmaWaterways has an absolute blind faith in us," says Koert Kamphuisen. "Our client does not talk about money or limits, not about colors or materials, nor about equipment... We get the free hand and are leading for all choices and assemblies. Of course we love to create and design, but the



fact that our client has 100 percent confidence in our work, makes the job we do very special and inspiring."

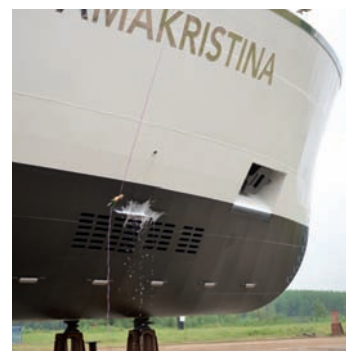
AmaKristina

The AmaKristina is modeled after the line's newest vessels, namely the AmaStella and AmaViola, which are designed to cater to the multigenerational and group markets with connecting cabins. The AmaKristina has exclusive twin

Alphatron Marine dominates the inland Dutch cruise market. Almost hundred percent of the vessels sails with navigation equipment of Alphatron Marine. Three brand new river cruise ships were delivered within one week at the end of April: Joie de Vivre of Uniworld, Asara of Rijfers River Cruises and the AmaKristina of AmaWaterways. The last ship was the 25th built by Kamphuisen Projects, one of our valued customers with whom we have a long and close cooperation.



balconies in most staterooms, multiple onboard dining venues, a heated sun deck swimming pool with a 'swim-up' bar, fitness center and spa, complimentary ship-wide WiFi and in-room internet and entertainment on demand, and a fleet of bicycles carried on board for passengers to enjoy on their own or on guided bike tours. Alphasatron Marine had the privilege to supply the equipment for the navigation and communication.



From left to right: Koert Kamphuisen, owner of Kamphuisen Projects, Captain Jan de Bruijn, Marian Kamphuisen, Interior Designer and Hotel Manager of the AmaKristina Guido Kollmann. (Picture below left.)



SPARTA ROTTERDAM

Also outside the market Alphaswim likes a bit of competition. The company is the proud sponsor of football/soccer team Sparta Rotterdam, which plays in the Dutch Eredivisie, the highest and most important competition in The Netherlands. In the picture are (from left to right) defenders Bart Vriends and Michel Breuer, goalkeeper Roy Kortsmits and forward Thomas Verhaar with our starplayer: the AlphaBridge.

ALPHASWIMTEAM

The AlphaSwimTeam will join the Unltd Swim Overschie which will take place on 25 June 2017. No less than 22 colleagues of Alphaswim Marine in Rotterdam will cover a distance (either 1 km, 2 km or 4 km) in the river Schie.

It is a company wide activity, bringing people of all levels together. It's also an example of a great form of integration,

where health and sports have a huge impact on productivity, solidarity and 'Unltd' fun. But it's also for a good cause: Alphaswim Marine is sponsoring the team per kilometer. Dick Slingerland (President and CEO of Alphaswim Holding) has chosen two charities to donate the results of our swim efforts to, namely the Nierstichting Nederland (Kidney Foundation Netherlands) and Stichting Meedoen in Rotterdam, an

organization which supports children of families who live below the poverty line in Rotterdam to participate in sports and culture locally.

The swimmers have been training once a week in a local swimming pool since early March and as soon as the weather allows, they are going to swim in open water, fully equipped in wetsuits and guided by a professional swim coach.



ALPHASWIM



Richard van der Slot, **IT Manager** Alpatron Marine

GLOBAL NAVISION FOR MORE INFORMATION AT ANY TIME AND ANY PLACE

“IT is not a goal but a means to an end,” is the opinion of IT Manager Richard van der Slot. He is responsible for all IT-business within Alpatron Marine. Global Navision is the name of the Enterprise Resource Planning-system he is going to implement within the company.

“The implementation of Global Navision is a challenge. I’m quite happy with this project because it is important for the whole organization and our customers, and it will make us future ready,” tells Richard van der Slot. “In the current situation we have separated ERP-systems for the different offices of Alpatron Marine. The new system will connect databases from all divisions, from Sales and Financial Control to Warehouse, Service and Warranty. Customers will experience the benefits; it will make us able to work even more proactive and for example approach ships for annual surveys, service controls, preventive maintenance as well as control of recommended spare parts kit on board.”

