

ALPHATRON

Marine Magazine

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30 YEARS OF ALPHATRON MARINE
“INNOVATION IS IN OUR DNA.”

COLOPHON

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PROFILE

Alpatron Marine is a world renowned supplier of integrated bridge solutions, representing a number of major industrial brands, alongside manufacturing unique complementary products to the **JRC** portfolio. With full support from Centers of Excellence in Tokyo, Rotterdam, Singapore and Houston, the combined synergies bring quality and innovation to owners, operators and shipyards, redefining the future of ocean, offshore and river navigation.



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30 years of Alpatron Marine. An interview with co-founder and President Luuk Vroombout about innovation, the 'human touch in technology', about entrepreneurship over the past three decades, and of course about the future.

Read more about it on page 4.

ALPHATRON

We are coming to you!

As long as water flows, there will be shipping. And as long as there are people, there will be transport streams. Even in the time of corona. But it is certainly not easy at the moment! The maritime industry is currently taking a big hit. Our company has also been affected, particularly in countries under full lockdown or severe restrictions. Despite various types of limitations, we are striving to provide the service you have come to expect from us. To do so, we are making grateful use of the innovations of recent years, such as the AlphaEye that we introduced years ago, which enables us to provide maintenance and advice remotely. Thanks to this probate tool, ships can continue to sail without receiving a physical Electronic Engineer on board. Who would have thought that four years after its introduction, the AlphaEye would now be deployed on a large scale during the corona crisis? The system is keeping our helpdesk busy. Even newly built ships have been partly commissioned remotely under AlphaEye supervision. The current times call for different, and above all innovative, solutions. Of course, not everything can be solved remotely, but in combination with our combined RMS and J-Cloud solutions, we are going further than ever imagined.

Although ship crews actually prefer not to see us physically on board right now, we still do make ship visits. Of course, we exercise full caution when doing so. For safe shipping, however, we need to be on board to keep the navigation and communications equipment up to date and therefore reliable. In short, JRC | Alpatron Marine is coming to you. This is the old slogan of a Dutch television station that neatly sums up our current approach. That is how we will be introducing our new JMA-611 RiverRadar during a tour of our brand new demonstration bus, including rotating radar antenna on the roof. The bus, which also carries the entire AlphaLine for inland shipping and can give demonstrations of the AlphaBridge Inland, will visit all inland shipping related European countries. From a safe distance, we will introduce those interested to these products right on the customer's doorstep, if desired.

