

ALPHATRON Marine Magazine

Magazine of **JRC** and Alphatron Marine | Year 2 Issue 3 September 2018

FROM POLICE BOATS
TO OIL RECOVERY SHIPS
THE BROAD PORTFOLIO OF SET

THE NEW ALPHABRIDGE
INLAND

REPRESENTATIVE DIRECTOR JRC
ATSUNORI SASAKI
ABOUT COMMUNICATION



CAPTAIN IN MARSEILLE CONTROLS RT BORKUM
IN THE PORT OF ROTTERDAM

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.



ALPHATRON
Marine



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COVERPHOTO

Alpatron Marine is proud supplier of a very extensive and fully integrated bridge solution for a series of three vessels currently being built at Bijlsma shipyards in the Netherlands.

Read more about it in the next edition.

ALPHATRON

Dynamic organization

Whenever I'm writing the foreword for our quarterly magazine, I am amazed how much has happened at Alphatron Marine within a few months. Reflecting on what Alphatron Marine has been doing in the past period, it is noticeable that one development succeeds another. There is a lot of dynamism and diversity!

I recently visited Arklow Shipping in Ireland, who has signed a contract for the navigation equipment of their new fleet with us. We have set a course to become an increasingly stronger player worldwide when it comes to maintenance and service contracts. During that visit I was not only impressed by the innovations that Arklow carries out, but also by the incredible Irish hospitality with which we were welcomed.

In this magazine you can also read an interview with Henk Heuvelman. The director-owner of the HTS Group Gorinchem has been a customer since the early days of Alphatron Marine and is always at the forefront when it comes to innovations for inland shipping. We asked him and one of his captains about his experiences with the brand new AlphaRiverTrackPilot which has been installed on the Caronia recently. Furthermore, we pay attention to the launch of the AlphaBridge Inland which was introduced during Maritime Industry 2018, the biggest exhibition for inland shipping for the Netherlands, Belgium and Germany last spring.

At SMM in Hamburg, Germany in early September, Alphatron Marine will showcase more new products. For instance, the ProLine, a total package with professional equipment and the ready-to-assemble AlphaBridge RTA will be introduced. Speaking of Germany, we also have news as a company. Holger Trecksel, who talks about the German market in this edition, will succeed our Managing Director Jürgen Rasmus who is retiring and thus further manage a strong part of the Alphatron Marine family.

In short, a publication full of developments and new products. In the first half of 2018, the wind direction and wind speed have become more positive, making it possible for us as a group to continue growing. Together with our relations of course. A good example of innovating together is the development of supported and remote sailing, which we were able to show to the world with our partner KOTUG at ITS in Marseille in June. Those who missed it, can read an interesting report on the following pages!

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





UNIQUE HAPPENING IN THE HISTORY OF REMOTE SAILING: CAPTAIN IN MARSEILLE CONTROLS RT BORKUM IN THE PORT OF ROTTERDAM

KOTUG and Alpatron Marine have been working together for many years. As innovative companies, on the forefront of providing solutions, they are working on the connectivity between ship and shore. During the International Tug, Salvage & OSV Convention and Exhibition (ITS) in Marseille this collaboration showed a remarkable result in the history of remote sailing! KOTUG Captain Daan Merkelbach was steering the RT Borkum in the port of Rotterdam from his AlphaBridge Tugboat console on ITS in Marseille, France!



The demonstration remote controlled tugboat sailing over a long distance attracted widespread attention at the ITS and in the media. In front of tens of top level executives and decision makers from across the globe, the captain took over the control of the RT Borkum via a remote secured internet line and camera images. The cameras and controls of the tugboat were used on the demo consoles in Marseille. Daan Merkelbach was sailing the ship about 1,200 kilometers away from his position without delay. Koos Smoor, Innovation Manager KOTUG, who was one of the invisible persons on board of the RT Borkum in the port of Rotterdam, is a satisfied man. "Of course we prepared every little detail, but it was the first time we did the remote controlled sailing

over this distance and of course there were things that could go wrong. Especially because of size of the transferable data. You can imagine it's a massive amount (-1 M) of data, but thanks to stakeholder M2M Blue, the internet connection was perfect. Everything has surpassed all expectations," he told proudly after the happening. ▶

**Captain
Daan Merkelbach
was sailing the ship
over 1,000 kilometers
away from his position
without delay.**



Garth Manson
Managing Director
ABR Company

ITS: INNOVATION, INVENTION AND FORWARD-THINKING

This year ITS Marseille celebrated innovation, invention and forward-thinking. "Innovation and ground-breaking technological advance are major themes at ITS conventions," tells Garth Manson, Managing Director of the ABR Company, who organizes ITS. "Therefore I was delighted that Alphatron Marine and its partners decided to use the industry-leading event for their demonstration of the world's first long-distance live remote control of a tugboat. This was innovation in action and where better to unveil it than at this unique biennial gathering of top level decision-makers. The fact that the ability to control the tug RT Borkum in Rotterdam from a distance of around 1,200km is the result of an on-going collaboration and shared vision between major players in our industry, is also extremely pleasing and again reflects the major theme at what was a very successful ITS."

Prepared for the future

Gerard van den Baard, General Sales Manager Alpatron Marine, is also a happy man. “This exercise in Marseille was again a nice example of the relationship between our companies. It perfectly reflects our philosophy of supported sailing. Alpatron Marine is driven by innovation of technology in the maritime field and our point of view is that we must have eye for the human factor in every change,” he tells. The world of tugboat operators is one of true specialists in a dangerous environment. “We are very pleased to have assisted KOTUG on this

journey. Alpatron Marine has a lot of knowledge and expertise on operations, ergonomics and connectivity. We were able to convert our demo AlphaBridge Tugboat console into one that was able to takeover Rotortug RT Borkum with the push of a button. We were also able to provide the captain with sufficient situational awareness. The fact it could be done with the existing equipment on board was very motivating to all colleagues involved. I can say it is a privilege to work with so many passionate people in our industry!”

The RT Borkum sailing remote-controlled through the port of Rotterdam.



“It was the first time we did the remote controlled sailing over this distance.”

Koos Smoor
Innovation Manager
KOTUG



Stakeholders that contributed to this demo project:

Alphatron Marine

System integration and camera visualization in the consoles including proposed VPN data connectivity ship-shore

KOTUG

Project management and supported MAROF student Bert Jan van Willigen with Thesis ‘Remote controlled tugboat’

KPN

Providing data sim cards for stable 4G internet connection

M2M Blue

Execution of stable data connection with VPN tunnel (4G and LAN connection combined)

OnBoard

Conversion of the steering and engine control signal to internet protocol and vice versa

Rotortug

Owner of the RT Borkum

Veth

Steering and engine control system to take over from local console to remote control and vice versa



Captain Daan Merkelbach controlling the RT Borkum over 1,000 km away at ITS in Marseille.

Situational awareness

There is no regulatory framework associated with remote-controlled, semi-autonomous, or fully autonomous shipping and establishing this (legal) framework will be key in the near future ahead of us. KOTUG believes remote-controlled and semi-autonomous operations improve safety on board and improve operational efficiencies for its global operations. Koos Smoor: “KOTUG uses its Rotterdam simulator for further testing of unmanned operation

tasks. But we still have some steps to take. For example, we have to hear the engine and feel the vibrations of the ship at the remote bridge. Real time sensor technology and haptic controls can make this possible; it will give the remote control captain the situational awareness that is needed for safe operation. Combined with the drone technology to connect the towline, unmanned tugs are a technically feasible concept.”

THE NEW ALPHABRIDGE INLAND

At the Maritime Industry exhibition in Gorinchem, The Netherlands, JRC and Alpatron Marine launched the brand new and simplistic designed AlphaBridge Inland. The new bridge design targets ships sailing on the inland waterways that require to lower the wheelhouse when passing one of the many low bridges on the rivers and canals. The concept, which is developed together with River Advice AG and one of their captains sailing for Avalon river cruising, is based on the principle that the captain should have the best achievable ergonomic and safe working position.

Many bridges and locks on the European waterways offer a headroom from 7 to 9 meters, however according to the actual water and trim level, the height of the wheelhouse can be a serious threat. "We have personnel working on all the rivers in Europe," tells Axel Ryll, Vice President Technic at River Advice. "We contacted Alpatron Marine, with their years of experience, for a solution to optimize all aspects of operations. Our captains easily spend eight hours a day on the bridge. They should be able to work in a not only safe and ergonomic environment, but also an attractive one."



Axel Ryll
Vice President Technic
River Advice

Innovative bridge solution

"This innovative bridge solution suitable for passenger ships, tankers, cargo and other inland vessels, enables the captain not to be in an uncomfortable situation when passing a low bridge," tells Peter van Veen, Manager Inland Shipping at Alpatron Marine. "Instead, with the wheelhouse lowering, the control panels can also be electronically shifted down to a lower level providing undistracted focus and seamless operation. The ability for the captain to move to the feet rest gives an unseen and unique flexibility to fully control and guide the vessel." The design approach enables optimized viewing in the wheelhouse and full control from a sitting position – facilitating a height difference of up to 50 cm. Peter van Veen: "Within 15 seconds the controls are lowered and the captain never loses full control."



