

ALPHATRON

Marine Magazine

Magazine of **JRC** and Alpatron Marine | Year 2 Issue 1 March 2018

ALPHATRON MARINE BELGIUM & FRANCE

"WITH OUR DEALER NETWORK AND NEW
OFFICE WE ARE ABLE TO ADDRESS ANY
NEED QUICKLY AND EFFICIENTLY."

ANTHONY VEDER'S
CORAL ENERGICE

FIRST SHIP WITH FULLY
AUTOMATED AUTOPILOT
SYSTEM SAILS THE EUROPEAN RIVERS

NEW OFFICE IN THE BEATING
ECONOMIC HEART OF MALAYSIA



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.



NEW OFFICE IN THE BEATING ECONOMIC HEART OF MALAYSIA

The coverstory of the
Bibby WaveMaster 1
Anthony Veder's Coral EnergiCE

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CONTENT



COVERPHOTO
The Antigone, an oil tanker built in 2015 that belongs to the fleet of Euronav, is one of the vessels operating under a service & maintenance contract with Alpatron Marine. Euronav is an independent tanker company engaged in ocean transportation and storage of crude oil.
Read more about it in the next edition.

ALPHATRON Inspires

The first 100 days as CEO are in the past. In the months that are behind us, I got to know the company in all its aspects. And that was very inspiring to me! Now I really understand the pay off 'The human touch in technology'. It doesn't matter where I was, at all of the Alpatron Marine locations I've visited worldwide, my experience was that the human factor plays a key role.

The passion Alpatron Marine employees have for their work is reflected in our magazine. With great enthusiasm they tell about their daily work and their relations with customers. Starting with Maurice Rutten, Director Alpatron Marine Systems in Singapore, who tells with pride about our brand new office in Malaysia and the upcoming APM exhibition in Singapore. Sales Manager of Alpatron Marine USA Ian Bowls takes us on an adventurous journey to Dutch Harbor. Alberto Olmos, General Manager Alpatron Marine Iberia, shares the successful trials of JRC's new JFS-280 sonar in Spain. And there are many more involved and inspiring customers and colleagues who have the floor in this first Alpatron Marine Magazine of 2018.



Since 2 January 2018 I have the task to run Alpatron Marine, to 'navigate' the company even better. Inspired and supported in doing so, by all passionate Alpatron Marine people worldwide as you can read in this magazine. I am looking forward to take on the challenges that the rest of the year will bring.

Bart Brom

CEO Alpatron Marine Group



Congested traffic in the narrow passageway in the Straits of Malacca and Singapore, the world's busiest shipping lane. Picture by Shutterstock.

NEW OFFICE IN ECONOMIC HEART



Alphatron Marine Systems has opened a new office in Gelang Patah to facilitate the Malaysian market. “Reason for opening this office is to regain our market share in Malaysia,” explains Maurice Rutten, Director Alphatron Marine Systems in Singapore. “Furthermore we want to improve awareness of Alphatron Marine products to our customers besides the JRC products.”

Malaysia stretches the length of the Strait of Malacca, one of the most economically and politically important shipping lanes in the world. The new business area in Gelang Patah is in the Johor Bahru District and for several reasons a strategically good location. Maurice Rutten: “Johor Bahru is one of the fastest-growing cities in Malaysia after Kuala Lumpur. It’s situated in the beating economic heart; only a 15 minutes’ drive away from the popular container terminal Tanjung Pelepas. This makes our new office the perfect location for fast response for our customers calling at Tanjung Pelepas. Another advantage is that the Malaysian office is close to the Alphatron Marine Center of Excellence in Singapore. It is about 30 minutes by car from Gelang Patah in Malaysia to Tuas in Singapore.” ►

THE BEATING OF MALAYSIA

Potential growth

Gelang Patah is the perfect location for Alphasatron Marine to start in Malaysia. "And, perhaps the foundation for further expansion to Port Klang or Kuala Lumpur," continues Maurice Rutten. "The new office has enough space for potential growth and will facilitate service coordination, service engineers, customer support, console building facilities, warehousing and logistics. Besides that, we will also stock sufficient spare parts and main equipment to be able to respond to last minute enquiries."

Market

Fishing vessels, high seas, tug and workboats, offshore, airtime solutions; the market in which the Malaysia office is going to focus is diverse. The target customers are shipyards, vessel owners and managers. "And the products we will sell are of course Alphasatron Marine and JRC, but we also have McMurdo, Jotron, Colorlight, Luminell for searchlight and flood lights. We want to provide all services possible, listen to the needs of our customers and improve our global services. We have just completed the ISO9001:2015 certification. The class approvals for major class societies will follow later this year. For now we are ready to roll out our new nationwide location in Malaysia," ends Maurice Rutten.

"The new office has enough space for potential growth and will facilitate service coordination, customer support, service engineers, console building facilities, warehousing and logistics."



Maurice Rutten
Director Alphasatron Marine Systems
in Singapore



FACTS & FIGURES MALAYSIA

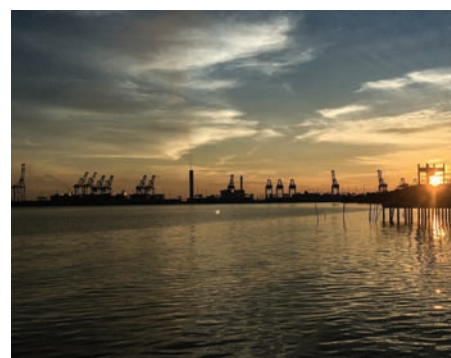
Malaysia has seven international ports, the major one being the Port Klang in Selangor.

OVER 94,000
VESSELS PASS THROUGH
THE STRAIT OF MALACCA
EACH YEAR,
MAKING IT THE BUSIEST
STRAIT IN THE WORLD.

THE CONTAINER PORT OF TANJUNG PELEPAS SET A WORLD RECORD AS THE FASTEST GROWING PORT WITH 1 MILLION TWENTY-FOOT EQUIVALENT UNITS (TEU) OF CONTAINERS HANDLED AFTER 571 DAYS OF OPERATIONS.

Per year more than 100 seagoing ships are built in Malaysia.

The Malaysian government expects shipbuilding to have a total annual turnover of around €1.3 billion by 2020 and employment for 55,000 people.



From left to right: The containerport of Port Klang, a ship being build at Port Klang and the port of Tanjung Pelepas at sunset.
Pictures by Shutterstock.

OFFICIAL OPENING ON THE APM EXHIBITION IN SINGAPORE

APM - Asia Pacific Maritime is the one-stop market for the region's maritime community, showcasing the latest in marine equipment, technologies, and service as well as port technology. The event offers a holistic business experience by combining exhibition, conferences and seminars, and a host of networking sessions that connects quality Asia Pacific buyers to international maritime suppliers.

THE 15TH ASIA PACIFIC MARITIME (APM)

Wednesday 14 March – Friday 16 March 2018

Marina Bay Sands, Singapore

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Alphatron Marine Systems Sdn Bhd is a 100% subsidiary of Alphatron Marine Systems Pte Ltd.



COVERSTORY OF THE BIBBY WAVEMASTER 1

The Bibby WaveMaster 1 featured on the cover of the last edition of the Alphasatron Marine Magazine. The ship – the first in a series of next generation Service Operations Vessels – serves the marine needs of offshore wind farm operators. The custom-designed Bibby WaveMaster 1 enables them to work more efficiently, more safely and in maximum comfort, for periods of up to 30 days at a time.