Part of the transition

This year Richard van der Slot and his team analyze all the processes. “First task is to streamline the working methods of our locations all over the world. It’s an important part of the transition to change from different locations with own ERP-systems to one Alpatron Marine with Global Navision,” explains Richard van der Slot. After this technical fase, further

elaboration follows. Richard van der Slot: “Of course we will test a lot and give workshops for all colleagues who have to work with Global Navision. This will result in a tested system by the end of the year. We will then unroll it globally, starting with the Centers of Excellence in Rotterdam, Singapore and Houston.”

Ready for the future

“With Global Navision we will be ready for the future. Our customers will have more information available wherever they are. This new ERP-system enables us not only to link all data within Alpatron Marine, but also to use the system at any place at any time, because Global Navision works on your laptop, tablet and phone,” says the IT Manager.



PREMIUM SERVICE CONTRACT WITH UNIX LINE PTE LTD FOR 42 VESSELS

Unix Line Pte Ltd in Singapore is one of the top shipmanagement companies in the world. The company is specialized in operating chemical tankers for marine transportation of bulk liquids oils and chemicals worldwide. In May Alpatron Marine signed a premium service contract for their fleet of no less than 42 vessels, supporting all navigation and communication on board.

For many decades, Unix Line Pte Ltd is a loyal customer for JRC equipment. Their chemical tankers are fitted with mainly JRC bridge equipment. Alpatron Marine has many years of experience of installing and supporting these and other high tech navigation and communication equipment on board. "Needless to say, technical operation of chemical tankers requires sophisticated knowledge to manage and operate the fleet in a safe, efficient and economical manner," says Daikichi Kakuta, Division Manager, JRC Asia. With the maritime industry constantly changing, Unix Line Pte Ltd has chosen Alpatron Marine for a risk free and long term

The Brillante on open water. Picture with courtesy of Unix Line Pte Ltd



partnership without having the worry of unforeseen costs, now and in the future. Daikichi Kakuta: The premium service contract enables us to guarantee quick and precise response to unexpected interventions and breakdowns. Among other things, this service contract includes 24/7 pro-active vessel monitoring and helpdesk support, yearly health checks, dedicated service coordination team, annual surveys for GMDSS equipment and VDR and worldwide coverage of service stations.”

For more information about our premium service contract, please contact us via: contracts@alphatronmarine.com

Daikichi Kakuta
Division Manager
JRC Asia



ENVIRONMENT

SCHOOLSHIP FOR YOUNG STUDENTS INTERESTED IN NATURAL SCIENCE AND TECHNOLOGY

The 15 year old Dutch Nienke Feenstra decided to sail the Atlantic with Masterskip Wylde Swan. A trainee ship that takes students on board that have an interest in natural science and technology. Alphasat Marine helped to reach her goal. Because it's important for our company to get young people interested in marine experience and marine education. To invest in specialized personnel for the future.

"In November 2016 we left Schiphol Airport with 30 trainees to the Spanish island Tenerife. Masterskip Wylde Swan was waiting there for us. A beautiful sailing ship, with two masts", tells Nienke Feenstra. After we prepared the ship for the cross over, we left Tenerife to course to Tobago in the Caribbean. In the beginning, it was difficult to live on a small space with thirty trainees, four teachers and the crew. We really had to get to know each other, work together and depend on each other. But we quickly understood the life on board. The most important on board is good planning, discipline and do your tasks."

Picture with courtesy of Karin Brussaard





Nienke Feenstra

Trainee on the Wylde Swan

Pollution on our marine wildlife

One of the topics on board was the 'plastic soup' problem in the oceans. Nienke Feenstra: "During the trip of three weeks sailing on the ocean I learned a lot about the devastating effects of plastic pollution on our marine wildlife and on our own health. That's not a positive story! Plastic in the oceans is a big problem. I will tell everybody not to throw plastic on the street or in the water! But I've learned a lot more onboard of the Wylde Swan. I will never forget this experience; it changed me forever and I will encourage everybody to find your own maritime adventure," ends Nienke Feenstra.