Co-operation

Flexible layout and ergonomic control are one of the leading principles in Alpatron Marine's design approach, regardless size and type of vessel. To optimize these principles, the company worked closely together with River Advice throughout the project. Axel Ryll: "In the end the solution looks simpel, but a lot of thought, research and tests went into its design. Our feedback was highly appreciated and is visible in the final product. The AlphaBridge Inland enables intuitive, comfortable operation which ultimately enhances the safety of the vessel, crew and passengers."

The design approach enables optimized viewing in the wheelhouse and full control from a sitting position.

PRESENTATION AT THE MARITIME INDUSTRY EXHIBITION

The launch of the AlphaBridge Inland took place during Maritime Industry 2018, the biggest exhibition inland shipping for the Netherlands, Belgium and Germany. "Liana Engibarjan, Captain on an inland shipping vessel and enthusiastic vlogger about everything that has to do with inland shipping, had the honors to present the new bridge design," tells Peter van Veen. "During the exhibition the AlphaBridge Inland received a lot of attention from captains and ship owners present. Peter van Veen: "A lot of generations of inland skippers visited this exhibition. And even though the oldest generation may have retired, they still like to see what kind of innovations are developed for the branch. Of course the new bridge wasn't the only product we presented at the exhibition. The AlphaRiverTrackPilot for instance also received a lot of positive feedback. In all, we can look back at an interesting and well attended exhibition."

CHANGE!

When I started at nautical academy, it was with the mindset to sail until my pension. After a consecutive internship of 10 months onboard as an apprentice and after successful graduation, I sailed as a navigation officer for 2 years only. I quit after I came to the conclusion that my professional life at sea was not particular it for me. Looking for a job ashore, I coincidentally ended up at the desk of Luuk Vroombout for a job interview. In short, I restarted my career in a new role in inside sales, at a young and dynamic supplier of navigation and communication packages onboard ships in February 1997.

Changing jobs took me out of my comfort zone and forced me to adapt in a lot of ways. Instead of instructing others I learned to ask questions and to listen to what people were trying to make clear, either by asking straight-forward questions or 'reading between the lines'. I learned to get things done for a customer by involving colleagues. I also learned to take on challenges, to think in solutions rather than obstacles. Alpatron Marine is also continuously adapting in order to keep providing the best navigation and communication solutions and after sales support available on the market for its customers.

And what about changes for our customers, changes in technology, legislation and moral standards, and consolidation of companies? As technology develops faster and faster, the operators on board, as well as the ship owners and technical managers, expect more capabilities of new equipment. Therefore, manufacturers and organizations like the IMO need to adapt in time, not to let vessels become 'dinosaurs' and to keep the profession of navigator on board attractive, as long as a live crew is still a requirement. Quicker than expected new, young companies provide disruptive solutions based on a complete new approach, using tools that were not available in the 'old days' (e.g. big data and process capacity). All developments can be good, as it means things can become quicker, more compact and efficient, safer etc. It is up to us how we deal with it.

On the other hand, not so many people like change. People prefer routine that makes them comfortable and feel secure. So how do we cope with this contradiction, change vs routine?

Change should be a part of our daily routine, as change offers opportunities to do things better and let it have a positive domino effect. This enables more choices and thus more influence on how we will achieve our goals and give meaning to our (professional) lives. Expressed in navigational term: As long as one knows the next waypoint, one can deviate to avoid an incident and return to the planned course afterwards. A 'flex' mind is a joy for a lifetime.

Hope to see you at the SMM exhibition in Germany.

WIMTOS COLUMN



Rogier van Roon
CCO
Alpatron Marine

MEET JRC/ALPHATRON MARINE AT SMM 2018

JRC and Alpatron Marine will be presenting their leading products, innovations and solutions at SMM, one of the world's largest exhibitions, held every two years in Hamburg. At the exhibition Alpatron Marine and JRC will launch the new ProLine, a total package with professional equipment, demonstrate the new AlphaBridge fitted on a multi-purpose vessel and introducing the new ready-to-assemble AlphaBridge RTA.

The ProLine package consists of a full range of mandatory or non-mandatory equipment applicable for various sized IMO and non-IMO intercoastal, workboats, tugboats and fishing vessels. A concept not seen before in the marine industry. (See page 17.)

Custom built AlphaBridge

A large part of the original and custom built AlphaBridge for a series of three

multi-purpose vessels that is currently under construction at Bijlsma shipyards in the Netherlands, will also be showcased. All three vessels will incorporate two sets of AlphaBridge consoles, placed on the fore and the aft bridge. A part of the front bridge of this versatile vessel will be demonstrated.

More on the ready-to-assemble AlphaBridge RTA which will be introduced, can be found on page 34.

We hope to welcome you at our stand. Hall B6, stand 300.

JRC

SMM

**ALPHATRON
Marine**

INVITATION

5 September at 16:00 hrs

Join us for a drink and bite

Hall B6, stand 300

FROM POLICE BOATS TO OIL RECOVERY SHIPS THE BROAD PORTFOLIO OF SET

The Schiffbau- und Entwicklungsgesellschaft Tangermünde MBH, better known as SET, is a company primarily focussed on the production of new vessels and conversions of passenger ships, police boats and cargo ships. With two sites in Gethin on the Elbe-Havel Channel and Tagermünde on the river Elbe, the company supplies services from design and shipbuilding to mechanical and electrical engineering. SET has one of the broadest portfolio of newbuilds and it is no wonder that ships from the yard can be found sailing on all the main rivers and waterways in Europe.

“SET is a company with a long history of shipbuilding. At the site in Tagermünde the story goes back as far as 1866, with the building of barges and small tugs and later steam-powered side-wheel and stern-wheel ships,” tells Olaf Deter, Managing Director of SET. Nowadays SET, which has been operating under its acronym since 2000, equally focusses on new builds as well as ship repair. Olaf Deter: “We have a very broad portfolio, especially in the new build sector: from aluminum police and utility boats to icebreakers, and from passenger and vehicle ferries to river-

cruise ships and most recently seagoing tugs, and multi-purpose and oil recovery ships. There are not many shipyards of the same size that offer such a versatile assortment.”

Special vessels

In recent years the company has noticed an increasing demand for special vessels from the public sector, especially for the sea area. “For instance the Haithabu, a coastal protection and oil recovery vessel, which we built for LKN Schleswig-Holstein Agency. To carry out operations, the ship is equipped



with sophisticated technology for oil recovery as well as a modern laboratory for the sampling and analysing of the waters and sediment,” explains the Managing Director. “Most of our projects come from within this sector. Right now we are working on two hydraulic dredgers for the German Water and Shipping Administration, as well as on a seagoing injection vessel.”

“The only way to prepare a company for the future and to survive on the market, is to be innovative.”

Olaf Deter
Managing Director
SET





Innovation

“Although there has been positive developments, the shipbuilding market is still a tough one. “The only way to prepare a company for the future and to survive in the market, is to be innovative. Looking for ways to give a ship many universal functions, for instance. SET has years of experience in ship conversions. But we’re also innovative when it comes to our designs, working actively on new system equipment as well as new innovative drive systems,” says Olaf Deter. “We appreciate partners that share our drive for innovation. Alphatron Marine is such a partner for us. Over the years they have provided us with complete navigation and communication packages for both our

inland and seagoing vessels, as well as special equipment such as survey echo sounders, VSAT systems, CCTV systems and entertainment packages. A collaboration that has always been

problem-free, competent and with a good price-performance ratio. It is with collaborations like this and an innovative mindset within our company and from our partners, that we see a positive future.”



Above: The coastal protection and oil recovery vessel Haithabu. Below: The Leysand at the shipyard. Both built at SET. Pictures with courtesy of SET.



Port of Hamburg. Picture by Lassedesignen. - Shutterstock.

ALPHATRON MARINE GERMANY

“THE GERMAN MARITIME MARKET IS VERY VERSATILE”



Holger Trecksel
General Manager
Alphatron Marine
Germany

Almost ten years ago Alphatron Marine opened two offices in Germany. The company hit the ground running with new build orders right from the start. Over the years Alphatron Marine Germany hasn't slowed down. In the meantime a third office has been opened. And even though the market is tough and the competition is strong, General Manager Holger Trecksel looks to the future with confidence, with a reliable team by his side.



“The German maritime market is very versatile,” Holger Trecksel starts off. The country borders to the North Sea and Baltic Sea and has a large network of rivers. Therefore we not only provide service and retrofits for the deep sea market but also for inland shipping.” Recently Alpatron Marine Germany commissioned a firefighting vessel for the Hamburg Port Authority. “We do a lot of newbuilding projects for public authorities and government organizations, but this was a very exciting project. We delivered a DP-system as well as a complete navigation and communication package and a very complex CCTV system with HD-IP cameras,” tells Holger Trecksel.

Location, location, location

This year Alpatron Marine Germany is celebrating its 10th jubilee. The first offices of Alpatron Marine Germany were opened in December 2008 in Hamburg and Rostock. Holger Trecksel: “Hamburg is the biggest and busiest seaport of Germany with around 9,000 ship calls per year. It is home to many German ship owners. In Rostock are several big shipyards located. Our office there mainly focusses on new build activities.” In 2014 Alpatron Marine Germany opened a third office in Leer. “Germany is a fairly big country. That’s why location is everything. From our office in Leer we offer services in the ports of Emden, Wilhelmshaven and Bremerhaven,” explains Holger Trecksel. “But our service and support doesn’t stop at the German border; it’s worldwide service and gives us the opportunity to support our customers with newbuild activities in Asia for instance.”