“This ship is the first purpose built vessel in the industry,” tells Mark Whitehead, Commercial Manager at Bibby Marine Services. “With the Bibby WaveMaster 1 we ensure the safe and efficient transfer of personnel and goods to the offshore wind turbines or offshore substation, based on the principles of a step-less design where possible and permitted.” The vessel is built on a stable DP2

(Dynamic Positioning) platform offering very high operability, even in wave conditions of up to 3.1m in the central North Sea. With technicians on standby in the field 24/7, wind farm operators can act immediately to rectify expensive outages, even in the toughest weather conditions.

Work efficiency

A ‘walk to work’ capability is achieved

by the motion compensated gangway provided by UPTIME, which allows clients to safely access offshore assets. “Work efficiency is one of the key drivers behind the innovative vessel design,” explains the commercial manager. “The space has been carefully planned in terms of storage, workflow and logistics to ensure that the movement of both people and goods is smartly optimized.”



“Work efficiency is one of the key drivers behind the innovative vessel design.”

IT & ENTERTAINMENT SYSTEMS ON BOARD

To provide additional turbine access, the Bibby WaveMaster 1 also has a daughter craft and a helideck. Mark Whitehead: "The AlphaBridge-T, with six workstations, dual X-band radar and one S-band radar in accordance to the DNV NAUT-OSV A classification, is equipped with a helideck monitoring system as well as a non directional beacon to aid helicopter operations and navigation."

Comfort

Whilst both safety and efficiency are integral features, comfort is also paramount. "The Comfort Class 2 standard accommodation comprises 60 individual ensuite berths, all of

which are equipped with TV (including IPTV with Video on Demand) and Wi-Fi (internet via VSAT installation), provided by Alpatron Marine, and are complemented by class-leading leisure facilities," describes Mark Whitehead. "These features and the appearance of the accommodations give the ship a sort of hotel feel. It creates a nice working environment. And we are proud to say that the effort does not go unnoticed as we get a lot of positive feedback from personnel."

The Bibby WaveMaster 1 has been specifically designed to be as 'green' as possible, with minimal emissions and low fuel consumption.

"Basically, when it comes to IT and entertainment packages, the sky is the limit," explains Ralf Hollebrand, Technical Manager IT & AV Solutions at Alpatron Marine. "The location of the hardware is crucial, as well as the length of the cables and, for instance, the location of the Wireless Access Points. But otherwise it is a blank sheet. Per customer/installation we look at the wishes and what suits the situation best, and we work from there." Alpatron Marine always works on keeping the quality of the IT and entertainment system at a high level, even when a ship is at sea. Ralf Hollebrand: "We have an extensive monitoring package, checking the IT/entertainment installations 24/7. Any interferences will be picked up by our support service. In 9 out of 10 cases we can log in remotely to analyze and solve the problem."



Ralf Hollebrand
Technical Manager IT & AV Solutions
Alpatron Marine



Bibby WaveMaster 1 and Mark Whitehead (inset) Picture with courtesy of Bibby Marine Services.

ANTHONY VEDER'S CORAL ENERGICE

Anthony Veder, established in 1937, acquired its first gas tanker in 1969. The Rotterdam based shipping company now operates a fleet of more than 30 gas tankers of which seven gas tankers are fueled by LNG. On 25 January 2018 their latest vessel, the Coral EnergICE - the first ice class 1A super LNG carrier - was named at the port of Turku, Finland. The 18,000 cbm LNG vessel, built by the German Neptun Werft in Rostock, is specially designed and constructed to operate in the Baltic Sea and is equipped with an AlphaBridge.





Picture with courtesy of Anthony Veder.

“Our client, LNG Company Skangas is a leading supplier of LNG in the Nordic markets,” Wouter van der Veen, Nautical Expert Maintenance & Repair at Anthony Veder, starts off. “The company is expanding within a region where there are no gas pipelines. Therefore they needed an LNG tanker which is able to operate in the harsh winter conditions of the Baltic region.” Adrie van den Berk, Project Manager Business & Fleet Development at Anthony Veder adds: “The Coral EnergICE meets all requirements. The vessel’s hull has been reinforced to break through one-meter thick (one year old) ice. And the Coral EnergICE can stay operational even when temperatures reach as low as -25 degrees Celcius.” Extensive research was done to make sure this was the case. The Project Manager continues: “We went further than what is required. We did test to see if the equipment and systems were able to withstand the icy conditions, but also what would happen if one of the systems would stop working and took action where needed.”

Dual fuel engine

Coral EnergICE’s construction was funded with the first sustainable shipping loan, fully certified in accordance with the Clean Shipping Index Guidelines by Bureau Veritas. Compared to other marine fuels, LNG as a marine fuel drastically cuts both sulphur oxide (SOx) and nitrogen oxide (NOx) emissions. It is recognized by the shipping industry as the most viable alternative fuel for the reduction of emissions.

MAIN CHARACTERISTICS

CORAL ENERGICE

Length overall:	164 meters
Beam:	24.50 meters
Draft:	7.60 meters
LNG capacity:	18,000 m³
Service speed:	15.5 knots
Ice Class:	1A super, with cold notation

CORALIUS

Length overall:	99.60 meters
Beam:	17.95 meters
Draft:	5.8 meters
LNG capacity:	5,800 m³
Service speed:	13.5 knots
Ice Class:	1A



“Also the Coral EnergiCE has a ‘dual fuel engine’”, explains Adrie van den Berk. “It can run on gas as well as liquids. That means that it can use the gasses that are released during the boil off – which cause to build up pressure – as fuel rather than turning it back into a liquid state. This saves a lot of energy and money.”

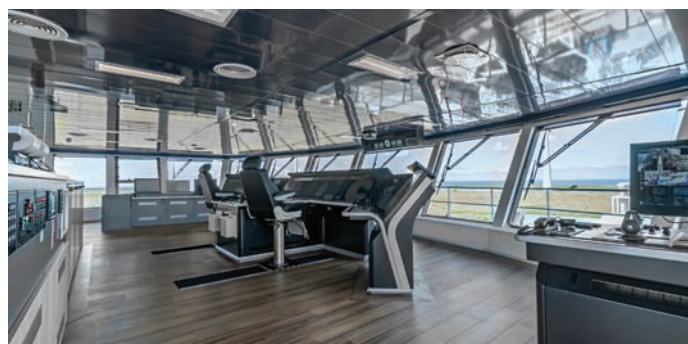
Ergonomics

For the design of the ship Anthony Veder took a new approach. “We included an ergonomist in the design team,” tells Wouter van der Veen enthusiastically. “He looked at the designs from a different perspective. Not just for the accommodations, but for the engine control room and the bridge as well.” The ergonomist’s influence can be seen in small things like a placement of pictures and color palettes,

but it is also reflected in the design of the bridge for instance. Wouter van der Veen continues: “Instead of completely reinventing everything, he looked at what was available and how it could be used optimally. This resulted in bigger windows on the bridge, but also in different placements of controls and the choice for less, but bigger screens (3 x 46 inch MFD’s).



The AlphaBridge on the Coral EnergiCE. Picture with courtesy of Anthony Veder.



Coralius and its AlphaBridge Pictures with courtesy of Bodewes and AVE solutions.

The ergonomist worked together with Alpatron Marine on designing the ultimate AlphaBridge for this vessel. In the end it led to the creation of a work friendly environment on which we get a lot of positive feedback by the crew.”

Coralius

A few months before the Coral EnerglCE, Anthony Veder had another premiere: the first European built LNG bunker and distribution vessel: the Coralius. This vessel was commissioned by the owners Anthony Veder and Sirius Shipping in 2015 and was built by Royal Bodewes. The Coralius will offer LNG bunkering services for Skangas, mainly operating in the North Sea, the Skagerak area and the Baltic Sea. “The 1A Ice Classed Coralius, with an AlphaBridge including Alpatron Marine navigation and communication equipment,

is designed to safely discharge large quantities of LNG to its receiving vessel,” explains Adrie van den Berk. “Both the Coralius and the Coral EnerglCE are build for the future. LNG marine fuel meets all current and planned environmental requirements, it is available, and it will remain economically efficient for the foreseeable future.”

