

ALPHATRON Marine Magazine

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

THE GULLIVER: LIFTING AT A HIGHER LEVEL

THE OCEAN CLEANUP STARTS
TO CLEAN UP THE LARGEST
ACCUMULATION ZONE FOR
OCEANS PLASTICS ON EARTH

NAVARINO AND JRC:
'USER-LED INNOVATION
IS IN BOTH OUR DNA'

EURONAV SIGNS SERVICE CONTRACT
WITH ALPHATRON MARINE

COLOPHON

ALPHATRON MARINE MAGAZINE

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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.



ALPHATRON
Marine



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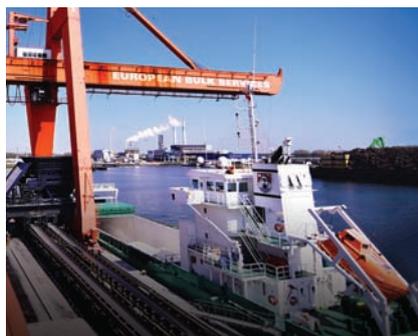
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COVERPHOTO

Pictured is the installation on board the Arklow Beacon of a maritime KA-band VSAT antenna system, with a 60 cm dish.

Read more about it in the next edition.

ALPHATRON

Synchronizing the clocks

Everyone knows the automatism of a Swiss clock and its precision. It is the right movement that sets all the wheels in motion and keeps it continuously going. This is exemplary for the cooperation between the maritime companies Japan Radio Company and Alphatron Marine.

In former days Alphatron Marine was distributor of JRC. It was a joint product – a river radar – and an initial order placed by Alphatron Marine of no less than 500 pieces, that started the interchange of product ideas. That was that right movement that turned the first wheel.

In recent years a growing number of Japanese products were incorporated into the AlphaLine concept. Because of this kind of cooperation Alphatron Marine became the best distributor for JRC, the JRC-brand was growing throughout Europe. The best navigation and communication equipment of JRC in combination with the complementary equipment made by Alphatron, eventually resulted in a total system integration. Making the collaboration an even greater success. It even went so well that JRC purchased 51% of the shares in Alphatron Marine in 2014 and a 100% in 2016. And today the value of our joined forces are still being proven as sales have doubled!

Even though relations between Japan and the Netherlands date back to 1609 when the first formal trade liaisons were established, there will always be culture differences to overcome. But we continuously keep working, adapting and improving to ensure JRC and Alphatron Marine's performances are optimal for our valued customer as well as our employees.

There are a lot of examples of our intensive cooperation in this magazine. For instance the combination of characteristics of JRC and Alphatron Marine on the very competitive Greek market; important Greek customers tell about the benefits they receive from our collaboration. And we will be at the upcoming Posidonia-exhibition in Greece, which shows you –just like APM in Singapore earlier this year –how we present ourselves together worldwide.

The iron strong products of JRC, the complementary products of Alphatron Marine and the combined worldwide vision on market and sales makes us an interesting company for our customers. It is and will always be our challenge to not only keep the clock ticking, but also keep it synchronized to serve our worldwide customers the best.

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





THE GULLIVER: LIFTING AT A HIGHER LEVEL

You can spot them from far away towering over everything: the two bright red cranes. They belong to the Gulliver, the newest asset of the international offshore heavy lift contractor Scaldis. We talked to Anne Hazelzet, Technical Superintendent of the Gulliver about the new vessel and its possibilities.

The operational field of the Gulliver is very broad. “The vessel’s dimensions and shallow draft allow it to carry out civil operations under sheltered conditions in ports or rivers,” explains Anne Hazelzet. “But the Gulliver can also be used for a diversity of offshore projects; from

removal, transport and disposal of abandoned installations, to transportation and installation of gravity based structures, jackets, topsides and civil marine structures. This means each project is different and comes with its own challenges.”



Picture by Wim Kosten, with courtesy of Scaldis.

CHARACTERISTICS

MAIN DIMENSIONS

Length overall:	108 m
Breadth molded:	49 m
Depth molded:	8 m
Min. Operating draft:	4.9 m
Displacement in operation:	22,400 t

LIFTING CAPACITY

Tandem lift:	Max. 4,000 t
Single crane	
Main hoist:	2 x 1,000 t
Auxiliary hoist:	2 x 15 t
Max. lift height (above deck):	78.5 m
Distance between crane booms	34.30 m
Skidding System	

Skidding system

Heavy lifting projects require a lot of precision. Anne Hazelzet: "That means that before a project can start a lot of engineering, planning and preparations must be done. Calculations have to be made and more than often lifting tools need to be developed. Then we need to prepare the vessel. On our other heavy lift vessel, the Rambiz, the cranes are fixed to the deck. However the ones on the Gulliver have a skidding system. This means we have a flexible and possible larger deck space. By moving the cranes we can organize the deck to the most

optimal working conditions and use it to transport of structures."

Dynamic positioning system

Another difference with the Rambiz, is that the Gulliver is a self-propelled heavy lift crane vessel with its own propulsion system by means of four azimuth thrusters. "These thrusters are also part of the dynamic positioning system. Thanks to this DP2 system offshore projects and offshore installation works can be executed by active thrust. Or by means of anchoring in conjunction with our DP-winch system. ►

"With 4,000 ton tandem lift capacity we can serve a big market and operate competitive."

Anne Hazelzet
Technical Superintendent
of the Gulliver
Scaldis



Anne Hazelzet, Technical Superintendent of the Gulliver.

This is repositioning the vessel through pulling and releasing the anchor wires towards a determined position,” illustrates the Technical Superintendent.

Bigger isn't always better

The Gulliver reflects the position of Scaldis in the market very well. “Like the Gulliver isn't the biggest heavy lift vessel out there, we are a relatively small company within our market. But bigger isn't always better!,” says Anne Hazelzet laughing. “When size increases, operational costs increase too. With 4,000 ton tandem lift capacity of the dual non revolving crane system we can serve a big market and operate competitively with a higher workability. As for our company being a smaller organization also has its advantages, like having short communication lines. We are also flexible and more than capable to play with the big boys. With the possibilities of the new vessel and the professional, experienced and flexible team we have on board and at the office, we are ready for all the adventures Gulliver is going to take us on!”

SCALDIS AND ALPHATRON MARINE

Scaldis has an established reputation as a solid, reliable and customer-focused international offshore contractor for transportation, installation with a core business and expertise in marine heavy lifting operations. The company is active in five markets: Civil Construction Works, Oil and Gas Projects, Renewables and Environmental Works, Decommissioning and Deconstruction Works, and Salvage Works. Scaldis' newest heavy lift vessel, the Gulliver came into service at the end of April 2018. Alpatron Marine delivered a broad spectrum of connectivity equipment for this vessel, which included an entertainment system, dual VSAT system using fiber optic cabling and an internal communication system. The company also delivered a complete navigation and communication package, including a Panasonic IP CCTV system and a Sailor 6000-series GMDSS for sea area A3.

REFRESHED WEBSITE MORE LANGUAGES AVAILABLE

The website of Alpatron Marine has been refreshed. It now gives quick and easy access to essential information and a more comprehensive understanding of our products and services in English, Dutch, French, Spanish, German, as well as Chinese and Korean.

WWW.ALPHATRONMARINE.COM



EASTER TRADITION

It is becoming an Easter tradition for Alpatron Marine's Dutch customers: a special delivery of Easter eggs. Before Easter the men and women showed up at offices around the country with a little chocolate treat.



Picture left: Maerten van Uggelen (Alpatron Marine - left) at the control room at the Cooperatieve Vereniging Vletterlieden in IJmuiden. Picture right: Chiel van der Meide (Alpatron Marine - right) with director of Vekon Technische Assemblage Judith Vermeulen.