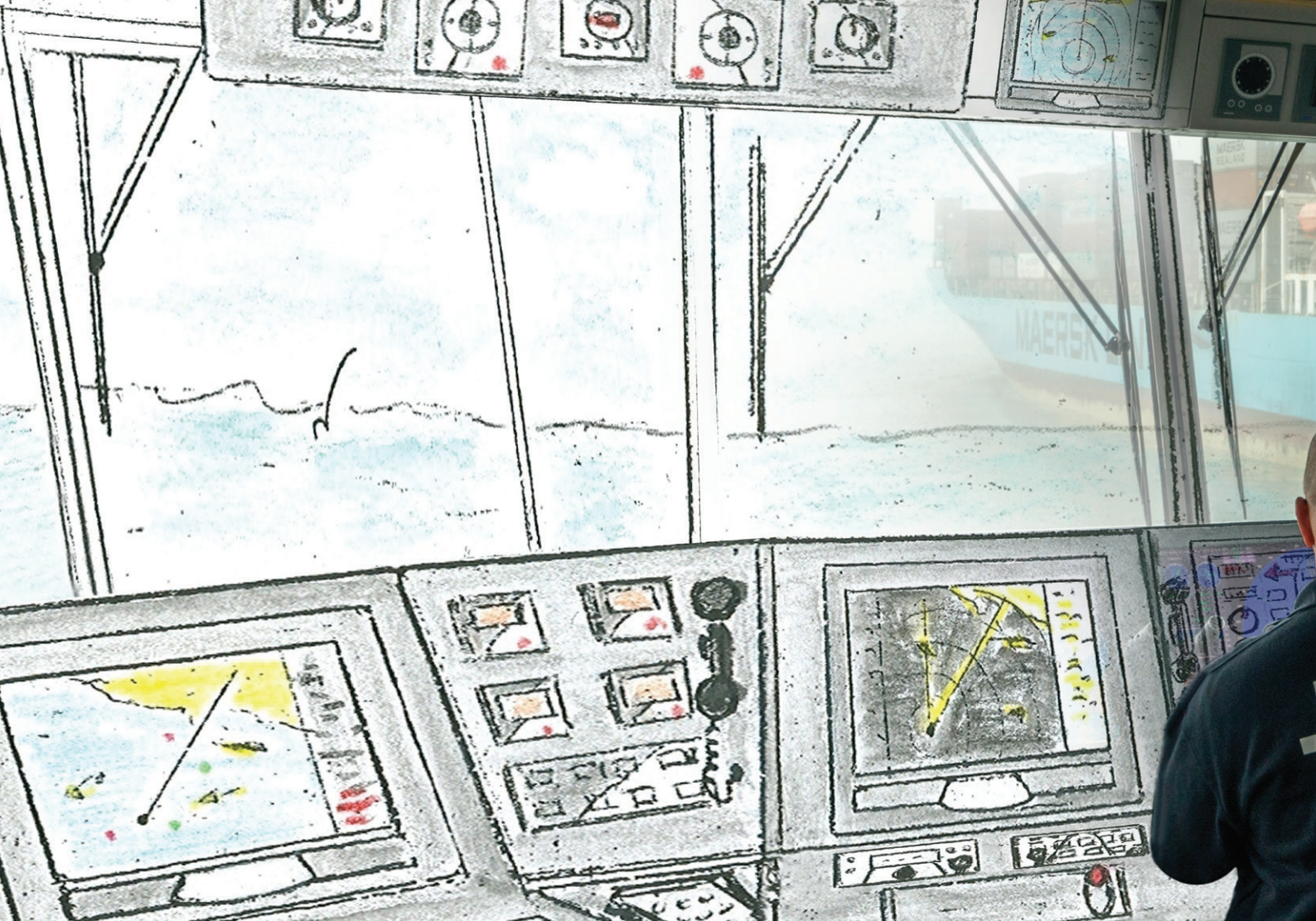
JRC | Alpatron Marine is not willing to resign itself to the situation. You can read that in this extra thick edition in which we reflect on thirty years of entrepreneurship we bring many personal stories of employees and business relations. Stories from our original customers, but also about innovations that the world demands in 2020. Along with all those video meetings, we want to catch up with you in a warm manner with this tangible magazine. Have fun reading!

Warm regards,

Luuk Vroombout

President Alpatron Marine Group





30 YEARS OF ALPHATRON MARINE “INNOVATION IS IN OUR DNA.”

Alphatron Observation & Communication was founded in September 1989. After changing its name to Alphatron Marine, the company grew into a global player with 450 employees and Centers of Excellence in Rotterdam, Tokyo, Singapore and Houston. “But you should never assume that you are where you want to be – you should always keep your sensors on,” says co-founder and President Luuk Vroombout decidedly. We spoke with him about innovation, the ‘human touch in technology’, about entrepreneurship over the past three decades, and of course about the future.



Picture above: From idea to AlphaBridge, below: Dick Slingerland (left) and Luuk Vroombout.

"I used to travel around the world with only a tool box under my arm. For example, on Friday, I would board a ship in Vlissingen (the Netherlands) and a week later, step onto a wharf in Egypt with my bag – without any money or vaccinations, for example. Well, you learn to climb in situations like that, reminisces Luuk Vroombout, thinking back to his days as an employee of Internationale Navigatie Apparaten (INA). After working for INA for sixteen years, Luuk Vroombout literally and figuratively felt sick to his stomach about the straightjacket that he had ended up in. "I had learned a great deal, but I wanted to work more independently. On top of that, INA was no longer privately owned, and you could no longer feel any passion in the company after its acquisition by a listed corporation. I wanted to start out on my own – that much was clear to me and my wife Leny. But that was easier said than done. I would need money for

this and I was bound by a competition clause. Pim de Lange, the then-director of Stoomvaart Maatschappij Zeeland (later Stena Line), gave me the final nudge in the right direction. He said: 'Are you crazy? Surely you won't let anything hold you back? Just start somewhere!'" ►



Starting to pick up

"I met Dick Slingerland while attending a Business Economics evening course at the HES (school of economics and business). He already had a company of his own, Alpatron, which was located at the Brainpark in Rotterdam. A few months later, when I was introduced to his company, I met an enthusiastic group of people. That is when I knew for sure that this is what I wanted too: to become part of such an exciting team!" says Luuk Vroombout. "Dick Slingerland was the right business partner for me. Fortunately, the feeling was mutual, and Dick and I decided to join forces. I was allowed to make good use of his business contacts and I felt very fortunate to have a partner with such a strong awareness of quality standards. "If we decide to do it, we should do it well," was and remains Dick's motto.