“LNG marine fuel meets all current and planned environmental requirements, it is available, and it will remain economically efficient for the foreseeable future.”



ALPHATRON ON BOARD MV ORTELIUS



Oceanwide Expeditions offers Arctic and Antarctic expedition cruises on their well equipped ships. Guests can experience the beauty of the polar regions up close and personal: from spotting polar bears, seals and penguins to watching Arctic glaciers and Antarctic icebergs. Recently Alpatron Marine installed an extensive new Inmarsat FleetXpress solution on board passenger expedition vessels MV Ortelius and MV Plancius. This allows for unlimited high speed KA-band VSAT internet and FleetBroadband back-up. Daily news- and sport-programs, as well as movies are available via the Video on Demand service FleetMedia.

Mark van der Hulst, COO Oceanwide Expeditions: "FleetXpress is a great step forwards, allowing our guests high speed satellite internet in remote areas and meeting the existing demand for being online wherever you are. This means our guests can share the spectacular images with their friends and family instantly through social media, or stay connected with their business while travelling. It further offers better means of communication for our crew."

In 2019 Oceanwide Expeditions will start operating the brand-new 107 meter expedition vessel MV Hondius, built according to Polar Class 6 and in accordance with the recent IMO Polar Code rules. Alpatron Marine is proud to be on board, equipping MV Hondius with a complete navigation, communication and FleetXpress package.

VESSEL PARTICULARS - MV ORTELIUS

LOA:	90.95 m
Width:	17.2 m
Depth:	5.4 m
Average speed:	10.5 kts
Tonnage:	4,090 ton
Ice classe:	UL1 (Equivalent to 1A)
Crew:	52 people
Passengers:	116 people

www.oceanwide-expeditions.com

DELEGATION JRC AND ALPHATRON MARINE USA VISITS DUTCH HARBOR

When you hear the term 'global fishing', Spain, Norway or Japan spring to mind. But USA should really be at the top of the list too. Ports like Dutch Harbor, Alaska, Gloucester and Massachusetts thrive on the fishing industry and headline Hollywood movies like 'The perfect storm' and television series such as 'Deadliest Catch' and 'Wicked Tuna'. This winter a delegation from JRC and Alpatron Marine USA paid a visit to Dutch Harbor to see for themselves the strategic importance that this port holds. 'An adventurous journey' according to Ian Bowles, Sales Manager for Alpatron Marine USA.





On the map, the tiny island of Unalaska where Dutch Harbor is located, is almost closer to Tokyo than Seattle. “However JRC General Manager Jun Nakazawa and his traveling companions (Ryuichi Tsuhako and Ryuichi Nishimori) had to fly via Los Angeles and Anchorage to be able to meet up with Alphasatron Marine General Sales Manager Vittorio Pepe and myself at the only hotel on the island,” tells Ian Bowles. “Only two flights a day on a 50-seat propeller plane from Anchorage land on the airstrip on the island, which are regularly delayed or canceled! Nonetheless Dutch Harbor is the biggest fishing port in the USA by volume of landed catch, primarily driven by the catch of pollack.”

Numbers

Alaska leads the way in total tonnage of fish landed, but by dollar value however, the eastern states of Maine and Massachusetts lead the way. Ian Bowles: “Shellfish like lobster, crab, shrimp and scallops is the biggest driver. This puts New Bedford, Massachusetts as the leading port in this category with scallops being the most valuable commodity there.”

A big growth in people and containers

To handle the big volumes, the total human population of Dutch Harbor grows from around 800 people in the off season to over 3,000 during the fishing season when the major fish processing companies are in full swing. And also the already extremely large amount of refrigerated containers expands greatly during peak season. “I cannot recall seeing so many refrigerated containers in one place as were piled up in Dutch Harbor during this ‘off season’ visit!” recalls Ian Bowles. Two container terminals, APM and Horizon Lines, provide the outlet here, while Captain’s Bay provides safe anchorage for three large cargo ships to offload from factory trawlers directly.

Maintenance and service

During the off season, when quotas are caught, it’s time for lay-up and maintenance. Seattle is the main location for shipyard work, a seven day voyage in itself for a 10 knot trawler. Most vessels tend to be on a three year cycle for their turn there. Which means back in Dutch Harbor hundreds of vessels have to be accommodated. “It is quite a sight to see the nooks and crannies where they are safely berthed for this period,” says Ian Bowles. “Providing reliable and prompt service in Dutch Harbor is definitely a challenge. One which Alphasatron Marine dealer Fusion Marine handles very well.” From adding to the seasonal population with anywhere from one to seven technicians being based at their Dutch Harbor office to the significant investment in spare parts they carry. “Not to mention being able to have a complete JRC radar ready to go at a moment’s notice!” ends Ian Bowles with a smile.

ALPHATRON MARINE SYSTEMS OFFICE IN VIETNAM

Hai Phong is a coastal city located at the mouth of the Cam River, in Vietnam's north-eastern coastal area. The city, which is located 120 km east of Hanoi, is a major industrial city and an important seaport. Alpatron Marine Systems opened an office in the Hong Bang District in 2015. From there they support projects all over Vietnam.

The spacious and open office in Hai Phong is shared with Alpatron Marine's Dutch business partner Eekels TBI. "We were already working on opening an office in Hai Phong, when Eekels TBI expressed interest as well," explains Maurice Rutten, Director Alpatron Marine Systems in Singapore. "For both companies the main purpose of presence is to support one of our valued customer, Damen Shipyards, who has a shipyard in Hai Phong. We also support the other locations of Damen Shipyards in Vietnam where we have new building orders, like in Danang and Halong Bay."



Picture left: Alpatron Marine office in Hai Phong.
Picture right: Luu Van Linh (left) and Nguyen Van Phong during a sea trial.

Alpatron Marine engineers

"Our engineers in Vietnam, Luu Van Linh and Nguyen Van Phong, have been trained on all Alpatron Marine and

JRC equipment," tells Maurice Rutten.

"They also followed courses from other suppliers overseas, like Jotron in Norway.

Both engineers are familiar faces at the



Picture with courtesy of Doeksen.

LNG powered ferries for shipping company Doeksen

Alpatron Marine Systems secured an order for fully integrated AlphaBridges, navigation & communication packages and internal communication systems for two 70 meter single fuel LNG powered ferries for Dutch owner Doeksen. The vehicle and passenger catamarans are being built at the Strategic Marine (Triyards) in Vung Tao, Vietnam. Maurice Rutten: "Our local engineers will give technical support and do commission work on board." The ferries will operate on the UNESCO World Heritage Listed Wadden Sea between Harlingen on the mainland and the islands of Terschelling and Vlieland. Both vessels are scheduled to arrive in the Netherlands in August 2018 where they will undergo final commissioning and sea trials. Hand over is scheduled in October 2018.

Damen Shipyards in Vietnam, but because of their technical skills they are regularly sent to projects all over the world. For instance Luu Van Ling assisted colleagues from Singapore and Rotterdam at the Albwardy Damen shipyard in Sharjah, United Arab Emirates recently."

"Because of their technical skills, our engineers are regularly sent to projects all over the world."

Maurice Rutten
Director Alpatron Marine Systems
in Singapore

ALPHATRON MARINE SYSTEMS IN CHINA

At the bigger shipyards in Dalian, China, Monica Fu is a familiar face. She is responsible for the Alpatron Marine Systems sales office over there. On a daily basis she visits shipyards like Cosco and Dalian Schipbuilding Industry Offshore, design bureaus and potential new Alpatron Marine customers. Monica Fu also assists the local Chinese JRC network for training and product enquiries.