Change at the helm

In the near future not only new and interesting projects are awaiting, there will also be a change at the helm. “By the end of September our esteemed Managing Director Jürgen Rasmus will take his well-deserved retirement. From that moment I will take over his position. I am looking forward to this challenge. Together with the complete team of Alpatron Marine Germany we will keep providing our customers the best service and products,” concludes Holger Trecksel.

ALPHATRON MARINE GERMANY

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ALPHATRON LOCATION

Alphatron Marine Germany has a lot of different kind of customers. Therefore projects vary, from deepsea to firefighting vessels (as mentioned in the previous story). That variation makes these projects so interesting, like the newly launched pilot transfer boat 'Steinburg'

NEW ADDITION TO GERMAN PILOT BOAT FLEET

To make life easier and safer for local pilots, Germany is continuously modernizing its ageing pilot boat fleet. At the end of July the Steinburg came into service. This new pilot transfer boat, for which Alphatron Marine delivered a navigation system, will be operating the Elbe Estuary.



The Steinburg is a type AP28M pilot boat and is built by the specialist Swedish pilot tender builder Dockstavarvet. It is the second of its type to join the local pilot boat fleet. Its sister-ship Dithmarschen was delivered last December. The new steel-hulled boats, with aluminum superstructures are specially designed to meet short wave and steep swell demands on the Elbe Estuary. Both ships also meet up the demands for high speeds on approach (top speed at over 14 knots) and safe movement alongside ships and during turning manoeuvres. In the Maritime Journal Jörg Heinrich of Germany's Waterways and Shipping Administration

(WSV) was quoted: "These technically modern boats will much improve working conditions for the 420 pilots on the Elbe and in the approach waters to and from the Kiel Canal and make transfers safer."

JRC equipment

Alphatron Marine provided the delivery and commissioning of the navigation and communication. "Both vessels also received two complete one-man radar control stations, which is quite unique," tells Holger Trecksel, General Manager Alphatron Marine Germany. "The Steinburg and the Dithmarschen meet all regulation requirements for

inland waterway vessels and therefore the newest generation of equipment, like the JMA-610 radar system, were chosen." During both builds at the Dockstavarvet shipyard in Sweden, Alphatron Marine Germany supported the shipyard in communicating with the customer, the German authorities. Holger Trecksel: "Clear communication on projects like these is important to ensure that deadlines are met. We were happy we could be of assistance to our customer this way."



PROLINE – TOTAL WHEELHOUSE PACKAGE FOR THE MARINE PROFESSIONAL

During the SMM exhibition in Hamburg, Germany JRC and Alpatron Marine will officially introduce the ProLine. The ProLine is a total package with professional equipment applicable for the various sized IMO and non-IMO intercoastal, workboats, tugboats and fishing vessels ranging for <500 GT up to 10.000 GT. With the unique strengths of key manufacturers, JRC/Alpatron Marine is able to unburden customer or shipyard by globally offering a proven, complete and one-stop-shopping equipment line-up, something not seen before in the marine industry.

“We are extremely well known in the maritime market thanks to our more than 130 years in the business. The market potential for the ProLine package is huge,” starts Jeroen Kortsmits, GM Business Planning & Strategy, Alpatron Marine Group. “We have initiated the ProLine as we see plenty of opportunities in areas where we have a minor share.”

The ProLine package consists of a full range of mandatory or non-mandatory equipment. This includes the re-introduced JRC JMA-5200/5300 ProLine radar series. “This reliable and upgraded radar system is available from a non-SOLAS 2 feet radome scanner with a 21-inch display up to a MED type approved radar with 19-inch display with various selectable scanner units,” explains Jeroen Kortsmits. “From search-

light to GPS, gyro to autopilot, echo sounder to searchlight sonar and even a newly designed command chair, the comprehensive ProLine includes the most suitable products available to fit a wide range size and type of vessels. For professionals by professionals with the highest quality and good conditions.”

Availability

The ProLine package will be available via the JRC/Alpatron Marine subsidiaries in Belgium, Curacao, France, Germany, Korea, Malaysia, The Netherlands, Poland, Singapore, Spain and the USA. Jeroen Kortsmits: “Shipyards with their own or sub-contracted co-maker with trained electrical staff in these countries may also be interested to apply as reseller/partner. It is foreseen that also

JRC distributors worldwide will join in due course.” The ProLine package will be sold with a 3-year limited warranty on parts. Essentially all equipment will be delivered ex-factory and can be integrated where needed. “With direct support from the manufacturers, JRC/Alpatron Marine is now closer to the customer on a whole new level,” concludes the General Manager.

“For professionals by professionals with the highest quality and good conditions.”

Jeroen Kortsmits
GM Business Planning & Strategy
Alpatron Marine Group

WHEN I GROW UP...

On 11 July, the Center of Excellence Netherlands was visited by a national television crew. Recordings were made for the program 'Later, wanneer ik groot ben...' (When I grow up...) in which children talk about their dream job. Gideon, who just finished primary school, would like to become a captain on a freighter and was allowed to practice at Alpatron Marine on the One-man Bridge. The date of the broadcast on Dutch TV-channel RTL4 is not yet known, but the show will also be shown on YouTube.



ROTTERDAM SPORT ICONS

Alpatron Marine has become a partner of the 'Rotterdamse Sporticonen' (Rotterdam sport icons) foundation. This foundation honors Rotterdam sports heroes and wants to improve the health of children in its city by organizing free youth sporting events. Alpatron Marine is now mainly involved in the Kevin Strootman Cup.



From left to right: Ed van Leeuwen (Chairman Rotterdam Sport Icons), Bart Brom (CEO Alpatron Marine Group) and Jeroen Kortsmits (GM Business Planning & Strategy Alpatron Marine Group).

100 NEW VESSELS IN 10 YEARS

Ten years ago Christian Hochbein and Daniel Gausch took over GS Yard in Waterhuizen near Groningen, Holland. The yard flourished under their leadership: 85 inland vessels and 15 seagoing vessels were built in the last decade.

Even though the company faced hard times going through a economic crisis for six years, their hard work, commitment and the introduction of a new concept (the Sunrise-tanker), made GS Yard to the success story it is today, soon launching their 100th vessel for which Alpatron Marine provided navigation and communication equipment.

ALPHAFACTS

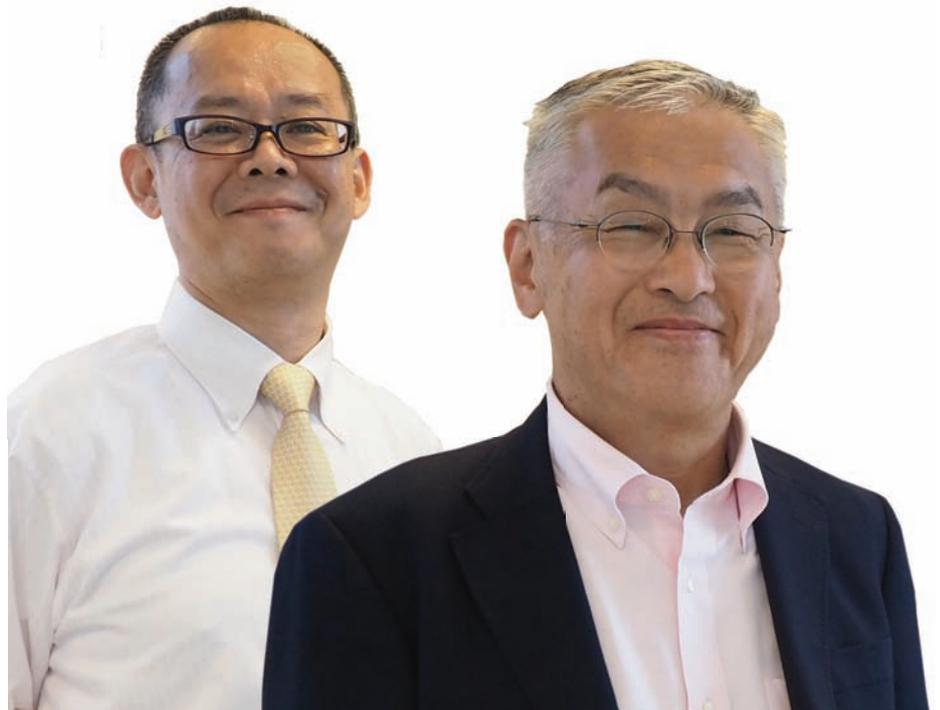
REPRESENTATIVE DIRECTOR JRC ATSUNORI SASAKI ABOUT COMMUNICATION

In a world where a lot of business is done digitally, personal contact becomes more and more important. At the end of June Atsunori Sasaki, Representative Director & Senior Managing Executive Officer and Seigo Nakamura, Sales and Marketing Manager from the JRC head office paid a visit to the Netherlands and Denmark to meet with several customers to get a feeling of what is going on on the workflow.