TEAM OF ALPHATRON MARINE IBERIA INSPIRES NATIONAL TEAM OF SPAIN

A team of Alpatron Marine Iberia was present during the soccer match of Spain vs Argentina in the brand new Wanda Metropolitano Stadium in Madrid. Not only were they cheering for their national team in the nation's colors, they also brought a little of their 'own team'-spirit. With the Alpatron Marine/JRC flag they cheered on the Spanish players. It must have helped a little as Spain won from Argentina with 6 - 1.



ALPHAFACTS

The Infield Support Vessel RT Raven is a customized 46 meter-long bollard pull Rotortug for offshore support, built and delivered by Albwardy Damen Sharjah. "It is the largest Rotortug in the world and the largest tug ever built in the UAE," tells Willem Moelker, Sales and Marketing Director of Albwardy Damen. "The RT Raven is specifically designed and outfitted for operations in the Timor Sea, 500 km north-west of Darwin and 250 km south of East Timor. The ship meets the field's unique marine service requirements which include tanker berthing and operations support. Even though Damen is well known to build series of vessels, we at Albwardy Damen take pride in building one-off vessels like these." The RT Raven is also the first Rotortug to have a class 2 Dynamic Positioning system installed. Alphasatron Marine delivered and installed a system of Finnish manufacturer NAVIS, as well as a complete set of AlphaBridge consoles, JRC MFD radars, Cobham GMDSS A3 and Transas Dual ECDIS Platinum. "Alphasatron Marine is one of our key partners; we have a long and successful relationship. The Alphasatron Marine team that attended the commissioning understood the challenges that come with such a complex vessel as the RT Raven and worked proactively together with Albwardy Damen's new building department which resulted in our highest quality new building to date," says Willem Moelker.

From the beginning of May the RT Raven, managed by KT-Maritime Services Australia (a joint venture by KOTUG and Teekay Shipping Australia) is being deployed by ConocoPhillips.

VESSEL PARTICULARS - RT RAVEN

Length:	46 m
Beam:	16 m
Depth (Least Molded):	6.8 m
Draft Max:	7 m
GT:	1,246
Aft cargo area:	190 m ²
Total Deadweight Capacity:	890 tonnes
BollardPull:	100 tonnes





ALPHATRON BOARD RT RAVEN

Picture with courtesy of AlbWardy Damen.

SUPPORTED SAILING

Spring 2018 is here. Like the nature around us, shipping and shipbuilding seems to awaken very slowly from hibernation. Spring 2018 also means preparing us for Posidonia together with our partners. For Alpatron Marine and JRC Posidonia is not just a trade show, it feels a bit like coming home. There is a long relation with Greek ship owners and the shipping industry with whom we like to maintain the excellent relations built over so many years.

Alpatron Marine and JRC wants to be on the forefront of providing solutions; whether this is a quality product for an economic price or a more comprehensive package tailored to the needs of the ship owner. This does not make a real difference to us. Our aim is to exceed customer expectations all the time, every time.

We truly believe in investing in solutions that will make the job for our customers at sea as easy, safe and durable as possible. We call this 'Supported Sailing'. The onboard user of the products or services provided is unfortunately not always the decision maker in investments nor product design. At Posidonia we will show the JRC product NeCST; an intuitive voyage planning system, which is developed with and for the end user on board; the navigation officer and captain. Greek ship owners have proven to invest in safety and quality equipment aboard their vessels. This is why our brand is so successful in Greece so we are proud to present it there, where the heart of shipping beats!

There is a lot going on in the press about autonomous sailing and everything needed to make it possible in the 'near' future. We believe in 'Supported Sailing' and are working with our partners on the connectivity between ship and shore that goes a step further than the exchange of information. Digitalization and big data has become part of our lives and shipping will follow in its own slow pace.

When we will no longer hear the words we all love and cherish 'steady as she goes' Alpatron Marine and JRC will be ready for the NeCST step!

COLUMNA



Arno Metzmakers
General Manager
Alpatron Marine

EURONAV SIGNS SERVICE CONTRACT WITH ALPHATRON MARINE



The independent tanker company Euronav has a fleet of 53 vessels navigating the globe. Where they go depends on the cargo. This means a ship can be anywhere in the world when a mandatory annual survey comes up. Getting these inspections planned in and carried out is a time-consuming and costly task for ship management. Recently Euronav signed a service contract for 26 of their ocean-going oil tankers with Alpatron Marine, offering them global coverage for one set rate. A few months in, we talk to Zois Dagkaris, Procurement & Logistics Manager at Euronav Ship Management Hellas about the benefits. ►

The VLCC tanker Antigone of Euronav, which featured on the cover of the previous edition of the Alpatron Marine Magazine. Picture with courtesy of Euronav.

“EuroNav is specialized in the safe, reliable and efficient shipping and storage of crude oil,” tells Zois Dagkaris. “In this market it is impossible to work with fixed schedules. Annual surveys cannot be planned months in advance; we only have a certain time window in which a ship will arrive at a port, just days ahead, to work with. That’s why we needed a company with a strong worldwide network and a lot of flexibility. We found a good partner in Alpatron Marine. Where we previously spend a lot of time searching for certified companies to carry out the surveys, we now only have to call our central point of contact at Alpatron Marine’s Center of Excellence in Rotterdam (the Netherlands) and they will make sure an engineer will be ready at the port of call when the vessel comes in. If there have been any problems with the equipment we can call that in before hand as well, saving us a lot of downtime.”

Good value for money

Euronav and Alpatron Marine and JRC were no strangers prior to signing the contract. “Many of our vessels carry JRC products, like radar- and communication equipment,” explains Zois Dagkaris. “We have always received good support and service from Alpatron Marine and JRC. Therefore a service contract seemed very beneficial to us: first level service and a fixed standard price. Especially beneficial as our company is still growing. Because the crude oil-market isn’t well balanced, consolidation is key to exist in this market. That’s why we are continuously expanding our fleet. We could be looking at a fleet of over 74 vessels, which includes VLCC and Suezmax tankers, before the end of the year. But all of this costs money. That’s why we’re always looking for ways to cut costs and get good value for money.”



“We needed a company with a strong worldwide network and a lot of flexibility. We found a good partner in Alpatron Marine.”

Zois Dagkaris
Procurement & Logistics Manager
Euronav Ship Management Hellas



Always looking for ways to improve

The service contract with Alpatron Marine is for navigation equipment. “This includes the Annual Radio Survey, the Annual Performance Test of the VDR and the gyro overhaul for 26 of our vessels. So far we are very satisfied with the service offered, but there is always room for improvement. We therefore appreciate the fact that Alpatron Marine is a company that always looks for ways to improve. For instance by investing in clever tools for tracking vessels and remote support, so they can be even more pro active. Hopefully saving us and other customers on downtime and costs,” concludes Zois Dagkaris with a smile.

SERVICE CONTRACTS

In addition to the service contract mentioned in the article, which includes the Annual Radio Survey, APT of the VDR and the Gyro overhaul, Alpatron Marine also offers a service contract for communication equipment. Both packages can also be included in a full service contract.

For more information, please contact: contract@alpatronmarine.com



Piraeus port in Athens, Greece. Picture by Milan Gonda - Shutterstock.

JRC GREECE BRANCH

SERVES A MARKET WITH LEADING MARITIME COMPANIES



Konstantinos Kallivrousis
Location Manager
JRC Greece Branch

Greek ship owners hold one of the world's major shipping fleets. The maritime market of Greece is an important one. Alpatron Marine and the Greece Branch of JRC work closely together to serve the Greek market. We spoke to Konstantinos Kallivrousis, Location Manager of the JRC Greece Branch, about this market, its potentials and the benefits of the JRC - Alpatron Marine cooperation.