"I am very proud of my job, promoting the advanced technology of Alpatron Marine in the shipbuilding industry in China," states Monica Fu. "Service and customer satisfaction are key elements for Alpatron Marine. Therefore my work doesn't stop at marketing and sales efforts, I am often acting as a 'bridge' between the shipyards/customers and Alpatron Marine and when needed I help them to solve problems in order to assure a smooth delivery."

New order

Together with the JRC Shanghai office, Alpatron Marine Systems recently

secured an order for two dredging vessels from IHC Tianjin, build at ZPMC for the Shanghai Dredging Cooperation. "The contract is for the delivery of a customized AlphaBridge with a full navigation and communication package," explains the Monica Fu. "The first vessel for IHC, a loyal customer of Alpatron Marine since the early '90's, should come into operation this year."





ALPHATRON MARINE BELGIUM & FRANCE

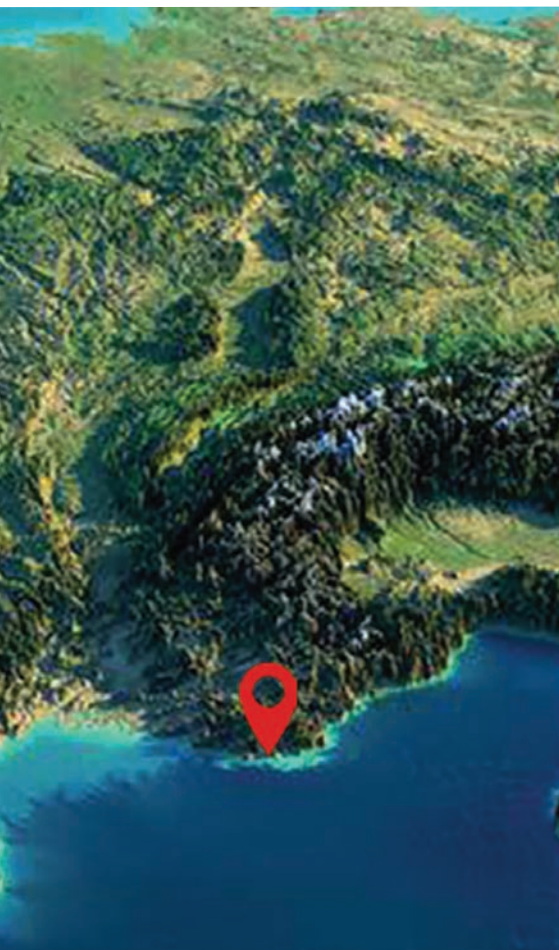
“WITH OUR DEALER NETWORK AND NEW OFFICE WE ARE ABLE TO ADDRESS ANY NEED QUICKLY AND EFFICIENTLY.”

Alphatron Marine Belgium is located a stone's throw away from the port of Antwerp. The office in France is situated in Le Havre and a new one recently opened in Mougins on the Côte d'Azur. In both countries service engineers support customers in the fishing, offshore, maritime, dredging, yachting and government markets. Erik van Boom, Country Manager for Belgium and France, tells about this interesting region in Europe.

Where Belgium was first seen as a focal point, the branch has grown in recent years to a location that commercially contributes to the success of Alphatron Marine. “We saw a lot more ship movements in 2017 compared to 2016. Service as well as Sales have a busy schedule in the fishing, offshore, maritime, dredging, yachting and government markets. We are present in all major ports: Antwerp, Zeebrugge, Ghent and Ostend,” Erik van Boom starts to tell.

Closer to the customers

Although Belgium is bordered by France, they are two different countries in terms of market. Starting with the size. In Belgium it's possible to send a service engineer to a client in the port of Antwerp and on the same day he can assist in Ghent. “That's impossible in France,” explains Erik van Boom. “In France we do things differently. The distances are much bigger and that's why we work with dealers across the



New dealers

Promat Sécurité - Le Havre and St. Nazaire,
E-Nautic - Arcachon and SIECMI - Boulogne.

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Alphatron Marine France

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76700 Gonfreville l'archer - France
T +33 6110 30495

Alphatron Marine Côte d'Azur

51 Allée des bleuets
06250 Mougins – France
T +33 9775 56296

country.” During the Europort exhibition in Rotterdam - The Netherlands last November new dealers signed an agreement for service and distribution of JRC and Alphatron Marine in France. “These companies are close to our customers. By appointing these partners, we are able to address any need that may be required in a specific region and beyond, quickly and efficiently.”

Yachting

In France the dealer network will geographically enhance the quality service offering. In addition, the opening of a second office on the Côte d'Azur is an important step in the service to customers. On 1 February 2018 a contract was signed with Marcel Ebell who is the

Teamleader Service Sales at the office in Mougins. Marcel who was already working as a service engineer in 1991 at Alphatron Marine in the Netherlands, is looking forward to this next step. “For more than 25 years I’ve been doing service on yachts in the south of France. A lot of yachts here are built

in the Netherlands or Germany. Until now for maintenance and refit service engineers had to fly from Rotterdam to the Côte d'Azur. That's now in the past. With our new office in the south our service has come full circle,” tells Marcel Ebell with a smile.



Marcel Ebell (left) with Erik van Boom.

SUCCESSFUL TRIALS OF JRC NEW JFS-280 SONAR IN SPAIN

The JFS-280 sonar provides an excellent and clear image, displaying schools of fish with astonishing discrimination. This winter Alpatron Marine Iberia and Vigosonar, one of the most specialized sonar dealers in Spain, have put the new JFS-280 sonar into test in the Ria de Vigo, Galicia, at the northwest of Spain.

The trial vessel was the LOA purse seiner Colomba Tercero. This ship is specialized in the fishing of anchovy, sardine and mackerel and owned by the Patrón Mayor of Vigo Fishing Brotherhood. "The trials were assisted by JRC Tokyo staff Masahiro Baba and Yoshito Suzuki who played a key role in the final adjustments and also gathered field information for a better understanding of the sonar and its use by the Spanish fishermen," tells Alberto Olmos, General Manager Alpatron Marine Iberia. "The trial has turned into a firm order after successful catches of more than 400 boxes of anchovy in just one night!"

Technical course

Immediately after the trials, a 3-day technical course took place at the training facilities in Madrid. "Our Technical

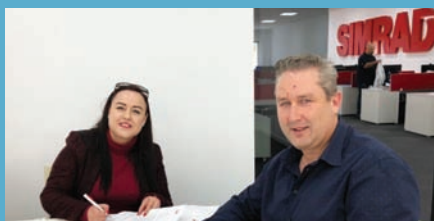
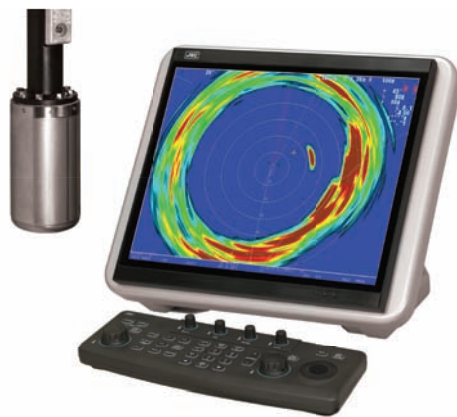
& Service Manager Nacho Ávila presented together with our Japanese colleagues the sonar to specialized Spanish and Portuguese fishing dealers. During the presentation the Spanish staff emphasized the importance of being backed-up by a passionate technical support and by a first class world manufacturer like JRC when dealing with fish catching marine electronics," ends Alberto Olmos.

"The trial has turned into a firm order after successful catches of more than 400 boxes of anchovy in just one night."