We started Alpatron Observation & Communication in September 1989. At the time, we mainly focused on cameras

and television systems. In other words, not on navigation or communication systems. It took another two years before we moved into this segment – when we launched Alpatron Marine in 1991. I remember our first newbuilding assignment like yesterday: the Volvox Iberia. This hopper dredger was built at the IHC Smit in Kinderdijk. Driving home from the shipyard after landing the contract, I phoned Dick Slingerland and told him: "Dick, it is starting to pick up."

Customer determines success

Thirty years on, Alpatron Marine has completed hundreds of newbuilding projects. And its original customers have stayed on too. Stena Line, IHC, Jumbo, P&O North Sea Ferries, Smit, Van Oord, Kotug, Royal Boatmen (KRVE) – to this day, Alpatron Marine continues to provide products and services to these companies – across the globe. So has it been smooth sailing from the very beginning for the company? "Absolutely not," says Luuk Vroombout with a smile on his face.



“Those early years were far from easy! Our competitors did everything they could to make life difficult for us. I soon learned that it is not your competitor who determines your success, but the customer of course! We paid close attention to our customers’ wishes. We partly owe our success to this: an ability to read between the lines and understand what the customer really wants. For example, we invited inland shipping entrepreneurs and their wives to evaluate our ergonomic designs. In those early years, I teamed up with designer Marcel Vroom to show that ships’ bridges were in need of innovation. Uniformity, the layouts of control devices and positions; we presented our vision and incorporated users’ feedback in the final design. We are not some club that simply gives it a shot. By now, some 5,000 of our RiverRadars are operational.” ►



Stena Transporter. Picture by R. de Visser, with courtesy of Stena Line.

Customers of the first hour about their relationship with Alpatron Marine:



ARD-JAN KOOREN
CEO - KOTUG

“Alpatron and Kotug share the same values and they both have innovation in their DNA. That is why it is great to work together, always looking how to improve products and make them more ergonomic to the benefit of the crew. I look forward to continue our mutual beneficial relationship in the years to come!”



BOB BROUWER
FLEET MANAGER - STENA LINE

“The long and good cooperation between Stena Line and Alpatron Marine stems from the way in which both companies conduct entrepreneurship: with an innovative way of thinking and the guts to go against the grain.”



AlphaBridge Inland.

Innovation is in Alpatron Marine's DNA

The AlphaLine developed for inland shipping, with all cabinets – previous examples being of different design – incorporated into a sleek and far smaller bridge, was later AlphaLine's success for ocean shipping. Luuk Vroombout: "Innovation is in Alpatron Marine's DNA. You always need to think ahead. What could be improved in terms of efficiency, or in terms of safety? Which trends do we see in the maritime sector,

including when it comes to environmental legislation? And above all: what would benefit the customer most? A good example is the AlphaBridge Inland: a bridge where control panels can be electronically lowered if the bridge needs to retract due to the limited headroom under bridges along European waterways. It only takes fifteen seconds to lower the control elements, so the captain can continue to control the vessel at all times."

Japanese parent

The firm's collaboration with JRC began in the early 1990s, with an order for 500 radars. "This collaboration went so well that in 2014, JRC acquired a 51% interest in Alpatron Marine, and a 100% interest in 2016," explains Luuk Vroombout. The collaboration became a strategic partnership. "For example, by combining our service networks, we are able to operate all over the world, while continuing to work on a local scale. To strengthen the position of both companies, you need to operate at the highest level of technological innovation and supply proven solutions. In this process, you have to be able to benefit from each other's cultures. JRC's product designs mainly focus on reliability and cost savings, while ease of use is an important point of departure in Alpatron Marine's designs. By mixing our two cultures, we can be even more creative when it comes to developing new innovations."

Solid and sound manufacturing industry

Although new developments follow each other in rapid succession, according to Luuk Vroombout we should not ignore the part played by knowledge and experience acquired in the past. "COVID-19 definitely proves this point. It has taught us that maintaining both the Japanese and the European manufacturing industry is very important. Not always the cheapest choice at first sight, but more secure at the long run. Moreover, I believe there is a surplus of people with primarily theoretical knowledge. I have seen a lot of degree programs disappear, and this is not a good thing. ►



GERRIT VAN DER BURG
BOARD MEMBER - KRVE

"The KRVE has been a customer from the very beginning and in those thirty years we have built a strong relationship. Because Alpatron Marine does not find customers for their products; they find products for their customers. Our fleet can sail safely in a busy port because of a high speed radar they developed."