“The Greek market is mostly a deep sea commercial market, i.e. tankers, bulk carriers, containers and recently LNG and LPG carriers, for which we mostly provide our range of navigation and communication products. We are continuously involved in new projects, for both retrofits and new buildings as Greek shipowners are very active in building new vessels,” begins Konstantinos Kallivrousis. “We’re now also focusing on the coastal business. Greece’s Aegean Archipelago is the south-eastern border of the EU. Currently there are a number of projects scheduled to be implemented with the aim to enhance the control and security over this area. This involves land-based applications for vessel tracking, monitoring and controlling coastal waters, applications with which JRC has experience.”

A good combination of characteristics

JRC already has a really long history and a strong brand name on the Greek market. “Even before JRC opened the Greece Branch on Syngrou Avenue in 2004, between Athens city center and Piraeus port, there was already a liaison office. Customers acknowledge JRC’s quality manufacturing and appreciate the Japanese customer-oriented culture. Over the years JRC gained a significant share in the very competitive Greek market with ECDIS, radar and VDR being the top sellers in recent years,” the location manager explains the market situation. “However, Alpatron Marine products are fairly new on the Greek market. We hope that by utilizing JRC’s network and market knowledge we will make the brand more recognizable. Alpatron Marine and JRC have a good combination of characteristics and this cooperation leads to creating a combined value and benefit greater than just the sum of its parts. Also when it comes to after sales and service support, which are a key issue for the Greek market, with the expansions of Alpatron Marine in new areas and our Centers of Excellence, our customers can expect a more standardization of good level of service worldwide.”

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NAVARINO AND JRC: 'USER-LED INNOVATION IS IN BOTH OUR DNA'

Navarino is one of the maritime industry's most advanced communications and connectivity companies. They develop innovative IT solutions and advanced technologies. When it comes to innovation, quality and reliability Navarino's views are quite similar to those of JRC. No wonder both companies have worked together on a lot of projects over the years. Recently JRC and Navarino joined forces to win a large order for the Greek shipping company Safe Bulkers Inc. The entire fleet of Safe Bulkers will be equipped with JRC's Fleet Xpress solution.

"User-led innovation has always been key for both JRC and Navarino. That's why we work well together," explains Christian Vakarelis, VP Media Communications at

Navarino. "We listen to our customers so we can design and create a product that fits their needs. For further development you will always have to keep listening.

It's in both our DNA." Over the years both Navarino and JRC have developed an excellent relationship with Safe Bulkers, specialized in marine drybulk transportation services. Christian Vakarelis: "Safe Bulkers values products that are innovative, but also that have been tested and are reliable. The company was looking for a complete communications and connectivity-package that ticked all those boxes. Together with JRC we looked at how we could bundle our equipment to create the best and most cost effective solution for Safe Bulkers."



The Kanaris of Safe Bulkers. Picture with courtesy of Safe Bulkers Inc.

FX Solution

The answer was the JRC's Fleet Xpress Solution. Christian Vakarelis: "The company gets a great deal more bandwidth aboard their vessels through the JUE-60GX Global Xpress and JUE-501 FleetBroadband. Because all usage is included in one package with a monthly fee, the company doesn't risk getting presented with extra (high) costs when circumstances dictate switching systems." The FX Solution is being installed together with Navarino's 'Infinity'. "Infinity is our advanced maritime bandwidth management and optimization

solution for ships. It is designed in such a way that it continuously updates all installed units to incorporate new features. It is one of our key user-led innovation products," explains Christian Vakarelis.

Complete package

Another key product of Navarino that is being installed on 43 vessels and any new ones from the Safe Bulklers fleet, is their cyber security service 'Angel'. "Angel is the first of his kind," tells Christian Vakarelis proudly. "It is especially designed and developed to cater to the unique requirements of the merchant

marine IT environment. The service consistently monitors all cyber activity and acts only when needed. As Angel is fully managed from shore, good connectivity is a priority. JRC's FX Solution together with our Infinity and Angel make a complete and safe communications and connectivity-package, as requested by Safe Bulklers."

At the moment the installation of these products ordered has begun all over the globe and it is expected that the complete fleet should be equipped with the FX Solution, Infinity and Angel before the summer.



"We listen to our customers to design and create a product that fits their needs."

Christian Vakarelis
VP Media Communications
Navarino



Posidonia

Over nearly 50 years the international shipping community has gathered at Posidonia, the home of Greek shipping. Navarino will be present and Alpatron Marine and JRC are also pleased to participate in the 2018 edition. From 4 to 8 June Alpatron Marine and JRC will be showcasing, amongst other features, the future generation NeCST route planning station and 'Supported sailing' via their support center on the video wall. Also the JUE-60GX will be on display. Alpatron Marine and JRC look forward welcoming you at stand number 1.205.



Pictures left: The port of Beirut as seen from the office of Murr Marine Electronics. Picture right: Managing Director Mardad El Murr. Pictures with courtesy of Murr Marine Electronics.

MURR MARINE ELECTRONICS NEW PARTNER ‘WE SHARE KEY VALUES AND APPROACH’

Having a vast and professional network of distributors and service partners around the globe is key in today’s market. JRC and Alpatron Marine recently expanded their network with a new name: Murr Marine Electronics. This Lebanese family company with over 20 years of experience on the marine electronics market is headquartered in Beirut, one of the most lively cities in the Middle-East.



Managing Director of Murr Marine Electronics Mardad El Murr and Area Sales Manager Arjan Rietveld (Alpatron Marine International) at the office in Rotterdam, the Netherlands.

“Becoming an official partner for JRC and Alpatron Marine makes us very proud,” states Mardad El Murr, Managing Director of Murr Marine Electronics. “Our customers are constantly looking for reliable and high-quality products. We are glad to have found a partner which brings complete solutions and maritime innovations like the AlphaBridge to our upcoming market.” Arjan Rietveld, Area Sales Manager JRC, foresees a bright future in Lebanon: “Murr Marine Electronics is known for their quality service in the electronics and maritime industry in Lebanon. This partnership will strengthen the presence of our products and our company in this growing economy.”

Port view

Murr Marine Electronics is based near the port of Beirut. The vessels calling Beirut are visible from their office and it's only a five minute walk from the workshop to the quay. "Being close to the customers is of great significance in this market. There are not numerous Lebanese owners, but we proved to keep them happy for over 20 years now," says Mardad El Murr, who runs the company with his cousins, with great pride.

Key values

A growing economy and parallel maritime industry is not the only criteria for becoming an JRC and Alpatron Marine partner. "For us it's important to find quality partners which share the same key values as we do: quality and reliability," expresses Arjan Rietveld clearly. "Therefore we are very happy to have fully trained commercial and technical people who will assist both vessels and crew to navigate safely around the world."

"There are not numerous Lebanese owners, but we proved to keep them happy for over 20 years now."

Mardad El Murr
Managing Director
Murr Marine Electronics



JRC

ALPHATRON Marine

Posidonia Ποσειδώνια

INVITATION

Wednesday 6 June at 15:00 hrs

Stand 1.205

Supported sailing - join us for a drink and bite

In cooperation with **GREEN AWARD**

OFFICE INDONESIA

“THE SHIP-TO-SHORE RADIO COMMUNICATION SYSTEM IS THE MEASURE FOR SAFETY OF SHIPS SAILING IN THE INDONESIAN SEA AREAS.”