“To really understand your customers it is important to meet them face-to-face,” begins Atsunori Sasaki. “Seeing what is happening on the workflow makes it easier to communicate. It provides you with information you don’t get via e-mail or phone.” Together with Jeroen Kortsmits, General Manager Business Planning & Strategy and Reiji Miwa, Division Manager International of Alphasatron Marine, Atsunori Sasaki and Seigo Nakamura visited Royal IHC Shipyard in Kinderdijk and Damen Shiprepair in Schiedam. “I’ve been working for the maritime business division of JRC for many years. And in that time I have paid several visits to the Netherlands. It’s always good to do so. A lot of information and ideas are exchanged during those visits,” according to the Representative Director.

“To really understand your customers it is important to meet them face-to-face.”

Atsunori Sasaki
Representative Director
JRC



Seigo Nakamura (left) and June Atsunori Sasaki (right) of the JRC head office.

Innovative bridge solution

Atsunori Sasaki has roots in the textile branch and in the automotive section within Nisshinbo and JRC. When asked about how the branches and his experience relate to today's maritime branch, he replies: “JRC has several business divisions. And even though they are very different, they also have a lot in common. The developments in the automotive branch and the maritime branch are similar. Think of self driving cars and autonomous ships. The technology that Alphasatron Marine and JRC develop for ships could, with a

change here and there, easily be used in cars and vice versa.”

TORM

After the visit to Holland, the JRC and Alphasatron Marine delegation traveled further to Copenhagen, Denmark to visit TORM, a pure play product tanker company and one of the world's leading carriers of refined oil products. Seigo Nakamura: “We recently signed a big contract with TORM. They have ordered nine new build tankers, of which the first is to be delivered January 2019.”

MARAN TANKERS MANAGEMENT

STANDS FOR SAFE, CLEAN AND EFFICIENT TANKER OPERATIONS



The Maran Ajax, picture with courtesy of Maran Tankers Management.

The Angelicoussis Group Ltd. has a well established track record in shipping dating back to 1947. Its fleet comprises bulk carriers, tankers, LNG vessels and LPG vessels. In 1992 Maran Tankers Management (MTM) was established to manage the oil tankers of the group. MTM aims for high quality service and is fully committed to safe, clean and efficient tanker operations. Even though the company has grown exponentially over the years, and still is expanding, MTM has always maintained high standards to meet these commitments. We talked to Operations Director Giorgos Asteros about the company, high standards and navigational safety.

Maran Tankers Management manages 41 vessels and has seven more under bare boat charter with one of the 'oil majors'. "A few years ago we built the latest generation of ultra-modern large tankers, which are currently the most efficient and safe vessels in the market," tells Giorgos Asteros, Operations Director at MTM. "Our fleet meets and exceeds all environmental regulations and we've started the instalment of scrubbers in order to meet the 2020 regulatory framework for the sulfur cap. We are committed to conduct our operations in a manner that protects human health, the environment and property, as is stated in our mission."

Navigational safety

MTM is specialized in crude oil transport and with destinations like the Far East and the Indian subcontinent. Giorgos

Asteros: "We also have a strong presence in the US Gulf. Because our vessels sail all over the world, navigational safety is taken very seriously. If you look at our vessel's bridges, you can see we've planned for redundancy, have strong defenses again cyberattacks (even well before the word became a buzzword in the shipping industry) and have the ability to isolate systems if they failed while maintaining safety." Therefore the company also maintains high standards for the equipment onboard. "The Angelicoussis Group has a long history of using JRC equipment, going back to the '60s. The equipment has an excellent track record of reliability and user friendliness. We especially value the simple operation and continuity along the generations which simplifies the training requirements and ensures that our crews can use and operate critical

equipment with efficiency. We have found the same qualities in the JRC ECDIS systems and this is something of extreme value to us. The use of the ECDIS onboard ships, is perhaps the greatest paradigm shift in the history of modern navigation and as we prepared for them, we found that the JRC's ECDIS systems were both reliable and easy to use and understand."

New vessels

Eventhough the industry MTM operates in is familiar to them, it is a difficult one. Giorgos Asteros: "We are continuously strengthening in our industry and we are ready to face the new commercial and regulatory challenges of the shipping industry. Currently Maran Tanker Management has 7 VLCC's under construction at the DSME Shipyard in South Korea, where we have a continuous shipbuilding presence since the '90s. Actually the Angelicoussis group has built more than 100 vessels at the yard and we pride ourselves in having the most experienced and effective shipbuilding team in the industry. When asked if the new vessels will be equipped with JRC equipment, the Operations Director answers: "Yes, definitely! Effectively all vessels of our fleet use JRC radars and ECDIS, but also most are equipped with GMDSS and GNSS equipment from JRC. We see them as reliable partners."



“The use of the ECDIS onboard ships, is perhaps the greatest paradigm shift in the history of modern navigation.”

Giorgos Asteros
Operations Director
Maran Tankers Management



ALPHATRON BOARD HST HUDSON

The offshore wind industry is a growing industry. “Over the years the turbines have grown in size, the wind farm owners have professionalized and regulations have changed,” tells Thijs Muskens, Design & Proposal Engineer at Damen. “When we were designing a successor for the crew transfer vessel FCS 2610, we talked with companies like Siemens, Dong (now Ørsted), Vattenval and MHI Vestas to see what their requirements and wishes were. This resulted in the FCS 2710, of which the HST Hudson is the first built.”

The HST Hudson has a Twin Axe hull form, which ensures quick and comfortable transportation of passengers (and goods) to offshore locations. “But the vessel has a higher clearance between the waterline and cross deck than its predecessor, making it possible to sail in higher waves,” explains Thijs Muskens. “We also gave the accommodation a facelift: the technicians are located where ship movements are low, a view of the water surface on three sides, LED lighting and luxurious chairs. It’s now more of a comfortable space where seasickness is reduced to a minimum. In addition, the ship was built according to the latest regulations, so that it now has room for 24 (or more) passengers instead of 12.”

Thanks to good collaboration between Damen Shipyard Antalya, the engineers, the procurement department and suppliers, the HST Hudson met with the strict deadline and was ready in time for the Seawork International Exhibition in Southampton, UK, where the naming ceremony was held. The vessel of High Speed Transfers Ltd is now being deployed on a wind farm in the Irish Sea.



For the HST Hudson Alphasatron Marine delivered the complete navigation, communication and entertainment package including a new designed console with all wheelhouse electronics and power distribution build in so no need for external cabinets. Furthermore the Fast Crew Supplier is equipped with the new JMR-5400 radar, dual ECDIS, VSAT and the newly developed adaptive AlphaPilot.

VESSEL PARTICULARS - FCS 2710 | HST HUDSON

Length:	26.80 m	Speed:	up to 25 kts
Beam:	10.50 m	Range:	600 - 1,200 nm
Depth at sides:	4.30 m	Passengers:	up to 26
Draft Max:	2.30 m	Crew:	up to 8

HENK HEUVELMAN OF THE HTS GROUP GORINCHEM: “THE ALPHARIVERTRACKPILOT IS A WELCOME INNOVATION.”

The HTS Group in Gorinchem, the Netherlands, is specialized in intermodal logistic services of sea containers for over a century. On a daily basis, a fleet of 30 inland vessels transports containers from the seaports to the Lower Rhine area. During the docking of container ship the Caronia at the Dutch shipyard Gebr. Kooijman, we spoke to HTS Director-owner Henk Heuvelman and Captain Leonie van Dommelen about the first AlphaRiverTrackPilot that has been installed on the Caronia last spring.





Picture left page: The newest vessel of HTS, the Ivernia. Pictures right, clockwise: the Caronia in the port of Rotterdam, the bridge with AlphaRiverTrackPilot of the Ivernia (pictures with courtesy of HTS) and Henk Heuvelman and Leonie van Dommelen onboard the Caronia while docked.

“This ship is twelve years old and that makes the Caronia one of the oldest vessels of the company,” tells Leonie van Dommelen about family company HTS in the wheelhouse of the 135-meter long inland vessel. “In the inland waterway branch of HTS the focus is on the transport of sea containers from the seaport to the customer’s terminal. The cargo can be anything: from computers to tomato ketchup!”

The Caronia is one the first ships that is equipped with the AlphaRiverTrackPilot and according to the captain it is doing its job satisfactorily. “This fully automated course and runway control system for the inland navigation segment makes it possible to automatically run a planned series of tracks on the chart system, regardless of the weather conditions,” explains Leonie van Dommelen. “Compared to a normal river pilot,

the AlphaRiverTrackPilot calculates the required rudder output for the control of the ship and to compensate for drift.

Open to innovation

Director-owner Henk Heuvelman, who himself can be found at the helm very often, is also positive about the AlphaRiverTrackPilot, which Alpatron Marine has developed together with the German company Argonics. “Apart from the comfort for the helmsman, there are other advantages, such as less fuel consumption due to fewer rudder movements. Moreover the operating pressure for the captain is significantly reduced and onboard safety increases.”

Thinking along

The AlphaRiverTrackPilot has now been fitted on several ships within the HTS fleet. “As a shipping company, we are always open to innovations in inland shipping. In Alpatron Marine

we have found a good partner. We’ve been an Alpatron Marine customer from the very start! It is nice to work with a commissioned company that thinks along. And I have to say, the service of Alpatron Marine is always good. That is important in our branch, because we want to be available for our customers,” explains Henk Heuvelman. HTS is still growing. “We are continuously developing. Our last ship, the Ivernia, is equipped with a Nox and soot filter in anticipation of European environmental legislation. Whether it is fuel consumption or propulsion, we are investing in the future. We want to create a nice company for the next generations of Heuvelman,” concludes Henk, while he’s getting ready to go back to work in the dock.