Alberto Olmos
General Manager
Alpatron Marine Iberia

JFS-280 SONAR

The JFS-280 also includes a manual and an automatic tilt function (-5° to 60°) to vertically scan for a school of fish. With a single press of the button you can activate automatic tracking of a school of fish. The tilt angle is continuously adjusting to the target as the ships moves forward. Features like these are typically seen on long-range sonars. And with the stabilizing function activated during transmission and reception, it gives the fisherman better on screen results and potentially providing a greater catch, even in rough and stormy seas.



AGREEMENTS WITH ASSISTEMAR AND SIMRAD ESPAÑA

Alpatron Marine Iberia has signed a Memorandum of Understanding with Lisbon based and long time collaborator Assistemar and with Simrad España last December. Together with Aage Hempel Crame based in Algeciras, who signed in November, the three companies complete the former JRC Iberian trio of agents now directly managed from Alpatron Marine's office based in Madrid.

THE BEST INNOVATION 2017 AWARD



Collecte Localisation Satellites (CLS) awarded Alpatron Marine with 'The Best Innovation 2017' award for the black box-project.

CLS focuses on developments that the United Nations has proclaimed for conservation throughout the world for the next 15 years. Monitoring and controlling fishing activities worldwide and limitation of natural degradation, is part of that. The Netherlands is the first to register fishing activities on a professional scale. As an answer to the request of means of registration Alpatron Marine developed the so called black box in collaboration with Marble Automation and CLS. The awarded black box records where a vessel is and whether the fishermen are fishing or not.

The longtime strategy is to fully map the fishing industry, from small boats in Africa to sport fishing boats in Europe. No wonder there was a profound and global interest in Alpatron Marine's black box-project.

INNOVATION IN SAILING SAFETY SUPPORT SYSTEMS



At the end of last year Alpatron Marine Poland was invited to give a presentation at the 'Innovation in sailing safety support systems' conference organized by the Maritime Office in Szczecin. Apart from delegates of all Polish Maritime Offices (Szczecin, Gdynia and Slupsk), there were also representatives of SAR, Inspectorate of Inland Navigation, Polish Border Guard, Swinoujscie Seaports Authority, Marine Academy and West Pomeranian University of Technology present.

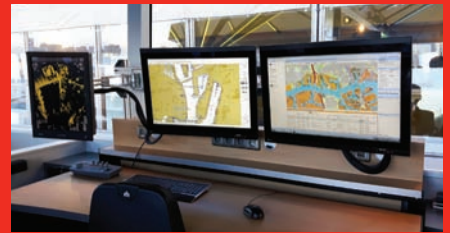
"The presentation was about hard- and software that may improve the safety of sailing along the Polish coast and the Oder river," explains Arkadiusz Płowczyk, Customer Support Coordinator. "We – our director Michał Bytowski and I – showed a wide range of marine products such as navigation, communication, bridge consoles and VTMS systems and explained the advantages and innovations of the AlphaBridge." Another part of the presentation was related to modern radar solutions by JRC. Arkadiusz Płowczyk: "The sophisticated processors, advanced picture processing and magnetronless solid state S-band provide excellent target detection and therefore significantly improve safety at sea."

AlphaEye

Another innovation of Alpatron Marine which was presented was the AlphaEye. "The AlphaEye is a great remote support tool that contributes to safety at sea on a whole new level. We were able to show the AlphaEye's performance and functionality in a demonstration and received a lot of positive feedback. All in all the conference was a good opportunity to show the many possibilities of Alpatron Marine and JRC products and how we always strive to improve safety on board," according to Arkadiusz Płowczyk.

ALPHAFACTS

THE RPA 8 TAKEN INTO SERVICE: UNIQUE GREEN SHIP PATROLS THE PORT OF ROTTERDAM



On Thursday 18 January last, Port of Rotterdam Authority has taken a new hybrid patrol boat into service. The RPA 8, built by the Kooiman Group in Zwijndrecht, can sail on diesel as well as diesel-electric. The ship also causes considerably less wave action and is significantly more efficient than the other ships of the Port Authority, consuming approximately 40% less fuel. The commissioning of the RPA 8 fits in with the Rotterdam Port Authority policy to stimulate sustainable sailing and to act as an example for worldwide energy transition. Alpatron Marine delivered navigation and communication equipment for this green vessel.

"Rotterdam Port Authority has a magnificent vessel with which to carry out enforcement," tells Peter van Veen, Manager Inland Shipping Alpatron Marine. "We are very proud to have contributed." In co-operation with Holland Ship Electric (HSE), Alpatron Marine installed a complete navigation and communication package. Peter van Veen: "Already during the trial runs we received excellent feedback on the equipment, which includes a master/slave radar. It exactly meets the requirements set by the Rotterdam Port Authority, or even better. The captains and crew are very satisfied."

The complete fleet

While the new RPA 8 is patrolling the port of Rotterdam, several of its innovations will be fitted on other vessels from the Rotterdam Port Authority fleet.

"Alpatron Marine has started with the replacement of older/outdated equipment. This includes the instalment of the same radar and radar overlay system," explains Peter van Veen.



"Rotterdam Port Authority has a magnificent vessel with which to carry out enforcement."

Peter van Veen
Manager Inland Shipping
Alpatron Marine

FIRST SHIP WITH FULLY AUTOMATED AUTOPILOT SYSTEM SAILS THE EUROPEAN RIVERS

The AlphaRiverTrackPilot is a fully automated course and track control system for the inland shipping segment. This first fully automated autopilot system, which allows a ship to sail along a predefined line, was introduced during the Europort exhibition in Rotterdam in November of last year. And by Christmas the first river cruise ship, the MS Robert Burns of Scylla, was already sailing the European rivers with the help of the AlphaRiverTrackPilot.



With the AlphaRiverTrackPilot, which is developed together with German company Argonics, it is possible for a ship to automatically sail a planned set of tracks on the chart system, regardless of the weather conditions. "It is 'the new sailing'," explains Peter van Veen, Manager Inland Shipping Alpatron Marine. "A new step towards semi autonomous shipping. The AlphaRiverTrackPilot significantly reduces the operating pressure for the captain and increases onboard safety."

Less fuel consumption

The AlphaRiverTrackPilot allows for easy route setting by the user. "From there it

calculates the optimum route, taking into account the water level and loading conditions," explains Peter van Veen. "Compared to a normal river pilot, the AlphaRiverTrackPilot will also calculate the required rudder output for the steering of the vessel and to compensate for drift. Lowering the fuel consumption." When needed, the captain can derive from the preset line at all times and make small adjustments by joystick.

Suitable

The first installed AlphaRiverTrackPilot on the passenger ship MS Robert Burns is operating very well. "In the meantime

we also received an order from the HTS Group and we will be installing the AlphaRiverTrackPilot on several of their inland container vessels," says Peter van Veen. "The system, which can be easily combined with an existing or new AlphaRiverPilot, can be installed on all kinds of inland vessels. And because it is very easy adjustable to sail along a pattern of lines, it makes the AlphaRiverTrackPilot very suitable for survey vessels as well."

For more information about the AlphaRiverTrackPilot contact:
Sales Inland Shipping
e: inland@alpatronmarine.com
t: +31 10 453 4079





EASYMAX

EGBERT WAGENBORG WINS MARITIME KVNR SHIPPING AWARD 2017

Wagenborg Shipping recently won the prestigious maritime KVNR Shipping Award 2017 for the Egbert Wagenborg. The ship was the first built by the EasyMax (Easy to operate, Maximum performance) concept. The jury expressed great praise for the way the ship has been realized. Its design has been returned to the basics by omitting all non-essential elements. The Egbert Wagenborg has become a light-weight ship with optimal cargo conditions and suitable for different cargoes, with low energy consumption. The ship is packed with advanced technology, including JRC's Remote Maintenance System (RMS) and is also equipped with a complete AlphaBridge with four 46-inch MFD's for ECDIS, radars, CCTV and RMS.