With more than 13,000 islands traffic in Indonesia has been nautical since the old days. Nowadays the Strait of Malacca and the Strait of Singapore, have grown into the trunk arteries of international shipping, with more than 90,000 ships passing through every year. To ensure safety of marine navigation, radio communication systems covering all the waters of Indonesia are indispensable. We talked with Hiroyuki Ishihara, President Director of the office PT. JRC SPECTRA INDONESIA, about the fast growing Indonesian market and the role of JRC.

“The history between Indonesia and JRC is a long one,” tells Hiroyuki Ishihara who started working for JRC in 1992. His office is situated in Jakarta and is established by the joint venture of JRC and PT. SPECTRA SOLUSI INDONESIA. “We opened this location in June 2017, but JRC has already been developing telecommunications infrastructure in Indonesia for over 40 years, including the coastal radio station systems covering all the sea areas.” In 1983 the coast radio stations started all over Indonesia in order to allow a ship sailing any water

area in Indonesia to communicate with the shore side. Hiroyuki Ishihara: “JRC participated in these large-scale coast radio station projects, and supplied the coast radio station systems to Indonesia. However, over the years some of the system components had been discarded. Furthermore, the adoption of the GMDSS has been advocated by IMO. For these reasons, a new project, the largest ever, to develop 47 coast radio stations in the entire country of Indonesia was started and JRC participated in this project again.”

Reducing accidents at sea

The Indonesian Ministry of Transports wants the installation of the communications network to cover all the waters of Indonesia. “They want the ship-to-shore radio communication system as the measure for safety of ships sailing in the Indonesian sea areas that have grown into the trunk arteries of international shipping,” explains Hiroyuki Ishihara. “The JRC systems contribute to the comprehensive safety and security of all the vessels navigating in the Indonesian waters. Together with the government we

“Service and changing are never-ending processes. In the end it is all about the human touch.”

Hiroyuki Ishihara
President Director
PT. JRC SPECTRA INDONESIA



have to reduce the amount of incidents at sea in the growing marine traffic. We have a very big responsibility: it is about people's lives."

Asian market

JRC has about 50 percent of the Indonesian maritime telecommunication system market. "And our market is still growing. With the new office in Jakarta we are able to make decisions quickly. In this structure we can act without direct consensus of the main office in Tokyo. From this office we will roll out the distribution for whole Indonesia and after that the rest of Asia," says an enthusiastic Hiroyuki Ishihara. "Having the best products is not the only key to success. When you are not a good supplier, customers will forget you within a few years. Service and changing are never-ending processes. In the end it is all about the human touch," ends Hiroyuki Ishihara.



*Pictures from top to bottom:
JRC radar for the VTS (Vessel Traffic System) on the island of Batam and
the control center on Batam.
Pictures with courtesy of
PT. JRC SPECTRA INDONESIA.*

SUCCESSFUL FISHING WITH NEW SONAR

'IT WAS LIKE AN EPISODE OF THE WEALTHIEST CATCH'



After a previous visit last winter by a delegation of Alpatron Marine and JRC, Dutch Harbor, Alaska, was once again a point of interest. Trials with JRC's new JFS-280 sonar and the installation of the first JMR-5482 solid state S-band radar on vessels of Westward Fishing Co. were planned. Ian Bowles and his JRC colleagues once again packed their bags and made the adventurous journey to the remote outpost just before the end of the first fishing season.

"At the time of our arrival the new JRC solid state S-band radar was sitting proudly at the top of the mast of the FV Westward 1. It is the first solid state S-band radar making its appearance in this region and it was already being perched by a bald eagle, who was not in the slightest impressed by this unique moment," tells Ian Bowles laughing. "Even though the fishing vessels operate in one of the most hostile marine environments, many of them sailing this area never had the luxury of an S-band radar. It was just not possible because



The FV Westward 1 before installation of the new radar (left). The new Solid S-band radar installed on the Chelsea K (top right). And the first haul with the JRC JFS-280 sonar (bottom right). Picture vessel with courtesy of Westward Fishing Co.

the vessels aren't large enough for the size and the weight of the equipment. But the new JRC JMR-5482 solid state S-band radar has a scanner of just 8 feet (just over 2.4 m) that only weighs 85 kilogram, making installation on smaller vessels possible."

The wealthiest catch

The first trial with the new JRC sonar took the Sales Manager to the fishing grounds, about ten hours away from Dutch Harbor. 'A long and choppy journey', is how Ian Bowles describes the trip. "But all worth it for me to experience that first moment the sonar is put to work," says the Sales Manager. With the new sonar pinging away, it was not long before Captain Brandon Lynn found what he was looking for. "The first haul was in

fact so successful the net was actually overflowing as it was hauled on board. The experienced crew were quick to get it on board without losing any. It was so much that only half a catch more would be needed to fill the ship's tanks. The next find was equally bountiful. It turns out to be quite tricky to know when you have just enough and we ended up coming back to port with a small deck cargo of fish as well as full tanks. It was like an episode of 'The Wealthiest Catch'," explains Ian Bowles.

Ready for next fishing season

Due to inclement weather the JRC and Alphatron Marine team, comprising out of COE Team Leader Ryuchi Nishimori and Senior Sonar Engineer Yoshito Suzuki had to sit out the final voyage of the first fishing

season. Ian Bowles: "It gave us however the opportunity to follow the installation of the equipment by Fusion Engineer Bryan Hinderberger aboard the Chelsea K, skippered by Dan Soria, which is always an interesting process." Before it was time to leave Dutch Harbor, both ships were taken on a short trip around the bay to see both the sonar and radar in action and allowing Senior Sonar Engineer Yoshito Suzuki to make sure everything was finely tuned. "In the end the captains of both ships were very satisfied with their new equipment, commenting that they appreciated the great picture of the sonar and the long range performance of the radar. They are now ready for the next season which starts in June and are looking forward to some continued successful fishing," concludes Ian Bowles.

ALPHATRON MARINE AND JRC AT ASIA PACIFIC MARITIME 2018

From 14 – 16 March Alpatron Marine and JRC participated at the Asia Pacific Maritime exhibition in Singapore, where they showed (new) products, solutions and completed projects to visitors from all over the globe.



“On our video wall visitors were able to see how ‘Supported sailing’ can be applied by displaying remote diagnostics, route and weather planning systems and an extensive CCTV system,” recounts Maurice Rutten, director of Alpatron Marine Systems. “Also the future generation NeCST route planning station received a lot of interest. This interactive chart system, which allows its user to easily plan routes on a 46-inch touchscreen, connected with the ECDIS to transfer the planned route on board,



OFFICE MALAYSIA OFFICIALLY OPENED

With the cutting of the ribbon on the Asia Pacific Maritime Exhibition by Maurice Rutten, director Alpatron Marine Systems, and General Manager Chuse Ng the Alpatron Marine office in Malaysia has officially been opened. We talked to Gunalan Karupiyah about his job and the first months at the new office.

Gunalan Karupiyah is both Service Manager and Service Engineer at the office in Malaysia. “That makes my job EXTRA interesting,” says Gunalan Karupiyah laughing. “One moment I am at the office in a meeting with customers, the other moment I am on a ship in Tanjung Pelepas for a service job. No day is the same.” Gunalan Karupiyah is fairly new at Alpatron Marine Systems: “But before I joined the company I was working for

a service agent of both Alpatron Marine and JRC in Malaysia for over 17 years. In that time I got to know the products and the market very well. Also, when I started this new job I got a lot of training at the Center of Excellence in Singapore and I had time to explore the Alpatron Marine Group a bit. You have to know the company you represent and its products inside out to be able to offer your customers the best (service) possible.”