ALPHATRON MARINE USA AT IMX

From May 21-24, 2018 the 5th annual Inland Maritime Expo (IMX) took place at The Dome in St. Louis. This tradeshow is for the inland and intracoastal marine transportation industry. At IMX, equipment and services that are critical in the transportation of goods along the U.S. waterways were showcased. Of course, Alpatron Marine and JRC were present.

“The organization of the event speaks of a ‘great success’,” tells Alex Giménez, General Manager Alpatron Marine USA. “And I agree. Visitor rates were up. Not only at the event, but also at our booth, where we showcased our full line of inland products such as our JMA-610 River Radar and our Basicturn Swing Meter. We also demonstrated the AlphaBridge, which got a lot of attention. It was an exhibition which

gave us the opportunity to present and demonstrate our inland products, build relationships with existing customers and meet new players in the market.”

More exhibitions

Alpatron Marine USA will be present at two other major maritime exhibitions this year. “From 18 - 20 November, we will be at booth 1124 at the Pacific

Marine Expo (PME) in Seattle where we will showcase our products aligned with the fishing market, such as our solid state radar and our sonars. And of course, we will also be present at the International Workboat Show, 28 - 30 November in New Orleans. Come by and visit us at booth 1733. There we will show our newest ProLine package for the first time in the USA,” ends the General Manager.





Alex Giménez
General Manager
 Alpatron Marine USA

Alpatron Marine USA in Houston is one of the four worldwide centers of excellence to offer local sales, marketing, training, technical support, onboard service (repair and inspection) and distributor management for the Americas. “We are responsible for both North and South America as well as a part of the Caribbean,” explains Alex Giménez, General Manager Alpatron Marine USA. “That means we are dealing with many different nations and also all kinds of different markets. For instance, Peru has a very large fisheries market, while in Colombia the focus is more on the inland market. It’s no wonder we are involved in a wide variety of projects. In the last issue you could read about our trials with JRC’s new JFS-280 sonar on fishing vessels in Dutch Harbor, Alaska. We’ve also been heavily involved in the inland shipping market in the USA. Our Basicturn Swing Meter has been developed specifically for the inland river market. It has been well received in the USA due to its tough design, functionality and ease of use. With our continued focus and support, we are looking forward to becoming the market leader.”

Just like at all other Alpatron Marine and JRC branches Alpatron Marine USA values innovation. “We keep a close eye on changes in the market, regulations, and listen to the wishes of our customers. That’s how we got involved the fishing markets in both Alaska and Peru,” tells the General Manager. “In the coming months, we will have continued focus on the inland and fishery markets, always keep close to the customers to better understand and meet their needs.”

ALPHATRON MARINE USA AWARDED DNV-GL CERTIFICATION

In May of this year Alpatron Marine USA was awarded their full term certificate for GMDSS radio survey and VDR annual performance tests (APT’s). With this certification the company has completed the ‘top five’ class society audits.

Alpatron Marine USA is now approved surveyor for ClassNK, ABS, Bureau Veritas, Lloyd’s Register and DNV-GL, allowing the company to assist to more vessels when it comes to the annual surveys and APT’s.



DAIKICHI KAKUTA, DIVISION MANAGER JRC ASIA: “WE ARE FACING NEW CHALLENGES.”

He likes to sell something new. Daikichi Kakuta who joined JRC in 1999, is Division Manager JRC Asia. At the Center of Excellence in Singapore he focuses on new products like the AlphaEye and the future generation NeCST route planning station. “This interactive chart system allows ships’ captains and officers to easily plan routes on a 46-inch touchscreen which is connected with ECDIS to transfer your route aboard. It also improves bridge resource management more efficiently and supports the ships digitalized,” explains Daikichi enthusiastically.

“We need to develop our products globally as much as possible, but not exactly the same!” Daikichi continues. Think global, act local is his credo. “You have to work on the benefits of the combination. Not every continent is the same. And what to think of the individual countries? It is the same with the integration of JRC and Alphatron Marine. We started with a friendship and after the engagement, the marriage followed. Now that we’ve seen the differences between two partners, we are working on the strength of a marriage; making each other stronger. We are facing new challenges!”

Business strategy, visiting customers and distributors, promoting and branding take up a large part of Daikichi’s time.

But when he is not working, the Division Manager JRC Asia loves to spend time with his wife and twelve-year-old son. “Now that we are living in Singapore

we go a lot to the beach and travel to countries like Vietnam and Thailand,” he ends.



Daikichi Kakuta
Division Manager
JRC Asia



MEET RK DHARAN

For almost a decade RK Dharan is a familiar face at Alpatron Marine Systems. We talked to the Manager Projects & Engineering about his work.

“I joined Alpatron Marine Systems in 2009”, RK Dharan, begins to tell. “Back then I started as an engineer. My job was different every day: installing, servicing or repairing equipment on board all kinds of vessels for customers in various market segments. Not just in Singapore but also abroad. I really loved working as an engineer; I am a person who always needs to keep his hands busy.”

Big projects

Over the years RK Dharan learned a lot on the job and within the company. It gave him the opportunity to grow within Alpatron Marine Systems. RK Dharan: “Today I am Manager

Projects & Engineering. A job full of challenges, but it is what I like to do: solving problems, big or small. Together with my team of six engineers we are involved in big projects. We recently delivered a complete integrated bridge system for a ferry for the Dutch company Doeksen, which is built at Strategic Marine Vietnam. We are also involved in the construction of a dredging vessel at Royal IHC yard in China. Although my daily activities (from sales to technical support to customers and engineers) are different than before, I can still be found onboard vessels quite often. But nowadays it’s for only final inspections or to meet with clients.”

YNDIRA OLLARVES JOINS THE SERVICE TEAM OF ALPHATRON MARINE SYSTEMS

Since last February the Service team of Alpatron Marine Systems has a new team member: Yndira Ollarves. The Manager Service Coordination moved from Maracaibo in Venezuela to work at the Center of Excellence in Singapore.



“Moving halfway across the world for a job was quite the adventure to say the least”, tells Yndira Ollarves. “But it was a great opportunity and I haven’t regretted it for a second. Singapore has a mixture of many different cultures and all are treated equal. It is very nice. Also my colleagues are a great team to

work with. I am starting to feel quite at home.”

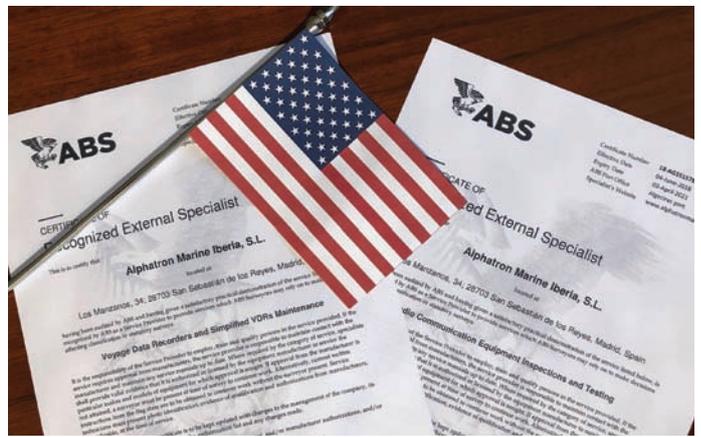
Challenge

When asked about the challenges of her job, she answers: “Both JRC and Alpatron Marine are worldwide players. I worked for a JRC-dealer before moving

to Singapore. It doesn’t really matter where you are in the world, the service provided by both companies are the same everywhere! The challenge is to make sure the level and quality of service is equal everywhere as well. You have to keep your feet on the ground; there is always room for improvement.”

ALPHATRON MARINE IBERIA GRANTED ABS CERTIFICATION

In July Alphatron Marine Iberia has been granted ABS certification for VDR APT, radio/GMDSS and AIS annual surveys. This is the fourth class society audits AMIB has completed after ClassNK, Bureau Veritas and Lloyd's Register. DNV-GL certification is next in line.



AMIB'S SECOND YEAR CELEBRATION IN HIGH SPIRITS

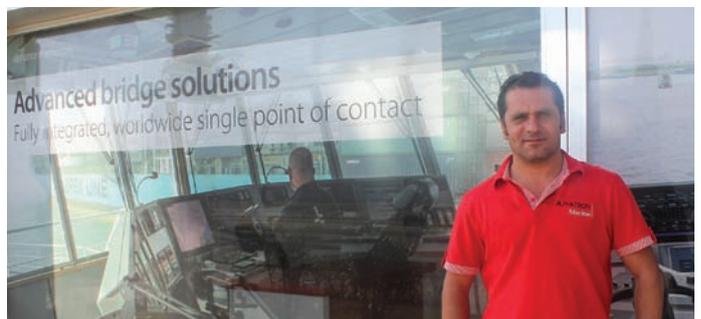


Alphatron Marine Iberia staff celebrated the company's second anniversary. The gathering took place in the town of Denia, Alicante and included a general meeting in which results of the company were overviewed and a full day of sailing. The sailing experience was an excellent chance for AMIB's staff without a marine electronics background to learn and see with their own eyes how radar, AIS, speedlog, VHF communications and other marine electronic functionalities work in real life.