NEW FIRE-FIGHTER COMMUNICATION BEFORE 1 JULY 2018

On board all SOLAS vessels a minimum of two two-way portable radiotelephone sets for communication are required for each fire-fighting party. Vessels constructed on or after 1 July 2014 must already carry these radios. But for ships constructed before 2014, compliance becomes mandatory on 1 July 2018. The two two-way radiotelephone apparatus must either be an explosion proof or intrinsically safe type. Alpatron Marine offers several brands like Hytera, Sailor, McMurdo and Motorola and of course the McMurdo UHF hardware package, only available via Alpatron Marine Netherlands.

**For more information about accessories and enquiries
please contact Sales Manager Spare Parts Raymond Polak
(spares@alpatronmarine.com)**



ALPHAFACTS

ALPHATRON THE JOB

Alex Gimenez

GENERAL MANAGER ALPHATRON MARINE USA



Since 1 January 2018 Alpatron Marine USA has a new General Manager: Alex Gimenez. Alpatron Marine Magazine spoke with him about his new job and the challenges that lie ahead.

"When you start a new job, you start with getting to know the organization," Alex Gimenez starts describing his first weeks at the company. "Alpatron Marine USA's responsibility covers both North and South America as well as a part of the Caribbean. That's a lot of ground to cover all at once. So my introduction came with a well thought out plan, which included the support of Erik van Boom, Location Manager Belgium & France, who knows the market and location very well." In the upcoming period the focus of the new General Manager will be on growing sales of Alpatron Marine and JRC products for offshore as well as inland shipping. Alex Gimenez: "My team and I will concentrate on promoting the name Alpatron Marine together with JRC, which enjoys a greater brand awareness around here. It is important to show (potential) customers what Alpatron Marine and JRC combined have to offer and what the advantages are. A challenge, but I look forward to making 2018 a continued success with a great team by my side."

Maritime man

Outside of work Alex Gimenez considers himself a bit of a maritime man. "I have been on more cruises than I can count," he tells laughing. "And I always find myself checking what kind of equipment there is on the ship." He also has a small boat for the occasional sailing or light fishing trip. "The whole family, my wife Vikki and my daughters Victoria (18) and Adriana (15), comes along. We also go camping together. It is wonderful to be outdoors. That's why I love to make trips on my motorbike as well," concludes the new General Manager.

New Area Sales Managers

Coinciding with the appointment of Alex Gimenez, Alpatron Marine USA also hired two new Area Sales Managers. Both new managers have significant Gulf of Mexico and inland waterways experience. Shaun Smith will be based in Morgan City, LA and Brennan Vice in Houston. Alex Gimenez: "We are excited about these new appointments and they are right in line with our plans for the continued growth of our operation here in North America."



PAUL COBB OF SIRM UK ON PIONEERING JRC RETROFIT PROJECTS: “THINKING OUTSIDE THE BOX TO ENSURE SOLUTIONS.”

New rules regarding the ECDIS presentation libraries came into force in September of last year. This means all vessels carrying ECDIS are required to display the latest chart symbology at the next class survey. Upgrading systems to the latest PL4.0 symbology can be a complex, costly and high risk undertaking. The UK branch of SIRM (Societa Italiana Radio Marittima S.P.A.) leads the way in ‘special support’ retrofit projects for JRC all over the globe.

“The first pioneering MFD ECDIS retrofit on a special support vessel (using MODBUS data link) was at anchor in Singapore, in collaboration with JRC Japan,” tells Paul Cobb, Principal Engineer at SIRM UK. “Delivering international projects of this scale requires detailed planning, collaboration, logistics, risk analysis and mitigation to ensure the vessel is not delayed or detained.” It was a retrofit which had never been done before. Nevertheless the collaboration between SIRM UK and JRC Japan whilst on board resulted in the development of innovative solutions to complex problems, which included a solution for software integration of the ships Integrated Alarm System (IAS) over a Modbus data link. Paul Cobb: “On top of

GREAT FEEDBACK ON JMR-5400 RADAR

The small town of Egersund is not only one of the biggest fishing ports of Norway, it is also a hotspot for world leading maritime electronics companies. From hardware to software and from creators to distributors and engineers, it's like an one stop shop. ProNav AS is one of the prominent maritime electronic companies with a branch in Egersund and has been a JRC distributor for many years. Recently ProNav was responsible for the installation of a JMR-5400 radar on the multifishery fishing vessel the MS Sander Andre, owned by Mirsel AS.



that, the ship was at anchor and you only have the tools you brought with you. This means that as an engineer you have to think outside the box to come up with solutions and ensure this and all future projects run smoothly.”

Staying on budget and schedule

“To ensure our clients expectations are met, we utilize professional project management techniques and deploy highly experienced trained project engineers all over the globe,” concludes Paul Cobb. In the meantime the SIRM UK team has done several other succesful projects, for example the completion of the first ever retrofit without manufacturer support on a ‘special support vessel’ (LNG tanker) in Qatar. The project which involved retrofitting dual ECDIS-, radar- and conning systems, was completed in just 9 days, staying both on budget and schedule.

“Delivering international projects of this scale requires detailed planning, collaboration, logistics, risk analysis and mitigation to ensure the vessel is not delayed or detained.”



Paul Cobb
Principal Engineer
SIRM UK

“The shipowner chose the JMR-5400 radar because of the high JRC quality and the exceptional processing abilities of the radar,” explains Frederik Thanem, Sales Manager Commercial at ProNav. “The processor enables the radar to manage the JRC Constaview function to its best, remarkably improving target detection and drawing performance a like.

The TEF (Target Enhancement Function) is of importance for this radar because it enlarges small targets to be more visible on the radar GUI for easier detection and collision avoidance.”

Video matrix

One of the differences between the Norwegian fleet of fishing vessels and other commercial IMO CAT2 vessels is that many of the Norwegian vessels use multiple large monitors with input from a video matrix. Frederik Thanem: “The JMR-5400 radar can be integrated into this video matrix with all other navigational- and fishing equipment/applications. In this case the output from the video matrix is done on six 32-inch monitors on which you can easily switch between the applications. The fishing industry is always pushing boundaries when it comes to equipment. This makes this market very interesting and fun to work in. Especially when your customer tells you that they are more than happy with the delivered product.”



NEW DEPARTMENT BUSINESS PLANNING & STRATEGY

Since 2014, JRC and Alpatron Marine are working much closer together to serve the maritime industry. The value of a good collaboration has been proved already! "Since 1 February 2018 there is a new department Business Planning & Strategy within the Alpatron Marine Group, to improve the product and business development process between JRC and Alpatron Marine and secure this for the future," tells Jeroen Kortsmiit, General Manager Business Planning & Strategy.



From left to right Reiji Miwa (Business Development Manager), Frank Greve (Product Manager), Luuk Vroombout (President) and Jeroen Kortsmiit (General Manager Business Planning & Strategy). Bas Eerden (Senior Product Manager) and Vera Groeneweg (Marketing Support) are not pictured.



The new department is formed within the Center of Excellence in Rotterdam, The Netherlands. “We have an identical Business Planning & Strategy department at JRC in Tokyo under the passionate leadership of Hideki Hashimoto. We have regular contact with the Japanese department to align the business worldwide. That can be about product development, business development, marketing, exhibitions and last but not least customer relations,” summarizes Jeroen Kortsmiit.

Closer to the customer

“We get our input from all over the world. Every person within Alpatron Marine, distributor or dealer who deals with customers gives input to our team.