ROBERT REITSMA
CHIEF TECHNICAL OFFICER -
SCYLLA

"Alpatron Marine truly listens to the questions and demands from the market, and acts on it. That makes the company an excellent partner for us. One that can make your innovative dreams come true."



Luuk Vroombout climbs aboard a Maersk container ship.

I am therefore strongly in favor of technical, practice-based education. We should never stop innovating, and never forget the professional expertise that lies at the root of the Netherlands' considerable success, but take advantage of this strength."

World of the future

Luuk Vroombout still regularly climbs a rope ladder on board a ship. He wants to see and feel what is going on out on the water. "For me, the number one priority in all these developments is serving our users. People in the maritime sector will always have salt water in their veins. By this I mean they have a passion for shipping and want to communicate person to person about, for example, innovations or maintenance. The world has not really changed in that sense. Of course we will never stop innovating. But you also need to think from their perspective in other ways." A good example would be unmanned vessels. Alphasat Marine was and is involved in various successful trials in that area. "Nevertheless, I think it will take another twenty years before unmanned vessels have become a common thing. This is a realistic timeframe when you look at the current technology, the legislation that still needs to be drafted in this area and the costs involved. To be honest, I am not at all convinced of the value of unmanned shipping. But I do strongly believe in more technical support. Supported Sailing not only enables you to operate with a



smaller crew, it also makes sailing safer. Take those massive container ships that are being built nowadays. If they start rolling over on the sea, you are in serious trouble. Thanks to innovations in the field of Supported Sailing, the captain can take action on the basis of facts: in this case, prevent the vessel from rolling with timely adjustments to its course and speed. Another step forward in this area is the AlphaTrackPilot for inland shipping. In this pilot project, inland captains only have to spend 20% of their time steering the vessel, freeing up more time for other things that have to be done on the bridge due to staff shortages.”

Enthusiastic

It is actually impossible to capture thirty years of Alphantron Marine in such a brief interview. You could write volumes on the company's history. And Luuk Vroombout could spend hours talking enthusiastically about the firm's many innovations, customers, ports around the world, the life of a service technician. “If I had to do it all again, I would not hesitate for a moment. The difference with starting in 2020 is that the regulatory environment has changed. Nowadays, regulations restrict you as an entrepreneur since they always lag behind the technical developments. This makes things complicated for an innovative company. I have always taken a different approach; strayed off the beaten path. In my own, Alphantron Marine way,” concludes Luuk Vroombout.



ROYAL HONOR FOR LUKK VROOMBOUT

On 24 April Luuk Vroombout, President of the Alphantron Marine Group was appointed Officer of the Order of Oranje-Nassau. He received this Royal honor because he is one of the most important maritime ambassadors in the Netherlands and his company one of the market leaders in the fields of Navigation, Communication and bridge solutions for Maritime, Dredging, Inland Shipping, Fisheries and Megayachts. Luuk has been a trendsetter in the maritime sector for years with his innovative solutions. One of the achievements is the development of the ergonomic navigation bridge, called the 'AlphaBridge' for various ship types including the RotorTug, patrol vessels and pilot boats.

In addition, he has made enormous efforts to build a cooperation with the Japanese shareholder JRC, Japan Radio Company. Through this collaboration, the products are designed in the Netherlands and production takes place in Japan and in the Netherlands. Finally, Luuk Vroombout is a senior member of the advisory committee of the Europort trade fair, active for the National Sleepvaart Museum Maassluis and since 2004 board member of the Maritime Collection Rijnmond Foundation. In this position, he played an important role in saving the seagoing tug Elbe. Tugs are his hobby. Luuk has been an initiator, board member and volunteer of Stichting Sleepboothaven Maassluis since 2005. The illustrious maritime towage past of Maassluis has now become the basis for the maritime Maassluis in the present. His international, national and local business dealings, his passion for innovation and his volunteer work are the main reasons for his decoration.

TELNAV TAKES A DIFFERENT APPROACH

Three decades ago Telnav was founded by an experienced radar engineer looking to do things differently. Today the company has grown into a bustling international service network with forty employees and seven locations in three countries.