Direct line

Even though the office in Malaysia opened its doors this year, it is already receiving a lot of positive feedback from customers. “The location makes for a fast response time for customers calling at Tanjung Pelepas,” explains Gunalan Karupiyah. “And with the Alpatron Marine Center of Excellence in Singapore close by – about 30 minutes by car –, there is always back up when needed.” The fact

was previously introduced at Europort 2017 in Rotterdam.”

The Asia Pacific Maritime exhibition extended over two floors of the Marina Bay Sands exhibition center and hosted 15,000 owners, builders, procurers, end-users of products/service from Asia, as well as more than 1,500 international suppliers in the shipbuilding & marine, workboat and offshore industry. Maurice Rutten: “The exhibition gave our colleagues the opportunity to

inform visitors about our latest products, such as the next generation JMR-5400 radar, the new adaptive AlphaPilot, JFS-280 sonar, the AlphaScan 3900 and of course the AlphaEye on which we all received positive feedback.”

MEET ELLY KHAIRIANA

Elly Khairiana is Management Secretary at the Center of Excellence in Singapore. She was responsible for the planning of the Alpatron Marine stand at the Asia Pacific Maritime exhibition. At APM she was totally in her element. “This is what I really like. The interaction, the challenge to meet a lot of customers, distributors and colleagues from all over the world. And, last but not least, to make sure everything runs smoothly at our stand,” she tells at double speed. Elly is born and raised in Singapore.

that not everybody knows their way to the Malaysian office yet, finds Gunalan Karupiyah understandable. “Most customers have a direct line with our company. It is part of the service

we offer. That means they often contact the office in Singapore first, before being referred to us. But our customer base is growing and so will the Malaysian office,” concludes Gunalan Karupiyah.



Before she started her job at Alpatron Marine she worked for an oil and gas company. “I am happily married and mother of a 8-year-old son and 5-year-old daughter. But for me there is more than family life alone. My work is also important to me. My job brings a lot of interaction and challenges and I need that. A small world is too boring for me. I’m glad to be a part of the worldwide Alpatron Marine family,” she says while she is looking around to see if everyone is ok in the stand...



“You have to know the company you present and its products inside out to be able to offer your customers the best (service) possible.”

Gunalan Karupiyah
Service Manager / Service Engineer

FIRST TRIALS OF JRC RADAR JMR-5400 SERIES IN THE SPANISH MARKET

The fishing ground of the Spanish trawler 'Novo Alborada' from Vigo is the stormy area Gran Sol, between the Gulf of Biscay in the south and the British Isles in the north: good conditions for trials with the JRC Radar JMR-5400. For tracking and discriminating other fishing vessels, the highest detection possible is needed in these waters. To meet the captain's demands the JRC's high power model JMR-5425-7 black box was chosen for the trials. At the start of the trial both the captain and attending dealers immediately noticed the high quality image of the radar. They also praised the sharpness of the port contour in comparison with



other radars from different brands installed on the bridge. Meanwhile the first orders and installations of the new radar in the fishing community of Galicia have been confirmed. Alpatron Marine Iberia expects this model to become popular in the fishing industry in both Spain and Portugal.

NAVALIA VIGO 2018

"Our stand is close to the main entrance and will be very recognizable," tells Alberto Olmos, General Manager Alpatron Marine Iberia about the Navalía exhibition in Vigo this spring. "We will have several consoles on display, with for example the Alpha-Pilot and the JFS-280 sonar, which will appeal to the Iberian maritime market." For support colleagues from Rotterdam and Tokyo will join the Alpatron Marine Iberia team during the three days of the exhibition which will open its doors to almost 25,000 visitors. "Such cooperation is not only appreciated by visitors, but also by the participating colleagues. It gives them the opportunity to exchange stories, share experiences and in the end contributes to the products you sell and service you provide."

E-TICKET SYSTEM FOR BETTER SERVICE

To deliver technical support in a fast, efficient and personalized way, Alpatron Marine created the global e-Ticket system. This software application serves as a platform to support customers worldwide. The system allows to keep track of calls by for instance registering number, product group, model, brand, type of technical request and office.

Alpatron Marine Iberia joined the e-Ticket system at the end of last year

and is happy with the insight the system gives them. For instance, in just one month, Alpatron Marine Iberia had attended technical requests from no less than 31 different countries. "We are committed in solving our customers' technical issues in Spain and Portugal according to a standardized high level of service. This systems gives us insight in the technical support we provide and helps us with doing our job faster, more efficient and personalized," says Technical Manager Nacho Ávila.



Alberto Olmos
General Manager
Alpatron Marine
Iberia



A SEA OF INFORMATION WITH THE NAVIGATIONAL ECHO SOUNDER

Not everything can be learned from books or researched behind a desk. Many maritime universities therefore invest in research and training vessels, where life at sea can truly be experienced and access can be gained to – literally – a sea of information. Over the years Alpatron Marine Poland has provided several of these vessels with equipment ranging from voyage data recorders to satellite internet connections. Recently the company delivered and installed new echo sounding equipment on two flagships owned by the maritime universities in Szczecin and Gdynia.

The research and training vessel 'Navigator XXI' of the Maritime University of Szczecin is used to monitor the Baltic Sea. Arkadiusz Płowczyk, Customer Support Coordinator at Alpatron Marine Poland explains how this works: "By taking water and soil samples, which can be processed in the laboratories aboard, and searching and inventorying underwater objects, the scientists and students are creating a relevant

database." The Navigator XXI is also being used to train students in the field of navigation, engine operation, deck equipment and research cooperation. "For research as well as safety reasons the equipment aboard is very important. We are proud to say several Polish maritime universities and Alpatron Marine have been co-operating together for a long time and generations of students have been trained on our equipment. Recently we have installed the powerfully built, all-in-one JFE-680 Navigational Echo Sounder. It integrates advanced depth data technology, displaying sub aqua conditions with astonishing effectiveness. A perfect and reliable tool to the deck officers and cadets, ensuring the highest quality and safety at sea."

Dar Młodzieży

The three-masted training sail ship 'Dar Młodzieży' of the Gdynia Maritime University also got equipped with the new navigational echo sounder. "This famous and inspiring ship is mainly used for training students, but has also participated in many races and events around the world, winning high positions," tells Arkadiusz Płowczyk. The Dar Młodzieży is now on an around-the-world voyage to celebrate Poland's 100th anniversary of regaining its independence and will call in Panama in January 2019 with a special task: transferring of 'The Spark of Divine Mercy' to the hosts of the 34th World Youth Day.



Background picture of the Dar Młodzieży by Maciej Stobierski. Above picture of the Navigator XXI with courtesy of Maritime University of Szczecin.

ALMOST 50 YEARS OF COOPERATION BETWEEN JRC AND JUBILEE CODAR PTE LTD



Chen Sian Teer is Managing Director of Codar Pte Ltd. The company, founded by his father in 1968, is specialized in the supply, installation, repair and maintenance of marine radio communication and navigational equipment. The jubilee company has had a relationship with JRC from the very beginning.

“Our vision is to provide a one-stop solution with seamless services and supply of marine electronics products and spares to our customers in the region. It was in 1972 when JRC saw opportunities to cooperate with Codar to grow their marketshare in this region. It turned out to be the beginning of a long collaboration and we have worked well

THE ROOTS OF YOKOGAWA: ‘LEARN AND IMPROVE TECHNOLOGY’

Yokogawa was founded more than a century ago, on 1 September 1915. “Our founder, Tamisuke Yokogawa, encouraged his young colleagues, saying: You don’t need to worry about profits. Just learn and improve our technology. You must make products that earn us the respect of our customers,” tells Takahiro Sano, Manager International Sales of Yokogawa, about the roots of the Japanese company.