We collect and coordinate demands and ideas for new products and/or solutions as well as market approach,” explains Jeroen Kortsmiit. Another important thing is the Business Planning & Strategy team visits a lot of customers. Jeroen Kortsmiit: “Of course we are present at all main exhibitions worldwide and various events, but together with the colleagues from sales, our department will also visit our key customers. More and more we will talk with our relations about what they really need; we want to be (even) closer to the customer. Make an inventory about how we can contribute in the future to support sailing. Which tools does the crew need to facilitate the work on board?”

Better focus

The new department has to make the company even more focused. “With shared information we can feed our product and business development process in order to streamline the mutual development in making the right products, use the right service approach, choose the best partners as well as introduce new concepts in the right way, at the right moment. For the coming years we fully focus on Supported Sailing, our approach to autonomous sailing. With the start of this new team, our counterpart in Tokyo, worldwide Alpatron Marine colleagues and of course you as our customer, we are prepared for a safe, secure and efficient sailing,” ends Jeroen Kortsmiit.

“Every person within Alpatron Marine who deals with customers and of course distributors gives input to our team. We collect and coordinate demands and ideas for new products as well as market approach.”

Jeroen Kortsmiit
General Manager Business Planning & Strategy
Alpatron Marine



Damen Shiprepair Curaçao - Picture with courtesy of Damen Shiprepair.

ALPHATRON MARINE CURAÇAO

SERVES EXISTING AND NEW CUSTOMERS IN THE CARIBBEAN AND CENTRAL AND SOUTH AMERICA



Mark Meerveld
Manager
Alphontron Marine
Caribbean

En route to the Panama Canal, in the middle of the Caribbean, Alphontron Marine opened a new office last summer. Alphontron Marine Curaçao is strategically located in the Schottegat, the remarkable natural harbor that is the largest in the Caribbean. Mark Meerveld, manager of the location in Willemstad, tells about the challenges and the close co-operation with Damen Shiprepair Curaçao.



“Geographically, Curaçao is a good location to serve all our existing and new customers in the Caribbean and Central and South America. In addition, one of our largest customers, Damen Shipyards, has taken over the existing dry dock of Curaçao (former Curaçao Dry Dock Company). This drydock is already one of the biggest in the Caribbean and will be expanding with two extra floating docks from the Netherlands. That generates a lot of work for us as well,” starts Mark Meerveld. “We expect to open our office on the local Damen Shipyard fairly soon to extend our existing work. We now already run many activities on the ships delivered by Damen Shipyard. In particular for the Coast Guards and Navies in the Caribbean like Trinidad and Tobago, Bahamas’s, Jamaica and Honduras.”

Roll out

Mark Meerveld started to work at Alphatron Marine Rotterdam in 2005 after a career with the Royal Dutch Navy and the Dutch Naval Aviation Service. His experience as a service engineer, manager of the department Training and Technical Support and assistance in the start-up of various worldwide locations of Alphatron Marine, brought him to Curaçao. “In august 2017 I moved with my family to Willemstad to start a new branch. In the past months we have been busy rolling out this new Alphatron Marine office.”

Lot of ship movements

There is a big oil refinery on Curaçao, which brings a lot of ship movements. And there are also several cruise ships visiting the island on a daily basis. “It’s an interesting maritime area!” explains Mark Meerveld. He feels already at home in the Caribbean. “The work here is a reflection of the work in Rotterdam. And our largest customers are currently the customers who we already know from Europe. Also the service, survey and installation work is familiar. I’m looking forward to the move of the Alphatron Marine Curaçao office to the Damen Shipyard so that we can improve our service in the Caribbean further,” ends Mark Meerveld.

ALPHATRON MARINE CURAÇAO

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ALPHATRON LOCATION

SIMWAVE

OFFERS SIMULATIONS FOR EVERYTHING THAT SAILS

From an inland shipping vessel to a cruise ship and from a tugboat to an offshore supply vessel. At the Maritime Center of Excellence in Barendrecht – Holland, Simwave can offer simulations for everything that sails. With a wide range of bridge, engine room and cargo simulators they can assist each maritime company in their specific needs.

Simwave was established as an answer to the big demand for maritime simulation. "Simulation in a training center is a safer, cost friendlier and versatile option than on an actual ship," explains Joost van Ree, commercial director and co-founder of Simwave. "Whether it be for company-specific training, assessment or to carry out applied research. But for a maritime company investing in the equipment isn't always the best option. Most of the time it will just be standing there, gathering dust. Not to mention the risk of the equipment running out-of-date."

Ship as a system

Joost van Ree: "In our 5,000 square

meter center we have 59 simulators for basically everything that sails. We have simulators for the bridge and the engine room, and also cargo simulators. They can all be connected. 'A ship as a system' is how we call it. You can have a team on the bridge and one in the engine room all working together under the same circumstances in the same simulation. It is as real as it can get."

Private label

A simulation for every ship can be run. "We call it the 'Private label'," tells Joost van Ree. "We can enter the specifics of each and every ship into our system. You can visit every port on earth during any kind of weather or circumstances with any ship.



Whatever the customer requires. And because all simulators are linked, it is even possible to run a simulation with several vessels from the same fleet at once."

No ship is the same

"Of course the equipment on our simulators is not exactly the same as on a customer's ship," says Joost van Ree. "No ship is the same. We do however have the most common equipment in

Simwave acts as a highly specialized and multi-disciplinary knowledge center for the maritime industry which uses state-of-the-art simulators, works with the best professionals and all our services meet the highest standards. Services and methods are continuously renewed and our different partnerships together with their in-house-team of mathematical modelers, visual database developers and didactical specialists bring education, assessment and applied research to the next level.



our simulators, like the Alpatron Marine radar in our inland shipping simulator. And we can set the simulators to the specifics of any ship. ”

Forefront

Simwave is future ready. “We have an excellent partnership with KONGSBERG and are constantly receiving new equipment. We continuously strive to stay at the forefront of developments. We listen to our customers and keep developing,” ends a proud Joost van Ree.

Above: Inland bridge simulator with Alpatron Marine radar. Right: Founders Marcel Kind (left) and Joost van Ree. And Simwave's 360 degrees full mission bridge simulator. Pictures with courtesy of Simwave.



ENVIRONMENT

A FUTURE WITH ZERO-EMISSIONS



Although shipping is the cleanest mode of transport when it comes to CO₂ emissions, the pollution derived from maritime shipping activities still has significant implications for air and water quality and the marine biodiversity. Therefore the EU maritime industry has to work towards the long-term objective of zero-emission maritime transport in line with European environmental and transport policy. The EU MRV Regulation is an important tool in this development. Almost three years ago, on 1 July 2015, the EU MRV (Monitoring, Reporting, Verification) regulation entered into force. It requires ship owners and operators to annually monitor, report and verify CO₂ emissions for vessels larger than 5,000 gross tonnage calling at any EU and EFTA (Norway and Iceland) port. Data collection takes place on a per voyage basis and started 1 January 2018.

The innovators of Alpatron Marine always try to make the shipping industry greener. Preparing for a zero-emission future they will integrate systems in the AlphaBridge that give advice on how to save fuel. With the most ideal time of arrival at the port set, the systems will tell the user what the best route is and at what speed to sail. Taking the wind, swell and stream into account the systems will be able to tell if the ship needs to sail faster or slower, on full capacity or only on one motor. And if needed, can even change the route halfway through. Intelligent systems that continuously send information and inform the captain about how to sail in the most cost- and fuel-saving way. These new systems from different suppliers will be integrated in the AlphaBridge shortly and contribute to a next step towards a greener future.



FACTS & FIGURES CO₂ EMISSIONS

Operational methods of reducing carbon emissions include employing advanced information technology to manage vessel weight, reducing speed, and improved weather routing to maximize fuel efficiency.