PLASTIC SOUP

Oceans are the lifeblood of our planet. They flow over nearly three-quarters of the earth and hold 97% of the planet's water. They produce more than half of the oxygen in the atmosphere, and absorb the most carbon from it. As a major industry partner Alphatron Marine recognizes the importance of maintaining our environment in the most sustainable and efficient way. Like Nienke Feenstra told in the article on this page: it's incredible that our ocean water has been transformed into a sort of global microplastic soup! Did you know that:

- More than 8 million tons of plastic is dumped into our oceans every year?
- A plastic bag has an average 'working life' of 15 minutes?
- All sorts of organisms living in or off the sea – even the smallest of zooplankton – mistakenly take in plastic debris and microplastic for food?
- Fish in the North Pacific ingest 12,000 to 24,000 tons of plastic each year?
- Plastic production accounts for 8% of the world's oil reserves?
- Plastic pollution is affecting human health?

Let's continually challenge ourselves to help restore and maintain the balance of nature. To stop plastic waste.

TAKING THE BOAT TO WORK

Since December 2012 employees of Alphatron Marine in Rotterdam can use the 'AlphaLiner' to get to work. The AlphaLiner is the nickname for a ferry service by the watertaxi from the south bank of the Nieuwe Maas to the Alphatron Marine office. The free service helps with the shortage of parking space as well as saving travel time.



Alphatron Marine has been in contact with transport companies for years to improve the accessibility of the office in Rotterdam by public transport. "The office is located at the waterside, so something by water was the best solution," tells Malou Kreber, Facilitair Coordinator. "This ferry service means people can park at the Veranda parking garage on the south bank and travel in three minutes to the Alphatron Marine office on the north bank, avoiding the Brienenoord bridge where there often are traffic jams." The service, which runs continuously from 7 to 9 in the morning and from 4 to 6 in the afternoon, is mainly meant for private drivers who live on the south side of the river. "Around 25 percent have registered for the service. Not everybody uses the watertaxi every day. Some people work parttime and others need their car during the day for appointments. We hope to see an increase in the use of the watertaxi. It saves in travel time and gasoline costs, your car stands protected in the garage and gives people the opportunity to socialize. Apparently even relationships have started on board....," concludes Malou Kreber laughing.

Training Marcom-A at Center of Excellence in Rotterdam

Alphatron Marine has been approved since November 2016 by the Dutch Radiotelecommunications Agency to give Dutch officers Marcom-A (Maritime Communication A) courses and issue operator's certificates. Trainer Monique Wouters-Scholten explains who needs this course and what the training is about.

"All deck officers need to know which GMDSS communication equipment is needed and what to do when the ship is in distress or when a crew member needs medical assistance. The training Maritime Communication A (Marcom-A) we provide at Alphatron Marine is for the whole Dutch crew, not only the officers by the way, according to Dutch regulations. After passing the exams in Dutch the General Operators Certificate is issued by Agentschap Telecom of the Netherlands," starts Monique Wouters-Scholten.

One week training course

The Marcom-A course is given in the Center of Excellence in Rotterdam and can be booked for a minimum of four persons. Monique Wouters-Scholten: "The training course of one week is very compact and trainees need some time to process the lesson material before having their exams. For the course we are using the official Marcom-A books, which are actually co-written by one of our trainers. To bring theory into practice we naturally have all real communication equipment in house, which is available

during the training course. We also have a full GMDSS simulator at our disposal, to ensure optimal realism."

The trainees have to pass all four exams to get the General Operators Certificate. If only one of the exams has failed, the trainee has to do all four exams again. On examination day the practical exam is in the morning, and the theoretical exams are in the afternoon. The exams are then sent to Agentschap Telecom who will issue the certificate after some weeks. For more information or booking: training@alphatronmarine.com



Trainer Monique Wouters-Scholten during one of the training sessions



TRAINING

Our goal is to provide our customers with training for all equipment that Alphatron Marine delivers. This may include operational training for your officers or technical training for maintenance personnel. Our mentors are all certified in their field, and are versatile and flexible in providing training on board ship or at our office.

We are pleased to offer the following type of trainings next to the Marcom-A course:

ECDIS

We offer ECDIS training courses that are required for full certification of a watch officer placed on board ship with a fully implemented ECDIS system. We are flexible to provide training at our office in Rotterdam, on board ship worldwide (several groups per day) or another location of choice. If there are large numbers of participants, we can set up a separate schedule, which will be able to take place outside of our regular training schedule.