Yokogawa Denshikiki is engaged in the development, design, production and marketing of high-precision and high-quality vessel navigation equipment and systems including gyro-compasses, autopilots and electromagnetic logs. Takahiro Sano: “Our navigation and operation systems respond to the need for increased safety and efficiency in the shipping, shipbuilding and fishing industries. I can proudly say that we are doing well! Ten years ago our market share was 30 percent. It is now doubled.”

Green products

The relationship between Yokogawa and JRC is a long one. “We have a working engagement. We have respect for each other and have a lot in common! For example the ‘green products’.



together all these years. We are still proud to represent a leading international prestigious manufacturer as JRC and of course Alpatron Marine. In our offices and workshops in Singapore, Malaysia, Thailand and Vietnam we also conduct safety radio surveys on behalf of all major Classification Societies. We are authorized to carry out JRC ECDIS type specific training, as well as to carry out JRC VDR/S-VDR Annual Performance Tests,” summarizes Chen Sian Teer.

Combined synergies

“In general the maritime industry and most recently the oil industry, have been declining in recent years. Fortunately many cargo vessels continued to come to Singapore port. For us it is always the challenge to be aware and to network with different players,” explains Chen Sian Teer. “In addition to the current economy, you have to deal with changes in regulations, customer feedback and upcoming products.

“We are authorized to carry out JRC ECDIS type specific training, as well as to carry out JRC VDR/S-VDR Annual Performance Tests.”

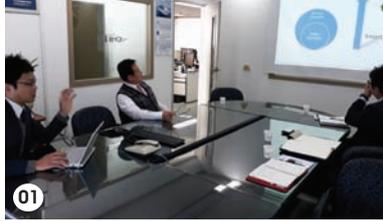
Always keep looking forward and meet customers’ expectations. By doing this, we have a strong connection with JRC and Alpatron Marine as well; their combined synergies bring fast response, quality and innovation to owners, operators and shipyards, redefining the future of ocean navigation. That is what you need,” says Chen Sian Teer, “You have to reply very quickly in the maritime business. The response must be fast and the communication very well because a ship can’t wait.”

Like JRC and Alpatron Marine we have a high regards for our environment. Our ‘green products’ form an earth-friendly product line-up based on the concepts of fuel saving, eco-friendliness and more,” tells Takahiro Sano about the similarity between JRC, Alpatron Marine and Yokogawa.

“Our navigation and operation systems respond to the need for increased safety and efficiency in the shipping, shipbuilding and fishing industries.”

Takahiro Sano
Manager International Sales
Yokogawa





In today's world we all expect high quality service in a global perspective. Time zones are not an obstacle anymore; we live in a 24/7 economy. The communication is fast and our offices are situated worldwide. But the most important thing has remained unchanged: the human touch! The reason why last year JRC and Alpatron Marine started a more active approach towards customers, distributors and dealers.

CLOSER TO THE CUSTOMER 'MOST IMPORTANT IS THE HUMAN TOUCH'

"Last year we have visited a lot of shipping companies to have a better look at their organization. Which tools does the crew need to facilitate the work on board? What are the latest innovations? And last but not least we talked about personal issues to be more closer to the customer," explains Jeroen Kortsmits, General Manager Business Planning & Strategy. "When you see, hear and feel the situation on location, problems that seem difficult at first sight, are suddenly easy to solve! And those solutions don't always have to do with innovations or our high standard equipment. They are the result of getting to know our clients."

Supporting dealers and distributors

Not only the customers, but of course also the dealers and distributors give important input in the continuous development of products and services. Jeroen Kortsmits: "Our network is

so important! Together with our dealers and distributors we brainstorm about how we can contribute more in supporting sailing in the near future. We collect and coordinate demands and ideas for new products as well as market approach. We have developed a marketing incentive program for our distributors in Europe, Middle East and Africa (EMEA)." Countries that fall outside the EMEA receive support in another way. For example the Australian company AWA Marine. On page 32 General Manager Liam Murphy of AWA Marine tells about his experience with this support.

Brand awareness

JRC exists for more than 100 years and Alpatron Marine for over 30 years. "Together we have been delivering an average of 900 new build vessels per year via Japanese, Korean, Chinese and European yards. Some of our customers know



1 Yoshihiro Tsuji (JRC) and Masaharu Ito (Alphatron Marine Korea) at the office of Pan Continental. 2 David van Luitelaar (JRC / Alphatron Marine, EMEA Division) with Jason Redd (SMD Africa Marine) and David King (Southern African Shipyards). 3 Mark Meerveld (Alphatron Marine Caribbean) on board the m/v CMM Rapidity, Brazil. 4 Fleet Manager Guillermo Alomar of Balearia and Alphatron Marine-engineer Pieter Jan Heikoop onboard the Tesso in Astander Shipyard in Santander, Spain. 5 Anna Marini (JRC / Alphatron Marine, EMEA Division) and Yiannis Melissourgakis (El Mare) at the Athens Boat & Fishing exhibition. 6 David van Luitelaar (JRC / Alphatron Marine, EMEA Division) with Mazen Abid and father Faisal Abid from our fishing partner SODEMAS in Tunisia. 7 Ian Bowles (Alphatron Marine USA) and David Munoz, General Manager of Reset Naval at the SIMA naval shipyard in Lima, Peru. 8 Jerry Tan (Alphatron Marine Singapore) with G. Samy and Ali Tjin of Batam Fast. 9 Arjan Rietveld (JRC / Alphatron Marine, EMEA Division) visited Damen Albwardy (Sharjah) with a delegation of Elcome International LLC. 10 Emanuele Burlando of Generalmarine and Jeroen Kortsmid (Alphatron Marine Group). 11 Mark Meerveld (Alphatron Marine Caribbean) with the crew of the m/v N'gola Kiluanje (Angolan Coast Guard). 12 John van Gelder (JRC / Alphatron Marine, EMEA Division) and Dimitris Moros of Marlink Hellas - TNL at the Marlink office in Holland. 13 Thomas Wilbers (JRC / Alphatron Marine, EMEA Division) and Dave Stewart, Dave Pressley and Nigel Darling of Charity and Tailor in Grangemouth, Scotland. 14 Edmund Sng (Alphatron Marine Singapore) with Ulit.O of Downthong Co. Ltd on the fishing boat in Thailand. 15 Jan Bellmann, Technical Director and OneGroup crew enjoying the annual Sailing Event in Cyprus, sponsored by (JRC / Alphatron Marine, EMEA Division).

Alphatron Marine better and others are more familiar with JRC," tells Jeroen Kortsmid. "So we have to inform our customers, dealers and distributors about the services, solutions and products Alphatron Marine and JRC deliver. We have to continuously communicate who we are and where we stand for. Our renewed website and this magazine are important tools in this brand awareness. It's the same for our marketing incentives, resources that allow our dealers and distributors to promote JRC and Alphatron Marine more."

SMALL EVENTS

JRC and Alphatron Marine are present at exhibitions worldwide. Additionally we organize small events like sailing on a historic ship, to strengthen the bond with our relationships. From left to right Maurice Rutten (Alphatron Marine Systems in Singapore), Joey Loe Sack Sioe, Arjan Moesman (both of Shipping & Transport College in Rotterdam) and Jeroen Kortsmid at APM in Singapore.





ALPHATRON
Marine



“Worldwide there is no other company that acts like JRC and Alpatron Marine do together.”

Liam Murphy
General Manager
AWA Marine

AWA MARINE EXPERIENCES 24/7 SUPPORT

“Let me begin by explaining that we use a very high standard in Australia when it comes to service and attention to detail. It is not easy to satisfy customers. But the Alpatron Marine & JRC family does,” starts Liam Murphy to tell. The General Manager of the more than a century old company AWA Marine, has a long relationship with Alpatron Marine and JRC. Not least because of the support he receives as a distributor.