SHIPS GENERATE EMISSIONS OF SULFUR OXIDES (SOX), OXIDES OF NITROGEN (NOX), PARTICULATE MATTER (PM) AND CARBON DIOXIDE (CO₂) AS A RESULT OF THE FUEL USED TO POWER THEM.

MARITIME TRAFFIC ACCOUNTS FOR APPROXIMATELY 2.1% OF THE WORLD'S CO₂ EMISSIONS.

To carry 1 ton of cargo for 1 kilometer takes 10 grammes of CO₂ via ship, while it takes 470 grammes of CO₂ via airplane.

Meet us at Asia Pacific Maritime

ASIA'S LARGEST MARITIME AND OFFSHORE EXHIBITION



Asia Pacific Maritime (APM) at the Marine Bay Sands in Singapore is the premier exhibition in Southeast Asia. Every year 15,000 owners, builders, procurers, end-users of products/service from Asia and as well as 1,500+ international suppliers in the shipbuilding & marine, workboat and offshore industry come together to buy, sell and network. From 14 - 16 March 2018 Alphasatron Marine and JRC are pleased to welcome you at APM where they will be showing the world's most technologically advanced marine electronics and total solution concepts available today.

Remote assistance is an important concept to the maritime industry. The implementation of 'Supported sailing' will play a central role at the APM exhibition. Alphasatron Marine's new support center fully supports ship's from the shore, such as remote diagnostics, route and weather planning. This will be showcased on the video wall at stand number E-N26.

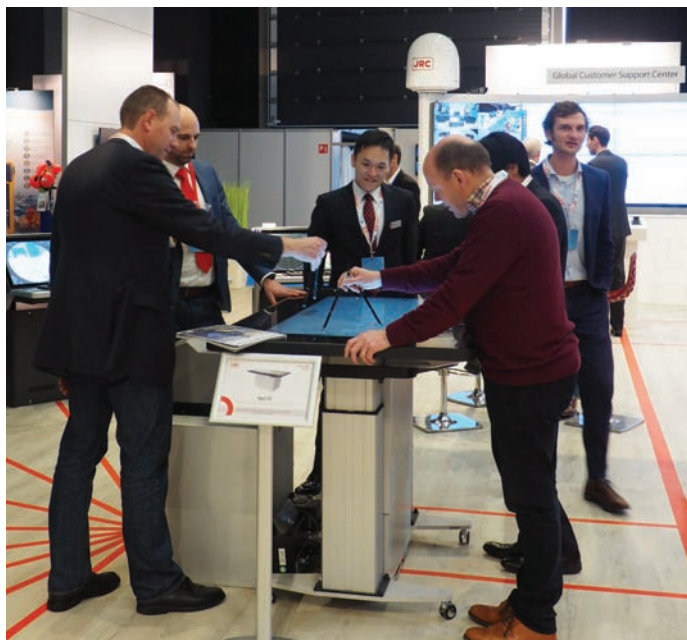
NeCST

Alphatron Marine will also be showcasing the future generation NeCST route planning station, which was previously introduced at Europort 2017 in Rotterdam. This interactive chart system allows you to easily plan routes on a 46-inch touchscreen which is connected with the ECDIS to transfer your route onboard.

Not to miss

Another product not to miss is the next generation JMR-5400 radar with 19-inch or 26-inch screens featuring a new keyboard design and a vibrant and trusted user interface that takes full advantage of its processing technology. It received great feedback from fishing company Mirsel AS in Norway (page 28). And the new adaptive AlphaPilot which features a 5-inch touch display with the hardware and software based on our uniform product philosophy, creating a consistent bridge and operational approach. The new JFS-280 sonar, which just concluded successful trials in Spain (page 22), the AlphaScan 3900 and CCTV will also be showcased.

Alphatron Marine Sales Managers demonstrate NeCST at Europort 2017 in Rotterdam.



Remote assistance is an important concept to the maritime industry. The implementation of 'Supported sailing' will play a central role at the APM exhibition.

AGENDA EXHIBITIONS

ASIA PACIFIC MARITIME (APM)

14 - 16 March 2018

Marina Bay Sands, Singapore

Stand number: E-N26

SEA JAPAN

11 - 13 April 2018

Tokyo, Japan

Stand number: JPN-151

NAVALIA

22 - 24 May 2018

Vigo, Spain

Stand number: E-11

POSIDONIA

4 - 8 June 2018

Athens, Greece

Stand number: 1.205

INTERNATIONAL TUG & SALVAGE (ITS)

25 - 29 June 2018

Marseille, France

Stand number: 126

SMM

4 - 7 September 2018

Hamburg, Germany

Stand number: 300 (hall B6)

OFFSHORE ENERGY

23 - 24 October 2018

Amsterdam, Netherlands

EURONAVAL

23 - 26 October 2018

Paris, France

Stand number: D52

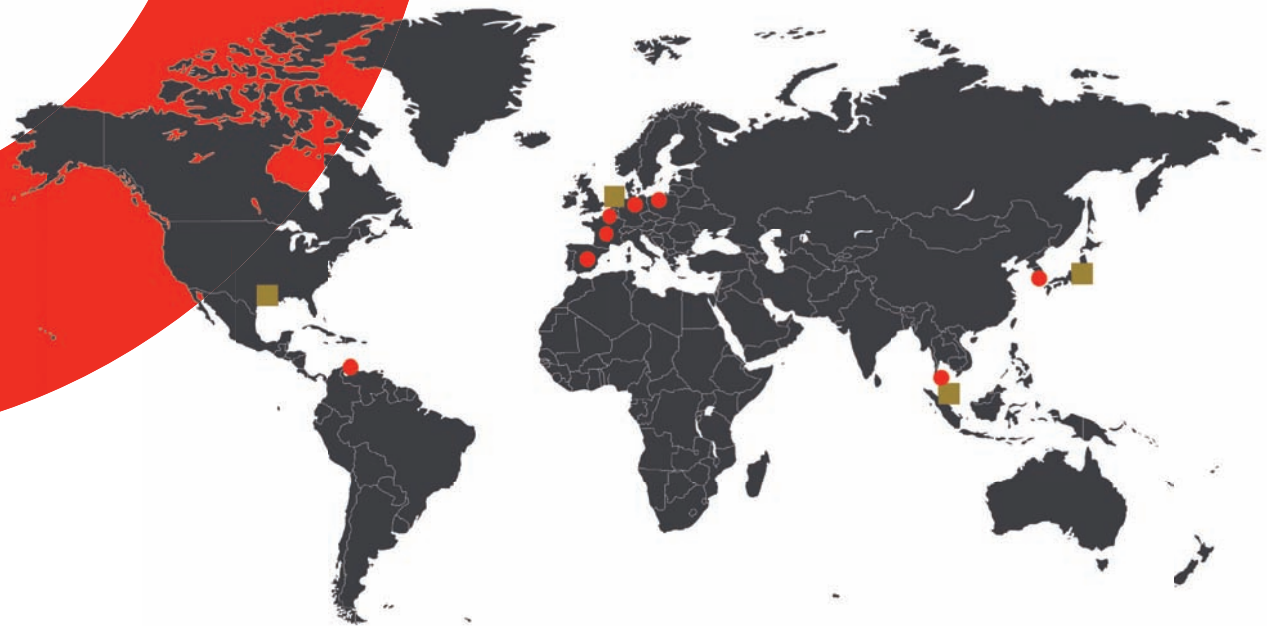
Look at www.alphatronmarine.com under 'Events' for the complete agenda.



OUR LOCATIONS

- Belgium
- Curaçao
- France
- Germany
- Japan
- Korea
- Malaysia
- ● The Netherlands
- Poland
- ● Singapore
- Spain
- ● USA

-
- Centers of Excellence
 - Alphatron Marine locations



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