COOPERATION WITH ZET ELECTRONICS IN TURKEY

In the Antalya Free Zone, Turkey, our dedicated project partner 'ZET Electronics' has its base to commission several new built projects for Damen Antalya. With the growth of projects in Damen Antalya the demand to have a local partner also grew. Since the beginning of 2016 the cooperation between Zafer Topçu, owner of 'ZET Electronics' and Alphatron Marine started.

Zafer Topçu is a proud partner and aims to provide a high quality of service and increase the quality level with the support of Alphatron Marine. Together with Engineers Yunus Demir and Caglar Kagan they form the 'Alphatron' team. The latest new built project HST Hudson, a Fast Crew Supplier 2710 vessel (see page 22), has been supplied with the latest AlphaPilot, dual ECDIS, JRC's newest JMR-5400 black box radar and VSAT terminal. Arjan de Wit, Installation & Commissioning Engineer flew to Antalya to commission the AlphaPilot and to complete the commissioning together with Zafer's team.



ALPHAFACTS

SUCCESSFUL DEMONSTRATION OF THE ALPHAEYE

The three-masted training ship 'Dar Młodzieży' of the Gdynia Maritime University is on an around-the-world voyage to celebrate Poland's 100th anniversary of regaining its independence. In June the ship visited the port of Szczecin to take part in the World Maritime Days 2018. It was a good opportunity for Alpatron Marine Poland to present and demonstrate the AlphaEye to the crew.

"The AlphaEye is a great remote support tool that contributes to safety at sea on a whole new level," says Arkadiusz Płowczyk, Customer Support Coordinator at Alpatron Marine Poland. "It enables the crew onboard a vessel to call through a dedicated (satellite, 3G or 4G) communication link directly to the expert in the Alpatron Marine office and inform us of any issues they are facing through live audio and visuals. We were able to show the crew of the Dar Młodzieży its performance and functionality in a demonstration." The demonstration of the AlphaEye received positive feedback from the Master and Chief Officer. Arkadiusz Płowczyk: "We showed the crew how a session can be established, how you can send video and audio between ship and shore and how to send technical documents directly to the user.



Arkadiusz Płowczyk (left) demonstrating the AlphaEye on board the Dar Młodzieży with Master, Captain Ireneusz Lewandowski (middle) and Chief Officer Wiesław Suchocki (right).

When you see the AlphaEye at work, you can see its potentials and give you ideas on usage of the device on board."

After the demonstration the delegation of Alpatron Marine Poland, who is an exclusive distributor for WEMPE marine clocks and ship's time systems, presented Captain Ireneusz Lewandowski with a striking clock. Its inscription wishes the vessel and every crew member many happy returns.

ALPHAEYE

With the AlphaEye, the crew on board can call through a dedicated communication link directly with Alpatron Marine or a 3rd party manufacturer's expert, and provide a real-time audio and video support session. With guidance from the on-shore expert, error analysis and problem solving can be achieved in a very short timeframe, reducing cost for travel and possible downtime for the vessel. AlphaEye is optimized for low-bandwidth and high-noise areas such as the engine room. An easy-to-install Powerline data-over-power is available to assure WiFi connection on the whole vessel.



ELCOME NEW SALES AND SERVICE REPRESENTATIVE IN EGYPT

Since last spring Elcome Marine Technologies has been appointed as full sales and service representative for JRC and Alpatron Marine products in Egypt. The companies have signed an agreement that covers all market segments, from high seas and offshore to work-boat and from megayachts to government, military and coast guard customers.

Founded in 1969, Elcome International LLC is a diversified turnkey solutions provider of marine electronics, electrical and safety systems for the world maritime industry. Elcome's Egypt branch office, established in 2016, is strategically located inside Port Tawfik Free Zone at the southern entrance to the Suez Canal. The office is staffed with service engineers who are certified to provide class-approved radio surveys, VDR

GENERALMARINE OFFICIAL DISTRIBUTOR 'WE SHARE A SIMILAR VISION'

JRC and Alpatron Marine have expanded their vast and professional network with a new Italian distributor: Generalmarine. This company with over 50 years of experience on the marine electronics market is specialized in maritime and satellite communications as well as navigation equipment.



"We present ourselves as provider of the most popular and professional range of maritime systems by world famous brands," states Emanuele Burlando, Managing Director of Generalmarine. "The presentation of our company is paramount. Therefore leading names like JRC and Alpatron Marine cannot be absent from our list of partners. The cooperation between us and them has

Picture left with courtesy of Generalmarine. Picture right: Emanuele Burlando.

annual performance tests, shore-based maintenance for EPIRBs, and service and repairs for Alpatron Marine and JRC products and systems. The company also maintains an extensive stock of products and critical parts, ensuring rapid response times and eliminating customs delays for ships navigating the Suez Canal.

Good working relationship

“We originally signed a sales and service agreement with JRC and Alpatron Marine in 2015 covering the Middle East, India and Sri Lanka,” tells Sandeep Zutshi, General Manager of Strategic Projects

at Elcome International. “Now we can provide the same high level of sales, service and technical support in Egypt as well.” David van Luitelaar, Area Sales Manager, JRC and Alpatron Marine International: “Elcome has proven to be a splendid partner for our suite of JRC and



Alpatron Marine products and systems in other regions. We look forward to building on that partnership with the new agreement for Egypt.” Elcome will sell and service the full range of JRC and Alpatron Marine navigation, communication, internal communication and CCTV systems.

Signing of the Memorandum of Understanding (MoU) with f.l.t.r.: Al Hassan Atef Mohamed (Service Engineer), Mohamed Sayed Kotb (Branch Manager), Azhar Hasan Ahmed (Assistant Manager Operations), Abdel Rahman Saad (Accountant) and David van Luitelaar (Area Sales Manager | EMEA division).

grown over the last year, ending in the appointment of official sales and service distributor for JRC on 1 May 2018.”

Iron strong equipment

Generalmarine has a network of 15 specialized centers located at strategic harbors and marinas around Italy. “From here we provide high quality service and products for different market sections,” explains Emanuele Burlando. “Our main focus is on the deep sea market – for instance we have a longtime partnership with the major shipping companies – but we also offer a complete range of highly professional equipment for the fishing, yachting and tugboat markets.

Markets for which JRC and Alpatron Marine deliver iron strong equipment.”

Simular vision

“We don’t only have corresponding markets, we also share a similar vision. Just like JRC and Alpatron Marine we target at high quality service: from well

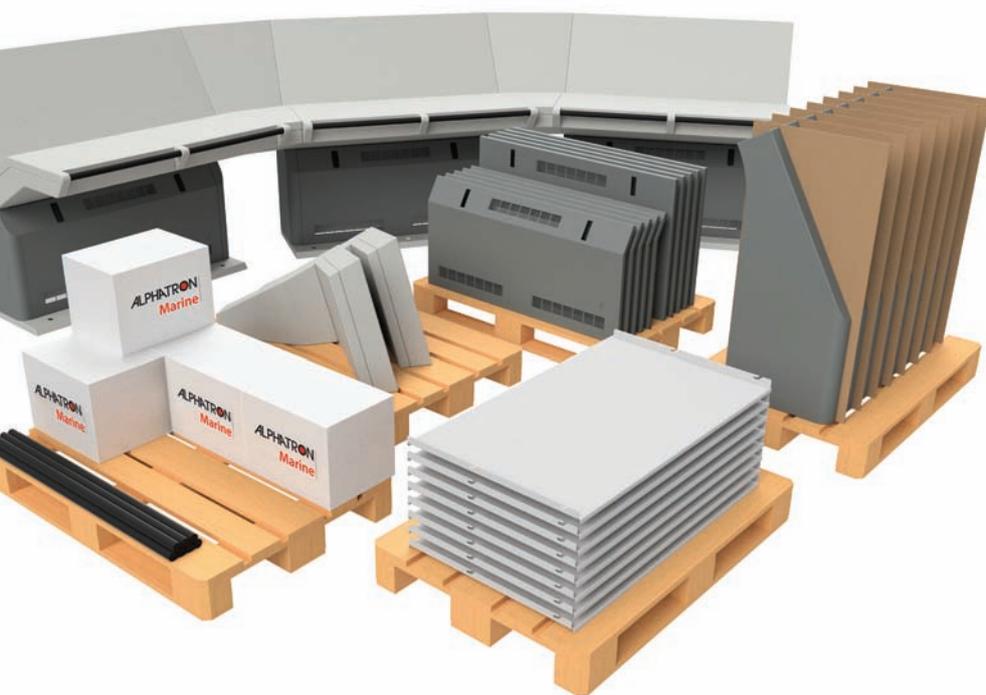
trained technical staff who are always up-to-date with the newest technologies, to fast turn-around times for spare parts. We’re always doing our best for our customers and partners, and we are excited to do our best on the market for JRC and Alpatron Marine,” concludes Managing Director Emanuele Burlando.

“Just like JRC and Alpatron Marine we target at high quality service: from well trained technical staff who are always up-to-date with the newest technologies, to fast turn-around times for spare parts.”