OPERATIONAL PRODUCT TRAINING

Operational product training courses are provided for the team members of our clients, and are taught by our specially-selected certified mentors. During the training lessons, new bridges with the latest equipment are explained on both operational and functional level of the parts. This can be both on board and at our training department in Rotterdam. We offer a variety of demonstration equipment to explain how it works, and provide our team members with realms of useful information.

TECHNICAL TRAINING - ENGINEER LEVEL

Technical training courses are taught by our certified engineers and mentors, for our area distributors to share insights regarding the latest developments within the industry. Normally, these practical training sessions are given at our training department in Rotterdam.

PRODUCT TRAINING - ENGINEER LEVEL

Our insightful and informative product training courses are taught by our certified engineers and mentors, with classes being offered to our very own service engineers to keep them up-to-date with the latest industry developments.

AGENDA EXHIBITIONS

NOR-SHIPPING

30 May - 2 June 2017

Oslo, Norway

PHIL MARINE

23 - 24 July 2017

Manila, Philippines

MARINTEC SOUTH AMERICA

15 - 17 August 2017

Rio de Janeiro Brazil

BALTEXPO

11 - 13 September 2017

Gdansk, Poland

INMEX-SMM INDIA

3 - 5 October 2017

Mumbai, India

NAVEGISTIC

4 - 6 October 2017

Asuncion, Paraguay

OFFSHORE ENERGY

10 - 11 October 2017

Amsterdam, The Netherlands

KORMARINE

24 - 27 October 2017

Busan, Korea

EUROPORT

7 - 10 November 2017

Rotterdam

The Netherlands



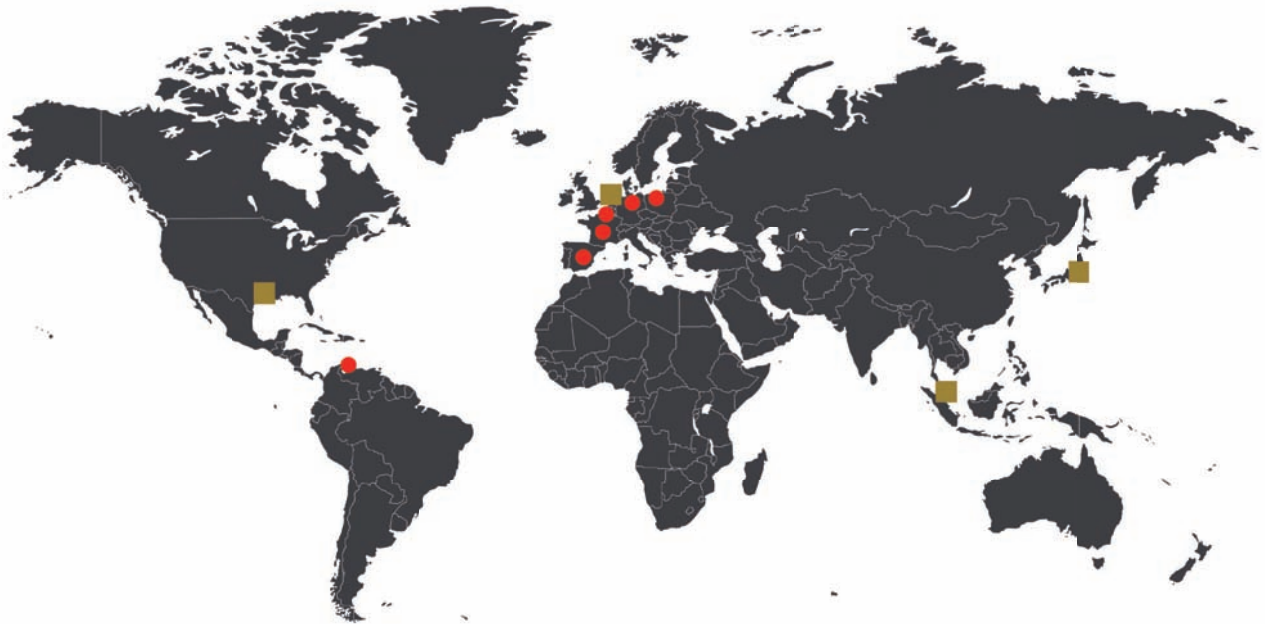
The complete agenda you will find under 'Events' on our website
www.alphatronmarine.com

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Tokyo - Japan
Rotterdam - The Netherlands
Singapore - Singapore
Houston - USA

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