AWA Marine is specialized in communication and navigation services to the commercial, off shore oil & gas and defense markets in Australia and the South Pacific. Our origins can be traced back over 100 years. Today we are family owned and operated and I’m currently second generation in the business, taking over the helm from my father. Can you imagine that in 1918 AWA completed the first radio broadcast between Australia and England, including newsreel pictures from Sydney to London?” tells Liam Murphy with a big smile. “As leaders in marine electronics, our business partners have to be

continuously at the forefront of maritime technology and innovation, and JRC and Alpatron Marine are the best in the business. Together they are an incredible combination. Worldwide there is no other company that acts like they do together. The strengthening of the partnership between JRC and Alpatron Marine has been prompted by the ever growing Asian market and the expansion of Alpatron Marine’s own product range and services.”

One stop shop Center

“AWA Marine’s mission is to provide the highest quality products to our

customers, with the fastest turn-around times for spare parts and physical attendance onboard. We have to support our clients 24/7/365 days a year,” continues Liam Murphy. “So in turn we need partners to support us with the best service and knowledge. The relation we have with JRC and Alpatron Marine is really exceptional. We have a very personal contact with the Center of Excellence in Singapore. We experience an ‘one-stop shop’ which brings us a day and night service. They are a fantastic team and bring us the support we need,” ends Liam Murphy.

ALPHATRON ON THE JOB

SAID BELLACH

SENIOR WORKSHOP ENGINEER

As a child Said Bellach was already fascinated by electronics. He started to repair transistor radios at the age of eight. When he came to support the team of Alpatron Marine in 2008, he felt at home from the very first moment. "Here in the electronic repair workshop of the Center of Excellence in Rotterdam, I am surrounded by electronics, I am challenged," tells Said Bellach with a big smile.

Said is Senior Consulting Engineer. He and his team of the workshop in Rotterdam start early at 7.00 AM. "Most of our work consists of the assembling of consoles. Here we build and test the consoles. We put all components together. The only thing that needs to be done aboard is connecting the cable. And of course we regularly have a rush job. For instance, sometimes they need extra equipment for a trial the next day. There is never a dull moment at the workshop!" explains Said.

Love for electronics

His love for electronics doesn't stop at the workshop. "When I'm home I'm always repairing things... phones, laptops, you name it. It's hobby that got out of hand! Nowadays I try to do only phones because I take up a lot of space with my hobby. And it's already crowded at my home in Schoonhoven," Said tells. "I live together with my lovely wife, two daughters (18 and 7) and two sons (14 and 9).

Freedom in creating

An important issue for Said is freedom in creating. "For me, it is of great value to think along in developing products. To have freedom in creating. That's what makes Alpatron Marine special to me. Here we make something from nothing, we are challenged to innovate. And that's what I like most about my work," concludes Said Bellach.

Electronic repair workshop

Alpatron Marine Rotterdam has her own electronic repair workshop. There our professional engineers repair the print board instead of replacing the print board itself. The workshop is equipped with the most advanced equipment to help clients get back to work as fast as possible. Besides analyzing, modifying, developing different systems and repairing, there is also legislation and regulation regarding calibration. The way we calibrate instruments and systems are maintained with high standards and technically competent.



ENVIRONMENT



Picture to the right by Erwin Zwart. Pictures with courtesy of The Ocean Cleanup.

THE OCEAN CLEANUP STARTS TO CLEAN UP THE LARGEST ACCUMULATION ZONE FOR OCEANS PLASTICS ON EARTH

Our oceans hold 97% of the planet's water; they are the lifeblood of our planet. Oceans produce more than half of the oxygen in the atmosphere and absorb the most carbon from it. Can you imagine that mankind changes the oceans into plastic soup? Boyan Slat doesn't. At the age of 18 he started The Ocean Cleanup. His non-profit organization is founded in 2013 and headquartered in Delft, The Netherlands. Together with 75 engineers and researchers he developed a network of long floating barriers that act like an artificial coastline, enabling the natural ocean currents to concentrate the plastic.

Equipment

The designed Cleanup solution, a free-moving floating screen construction in U-shape, is equipped with a remote offshore monitoring system developed and made by Seatools®. Alpatron Marine will deliver an Aid to Navigation station, which will be used for maritime marking and identification of the floating construction, and an Iridium Pilot System to provide The Ocean Cleanup foundation of all necessary information.



Boyan Slat

Founder The Ocean Cleanup

Trash accumulates in five ocean garbage patches. The Great Pacific Garbage Patch (GPGP), located halfway between Hawaii and California, is with 1.8 trillion pieces of plastic weighing 80,000 metric tons, the largest accumulation zone for ocean plastics on earth. “And it is rapidly getting worse. If left to circulate, the plastic will impact our ecosystems, health and economies,” says Boyan Slat, founder of The Ocean Cleanup. Boyan has been doing engineering projects and building things since he was two years old. As a teenager he discovered there was more plastic than fish while he was diving in Greece. He discontinued his Aerospace Engineering studies at TU Delft and decided to devote a high school project to deeper investigation into ocean plastic pollution and why it was considered impossible to clean up. The rest is history. With The Ocean Cleanup foundation he and his team of engineers and researchers develop advanced technologies to rid the world’s oceans of plastic.

Technical innovation

Cleaning up the GPGP with conventional methods – vessels and fine-meshed less than a meter in size nets – would take thousands of years and tens of billions

of dollars to complete. But the passive systems of The Ocean Cleanup will remove half the GPGP in five years, at a fraction of the cost. Boyan Slat: “Our floating systems are designed to capture small plastic down to 1 cm, up to massive discarded fishing nets of tens of meters in size. The system’s floater is a continuous hard-walled pipe made from high-density polyethylene, an extremely durable and recyclable material. Together with the screen its purpose is to catch and concentrate plastic, while also providing buoyancy to the whole system. The pipe is flexible enough to follow the waves and rigid enough to maintain its open U-shape. The floater is around 1-2 km in length.”

Plastic free

This cleanup system is set to be deployed mid-2018. Models show a full-scale cleanup system rollout could clean up fifty percent of the GPGP in five years. “Combining the cleanup with source reduction on land paves the road towards a plastic free ocean in 2050. And, The Ocean Cleanup designs processes to turn recovered ocean plastic into valuable raw materials,” ends the remarkable inventor and entrepreneur Boyan Slat.

FACTS & FIGURES

Great Pacific Garbage Patch measures 1.6 million square kilometers (three times the size of continental France).

.....
**IN THIS AREA YOU CAN
FIND MORE THAN 10 KG
OF PLASTIC PER KM2!**

ACCUMULATED IN THIS AREA ARE 1.8 TRILLION PIECES OF PLASTIC WEIGHING 80.000 METRIC TONS, THE EQUIVALENT OF 500 JUMBO JETS.

92% of the mass is represented by larger objects; while only 8% of the mass is contained in microplastics, defined as pieces smaller than 5 mm in size.

THE ALPHAPILOT

This year Alpatron Marine will be releasing the AlphaPilot, a modular system to fit ships of any size. This technologically advanced vessel control unit will reduce the operator's workload, increase motion efficiency and improve operational safety. It is also designed to save time on installation, commissioning and service.

"An autopilot that is easy to install was our main goal after listening to the experiences and feedback of our engineers," starts Product Manager Frank Greve. "This led to the development of this modular heading control system with standard components. The system building blocks consist of the AlphaPilot control panel, Main Control Unit (MCU) or MCU Main Steering box, Mode switches, tillers, handwheels and rudder feedback units."