Emanuele Burlando
Managing Director
Generalmarine

THE READY-TO-ASSEMBLE ALPHABRIDGE RTA

Technology should make bridge operation easier. That's the ethos at Alpatron Marine. With our new bridge concept, the ready-to-assemble AlphaBridge RTA, we offer great lengths of flexibility to integrate sophisticated navigation, communication, automation and control systems from a diverse portfolio of technology, for any class and size of ship.



“The AlphaBridge RTA will officially be introduced during the forthcoming SMM exhibition in Hamburg, Germany,” tells Product Manager Hans Koppe. “This integrated bridge concept, usually pre-assembled in one of the workshops, is now available as a full component package and ready-to-assemble, comprising of all required materials and drawings for economic and efficient shipment and assembly in the country of the vessel's construction.”

Benefits

Construction times of ships are getting shorter and shorter. “We like to get involved

at an early stage, but more often we do receive the important information needed for the bridge only late in the building process. If we were to start constructing the consoles when all information is present, we would be short of time,” explains Hans Koppe the thought behind the design. “It can also easily take up another 6 weeks if the end product needs to be transported overseas. That could lead to the planning getting stuck or opt for flying in the consoles. Either way it will create extra costs.” With the new AlphaBridge RTA construction of the consoles can be started without having the exact front panel layout.

Hans Koppe: “Complex parts are on (local) stock for fast delivery. Plus the design is compact and cheaper to transport. With this bridge we're setting a new standard.”

Layout proposal

“The AlphaBridge RTA concept maybe seen as standardizing, but without losing flexibility,” adds the Product Manager. “Complete standardizing isn't possible: no two vessels are the same and neither are the wishes of our customers. That's also why we like to get involved in the process at an earlier stage. Before we are commissioned or even before a shipping company has selected a yard, we can make a proposal for the layout of the bridge without any obligation. It is part of the service of Alpatron Marine and it gives us the chance to maintain the high quality standards our customers are accustomed to.”

For more information on the AlphaBridge RTA, contact us via: deepsea@alpatronmarine.com

ALPHATRON ON THE JOB

RUBEN ZURILLA

SERVICE MANAGER



Working in an industry that is global, Rubén Zurilla always knew there was a possibility that he would have to move to another country for his work. When he got the opportunity to work for Alpatron Marine in the Netherlands, he took it and traded Algeciras, Spain for Rotterdam. Since the start of May he is the new Service Manager.

“Installation and repair of navigation and communication equipment, annual surveys, service contracts and much more. It is all a part of ‘Service’ at Alpatron Marine. It is not just ‘After Sales’, as a lot of people mistakenly believe that it is the only thing we do around here,” Rubén Zurilla begins to explain with a smile. “The Service team consists of a coordination team, a group of technicians and a logistics department. Together we provide our customers with the equipment they ordered and assist them in keeping it in working order. Customers expect from us to be true problem solvers: from arranging that the right people are in the right place at the right time, to finding out where the technical problem lies. It can be challenging at times, as each service request is different and no ship is the same.”

Responsibilities

“As Service Manager I am foremost responsible for the quality of service the department offers. But also for the financial side of things within the department. I look for possibilities of improvement on all fronts,” tells the manager. “I have to say I got very lucky with my team. Not only from a professional point of view, but they also made me feel at home at the company from the very start.”

Life in Holland

Since mid-July Rubén Zurilla’s wife Begoña and his 5-year-old daughter Carlota have joined him in Rotterdam. “We were dreading the weather before we came over, but we are really loving the Netherlands,” says Rubén Zurilla. “When we were still living in Valencia, where we originally come from, we would rent a sailing boat each summer. I am looking forward to do the same thing here and explore the many lakes and rivers. But I am also looking forward to the normal things in Holland, like bringing Carlota to school on the bike.”

SERVICE DEPARTMENT

In order to comply with customers’ requirements and to keep up the quality level of service offered, the coordination team of the Service department in Rotterdam has been expanded with three more coordinators. “Additionally, we are also looking for service engineers,” tells Ruben Zurilla. “Experienced engineers, but also junior engineers which will be provided with internal training.” For more information: www.alpatronmarine.com

ENVIRONMENT

TEHCROSS TREATS INVASIVE MARINE SPECIES IN BALLAST WATER WITH ELECTROLYSIS TECHNOLOGIES



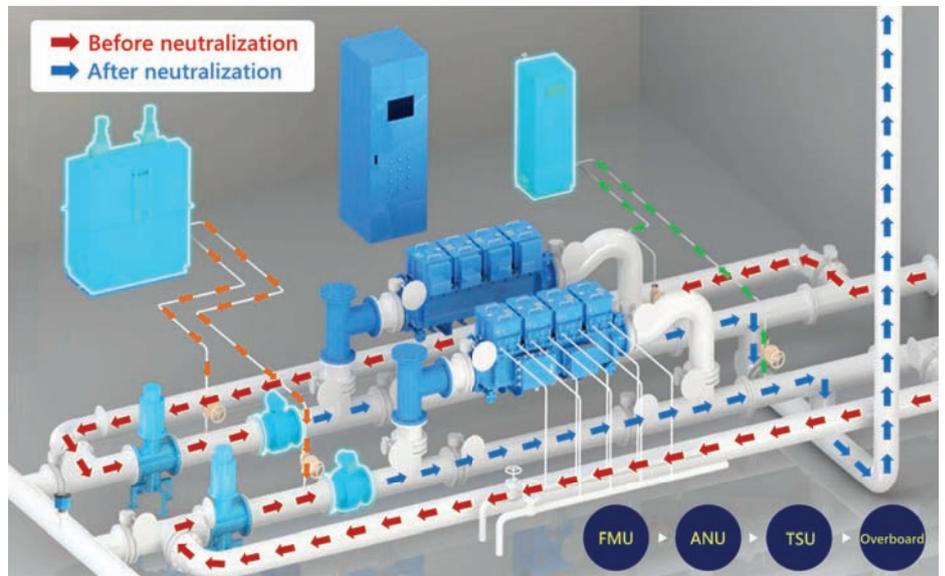
Ballast water is essential for safe and efficient modern shipping operations. It reduces stress on the hull, provides transverse stability, improves propulsion and manoeuvrability. But with ballast water taken on board also thousands of aquatic or marine microbes, plants and animals are carried across the globe. Untreated ballast water released at the ship's destination could potentially introduce a new invasive marine species with devastating consequences for the local ecosystem. The Korean company Techcross is global leader when it's comes to Ballast Water Management System (BWMS). They treat invasive marine species in ballast water with electrolysis technologies since the IMO BWM Convention was adopted in 2004.

The spread of invasive species is now recognized as one of the greatest threats to the ecological and the economic well-being of the planet. "The effects in many areas of the world have been devastating. Quantitative data show that the rate of bio-invasions is continually increasing and new areas are being invaded all the time," explains Martin Luitwieler,

Director Techcross Europe. “Techcross started in 2000. Our system is designed to meet the IMO regulations and other most stringent legislation worldwide. Because even though IMO set the guidelines, the regulations have not yet been signed by every country. The United States, for example, have their own regulations that are even more strict. However, the system that Techcross has developed meets the most stringent requirements which includes the USCG.”

Unique system

Techcross is the only company worldwide that supplies a full flow electrolysis system without a filter. “The trick of the trade is in the particular alloy on the electroplates. This means we can work without filters and the ballast water can be treated more easily and quickly. We do not use UV nor chemicals to treat ballast water, just electricity and salt water,” says Martin Luitwieler. With the headoffice and a large factory in Busan, Korea and offices in the Netherlands, America, Singapore and China, Techcross is involved in the still young industry of purifying ballast water worldwide. Martin Luitwieler: “It is a complicated business because you’re not only dealing with product development, but also



Compact B Type with four units by Techcross.

FACTS & FIGURES

Scientists first recognized the signs of an alien species introduction after a mass occurrence of the Asian phytoplankton algae *Odontella (Biddulphia sinensis)* in the North Sea in 1903.

TECHCROSS IS THE FIRST BWTS RECEIVED IMO BASIC APPROVAL AND TESTED FOR FLOW RATES FROM 150 UNTIL 12,000 CUBIC METERS PER HOUR.

with legislation and the environment. The legislation keeps being postponed. But from 8 September 2019 ships renewing their IOPP certificate must comply with the so-called D2 standard. In order to meet these requirements, ballast water must be treated on board or must be handed in at the port of call. Worldwide, all ships must comply with the D2 standard between 8 September 2019 and 8 September 2024.”

“We do not use UV nor chemicals to treat ballast water, just electricity and salt water.”

Martin Luitwieler
Director
Techcross Europe

Innovations

The legislation was delayed many times. But in the meantime, Techcross did not stand still. Where the first system consisted of 9 units, the compact B Type (see picture) developed in 2013, only has 4 units. “It is one innovation after another. We like to work together with external parties such as Alpatron Marine. The implementation of remote monitoring is important to us; we developed software to monitor everything from Busan as good as possible. Alpatron Marine supports us by taking care of the shore connection. But Alpatron Marine can also be of service to us with the AlphaEye. Thanks to the AlphaEye, we can guide service engineers other than our own from a distance and thus help customers quickly in even the most hard to reach places in the world,” concludes Martin Luitwieler.

POSIDONIA EXHIBITION: A SUCCESSFUL EVENT

The Greek maritime market is an important one. The country's shipowners hold the world's major shipping fleet. It's no wonder that after half a century the Posidonia exhibition in Athens holds a leading position on the international events calendar. From 4 to 8 June 2018 over 23,000 visitors crowded the stands and attended the many events at the Metropolitan Expo. JRC and Alpatron Marine were part of the 2,009 companies exhibiting at Posidonia and they look back at a successful event where a lot of old and new hands were shaken.

"Even though the exhibition hosts thousands of people from over 98 countries and territories, you cannot help but spot a lot of familiar faces in the crowd," says Anna Marini Sales Manager EMEA Division. "The crowd, a mixture from old relations and potential clients to ship owners and technical managers, visited the exhibition to see all the different projects and solutions. It is always a very interesting exhibition with a lot of possibilities."

Good combination of characteristics

Over the years JRC gained a significant share in the very competitive Greek market. "However, Alpatron Marine products are still fairly new here. The combined stand was therefore an excellent opportunity to show the good combination of characteristics of both companies and making the Alpatron Marine brand more recognizable," explains the Sales Manager. At the stand the NeCST demonstration attracted a lot of attention. Anna Marini: "Visitors showed a lot of interest in the working of the route planning station. People come to the exhibition to see new and innovative products. The future generation NeCST is a good example of pioneering and innovative work."

VAR Agreements

During the exhibition JRC and Alpatron Marine signed the Value Added Reseller (VAR) agreements for Inmarsat's Fleet Xpress solution with two important parties: Speedcast International Limited and Navarino. "Navarino has worked with JRC for many years and we are delighted about this agreement," comments Andreas Dimitriadis, Director of Strategic Partnerships, Navarino



Anna Marini
Sales Manager
EMEA Division

AGENDA EXHIBITIONS

SMM

4 - 7 September 2018

Hamburg, Germany

Stand number: 300 (hall B6)

HOLLAND FISHERIES EVENT

5 October 2018

Urk, The Netherlands

Stand number: D32

OFFSHORE ENERGY

23 - 24 October 2018

Amsterdam, The Netherlands

Stand number: 1.001-15

EURONAVAL

23 - 26 October 2018

Paris, France

Stand number: C64

METS

13 - 15 November 2018

Amsterdam, Netherlands

Stand number: 10.618

PACIFIC MARITIME EXPO (PME)

18 - 20 November 2018

Seattle, USA

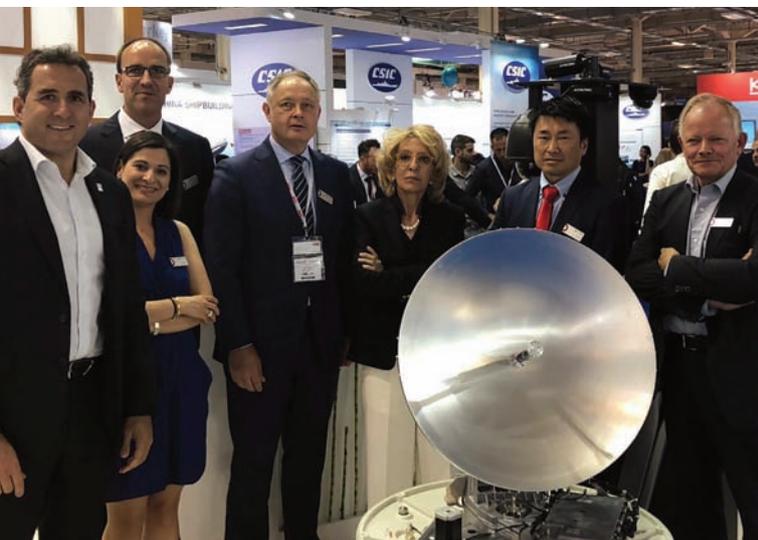
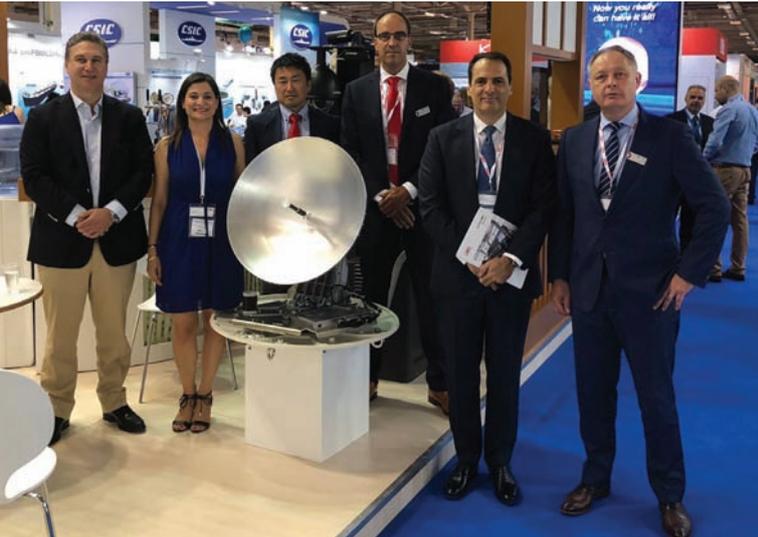
Stand number: 1124

INTERNATIONAL WORKBOAT SHOW

28-30 November 2018

New Orleans, USA

Stand number: 1733



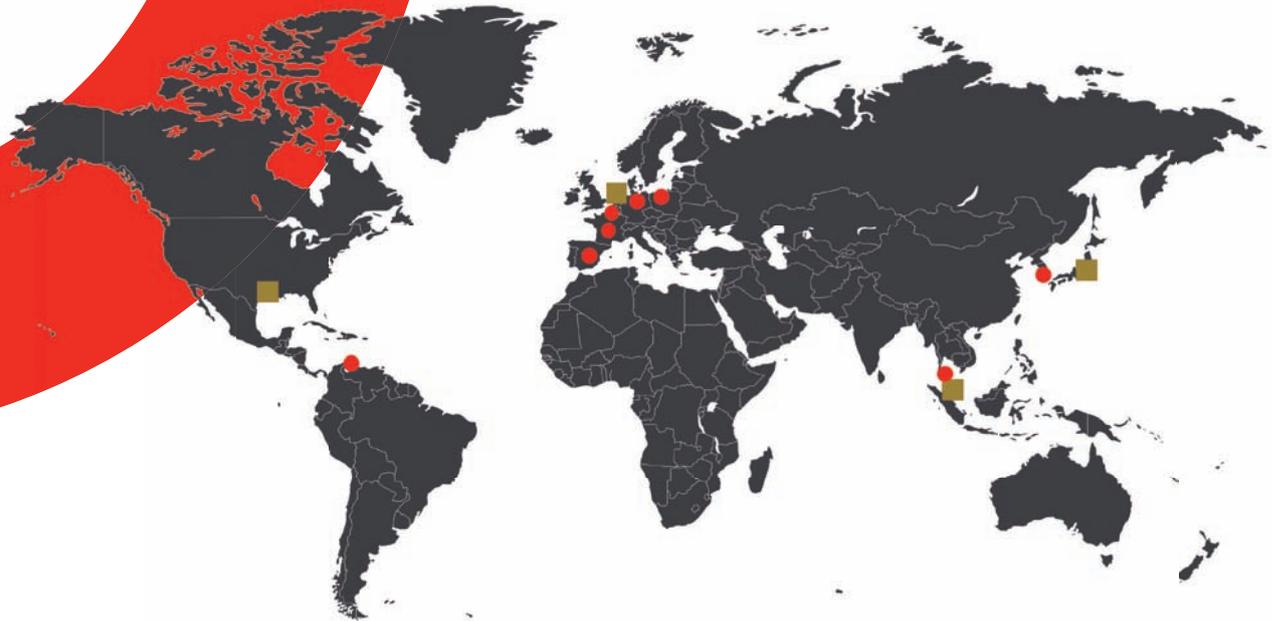
Top picture, f.l.t.r.: Andreas Dimitriadis (Navarino Group), Anna Marini (JRC/Alpatron Marine), Reiji Miwa (Alpatron Marine Group), John van Gelder (JRC/Alpatron Marine), Dimitris Tsikopoulos (Navarino), Bart Brom (Alpatron Marine Group). Bottom picture, f.l.t.r.: Pierre-Jean Beylier (Speedcast), Anna Marini (JRC/Alpatron Marine), John van Gelder (JRC/Alpatron Marine), Bart Brom (Alpatron Marine Group), Athina Vezyri (Speedcast), Reiji Miwa (Alpatron Marine Group), Luuk Vroombout (Alpatron Marine Group).

Group on the agreement. "As one of the leading manufacturers of satcom equipment, JRC's products are a natural fit for us. Their pioneering approach and track record for reliability are well known throughout the industry and we are looking forward to working evermore closely with them to together bring unique, innovative solutions to the maritime market." Athina Vezyri, Executive Vice President Maritime of Speedcast is also pleased with the partnership: "Expanding our Fleet Xpress terminal portfolio enables us to give our customers more choices when choosing the terminal that is right for them."

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

OUR LOCATIONS

- Belgium
 - Curaçao
 - France
 - Germany
 - Japan
 - Korea
 - Malaysia
 - ● The Netherlands
 - Poland
 - ● Singapore
 - Spain
 - ● USA
-
- Centers of Excellence
 - Alphatron Marine locations



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