Advantages

The control panel, which is connected to the Main Control Unit box, is an intuitive 5-inch color display which is used for control and monitoring of the system. "The Main Control Unit box is the central aggregation unit to bring all navigational sensors together and is also needed for connection to the steering system or to the steering gear," explains the Product Manager.



The control boxes offer multiple terminals to connect all peripherals and become the heart of the steering system on board of the vessel. This modular approach to design means no additional junction boxes or steering amplifiers are needed for the installation of the AlphaPilot system, which is a great benefit. Another advantage is the fully self-adjusting 'Auto-Tune' algorithm. With this feature the autopilot easily adapts its performance to the hydro-dynamic parameters of any vessel, irrespective of its displacement and dimensions, and makes it even easier to use the AlphaPilot onboard any commercial or leisure vessel with a single rudder, linked rudder, independent rudders or even azimuth Z-drives configuration."

Please contact your local Alpatron Marine/JRC distributor or send an e-mail to sales@jrc.am



Trainers being trained on the new AutoPilot. For more on the development of new training courses, turn to page 38.

TRAINING

Whenever a ship gets equipped with new devices, it's essential for crew members to learn the specifics of the devices. Even the most experienced captains and officers benefit from operational training, as differences between brands, products and software cause every device to work differently. At Alpatron Marine we believe training is a continuous process which partly happens in the field, but also needs to be facilitated by a certified instructor. It is not without reason that technicians and engineers are legally required to obtain a certificate to work on certain pieces of equipment. Alpatron Marine has several training centers around the world where we train distributors and crew members. Operational training can even take place on board a ship anywhere around the world.



Training department of Alpatron Marine in Rotterdam.

Alpatron Marine joins the Netherlands Maritime Academy



**NETHERLANDS
MARITIME
ACADEMY**

The Netherlands Maritime Academy (NMA) is an initiative of seven companies and the branch organization Netherlands Maritime Technology. It's a unique collaboration, where the industry looks across borders. By making training courses available to each other's employees, knowledge and expertise are shared. Alpatron Marine is the first new member to join the NMA.

Alpatron Marine endorses its participation by not only spreading this initiative among its employees, encouraging participation, but also offers familiarization training courses for non-seafarers. Global Manager Training Carsten Bakx explains: "As a non-seafarer within the maritime industry you will hear about new developments and regulations for shipping, for example for new devices and systems. Alpatron Marine offers four training courses in which the basic functions of certain devices are explained and practiced. Providing you with

fundamental knowledge." In the Global Training Center in Rotterdam, Alpatron Marine offers courses for Electronic Chart Display and Information Systems (ECDIS), Multi Functional Display (MFD), Voyage Data Recorder (VDR) and Autopilot. "Our

main focus at our Global Training Center is to share knowledge and contribute to developing our organization, its employees and customers. Participation in the NMA contributes to this aim. Therefore we are proud to be part of this initiative!"

"Alpatron Marines offers four training courses in which the basic functions of certain devices are explained. Providing non-seafarers with fundamental knowledge."

HOW WE DEVELOP NEW TRAINING COURSES



Training is a dynamic process. Whenever there is a completely new product, a new model or a software update, a training course needs to be developed or adjusted. Also developments outside of the company, like new legislation or new ways of training, have impact on training courses. We talked to Carsten Bakx, Global Manager Training, about the process of developing training courses for Alpatron Marine.

“At the moment we are in the process of developing three new technical training courses,” starts Carsten Bakx. “These are for new products: the Autopilot, the AlphaConnect & AlphaAnnounce and the JUE-60KA. The development of a training course starts with collecting data. When it is a new model of an already existing product, this means finding out

what exactly is new in comparison to the previous model. Information about our own hardware or software is easily available because we designed the product, but when parts of the hardware or software are developed outside of Alpatron Marine it can be more complicated. It means our trainers have to do an external training to get familiar with this software or hardware part and also become a certified trainer for this product.

Mind mapping

When all data is collected the developers have to decide what information is relevant and what is not. Carsten Bakx: “That is a complex task, because there is a lot of information. To make it clearer, we make a mind map which gives us an overview of what information is needed. With this data we create a training syllabus for each of our products.”



Training trainers

“The process of creating a training takes about three months. With the syllabus we train our trainers at the Center of Excellence in Rotterdam. And from there it fans out; they go on to train other trainers around the globe, who in turn train our technicians.” explains Carsten Bakx. “But as mentioned before training is a dynamic process. Whenever there is a software update or an improvement of the hardware, we have to review the syllabus and alter the training where needed.”

SIGNING UP NOW EVEN EASIER

On our refreshed website it is now possible to book training courses at our Global Training Center in Rotterdam as well as in Houston and Singapore. Dates and information on our courses are clearly displayed and signing up can be done with a click of the mouse on www.alphatronmarine.com

AGENDA EXHIBITIONS

MARITIME INDUSTRY

29 - 31 2018

Gorinchem, Netherlands

Stand number: L102

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

METS

13 - 15 November 2018

Amsterdam, Netherlands

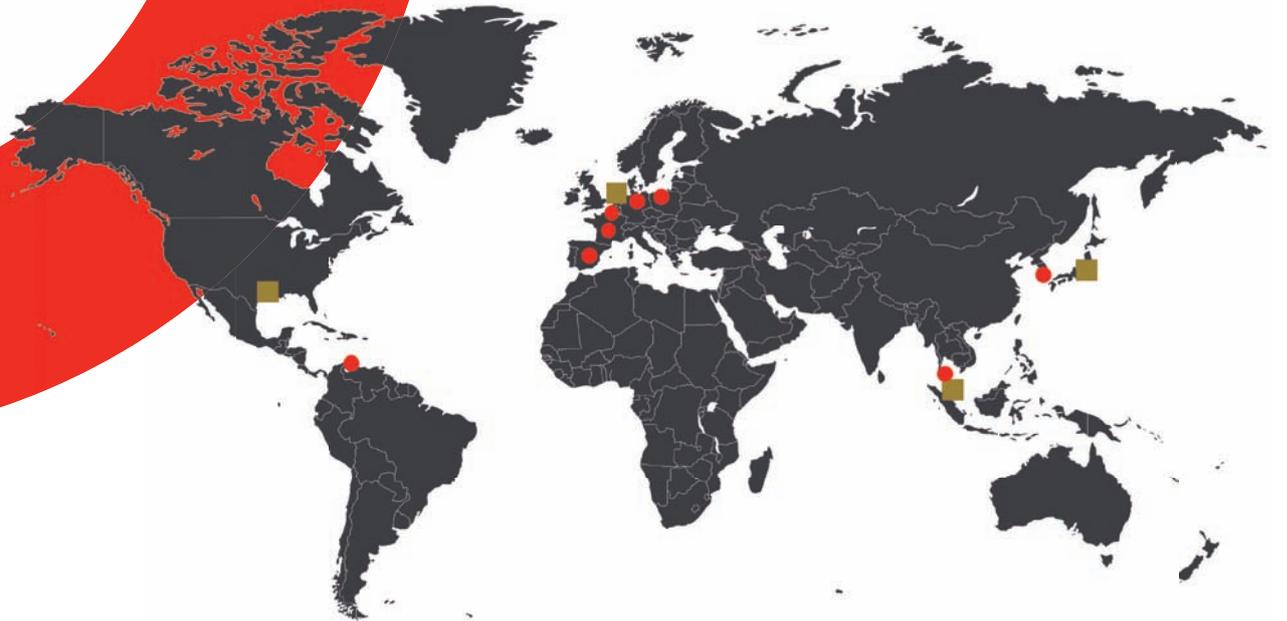
Stand number: 10.618



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