“Our company is focused on simplifying things for the shipowner,” tells Samuel Mourao, Managing Director of Telnav. “We take a very different approach from traditional companies in the market. For instance, we offer fixed price packages on 95% of services, which creates total predictability for customers. By giving shipowners the choice of a variable rate and fixed rate, they will typically choose the latter. This model has been extremely successful with our customers calling American ports.” Initially the company was only located in Miami, Florida, but Telnav USA experienced a rapid growth and now boasts new locations in Houston, Texas and New York. “To provide the best service to our customers, we needed to improve our service network. The new service depots in

Houston and New York were great additions,” says Samuel Mourao.

Good partnership

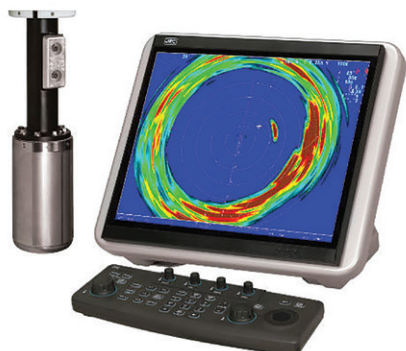
Telnav USA and JRC | Alphontron Marine's partnership has been strong for the past several years. “Our partnership has been instrumental to provide good solutions to our customers. We promote JRC products in our retrofit solutions, even offering special conversion discounts as an extra incentive for shipowners using other brands. Our radar retrofit package has proved particularly successful - for a fixed price, of course, the shipowner will get a state-of-the-art new JRC radar installed anywhere in the United States. Over the past three years we have installed over forty JRC radars, as of today (knock on wood) none of them

have made any warranty claims. That is a pretty impressive record, the result of high quality product and high quality install mix!” concludes Samuel Mourao.



Telnav engineer on service call in Texas.

NEW SOLUTIONS FOR SOUTH AMERICAN MARKETS



During the last months, JRC | Alphontron Marine Americas together with local dealers has taken the opportunity to improve and adapt strategies to the needs of our customers. The focus has been on guaranteeing technical support

and to present technological solutions (products) that will maintain and improve the productivity of our customers' business in different industries and markets. So far the new approach has led to advances in the fishing industry.

EQUIPMENT FOR PATROL BOATS



Picture left: the new Coast Guard units and right: the team of Naval Radio Peru. Pictures with courtesy of SIMA Peru.

On 26 July two new maritime patrol boats for the Peruvian Navy were christened and launched in Callao, Peru. The B.A.P. RIO TUMBES and B.A.P. RIO LOCUMBA were the fifth and sixth patrol boats launched as part of an investment project that contemplates the construction of ten patrol boats. The modern Coast Guard Units have been built by SIMA Peru – the industrial service of the navy – at their

operation center in Chimbote. By cooperating with the South Korean company STX Corporation the region acquired new shipbuilding technologies and experience with CDK (Completely Knocked Down) construction modality. JRC | Alphasat Marine is proud to be part of this important project. Together with partner Naval Radio Peru we supplied the communication and navigation equipment.

The new Coast Guard units have joined the first four patrol boats in ensuring the safety of human life at sea, protection of the environment, combat illegal fishing, piracy and drug trafficking. The remaining four vessels will be completed in the next two years, if all goes according to plan.

“One of the main fishing areas of South America is the Eastern Pacific region, Ecuador, Chile and Peru, with catches ranging from 9.5 to 21.5 million tons per year, of which 60% are pelagic fish,” tells Sales Manager Gerardo Molina. “Together with our partners in Ecuador, Peru and Chile we have been supplying

and installing more JFS-280 sonars and JMA-5460-8S bird radars in this region. We also supplied a significant number of JMA-5410-6X radars, JFC-800/810 Echosounders and JLN-652 Doppler current meters. These solutions will definitely contribute to the productivity of the South American fishing industry.”



INTEGRATED BRIDGE SYSTEMS FOR NEWBUILDS SEABULK TOWING INC

JRC | Alpatron Marine has recently been awarded a contract by Master Boat Builders to supply four integrated bridge systems. New World Electronics will be providing and installing the order on four 80 metric ton bollard pull harbor tugs for US-based Seabulk Towing Inc. We talked to New World Electronics' Operations Manager Holly Younce Roberts about the company, the relationship with JRC | Alpatron Marine and of course this interesting assignment for the four newbuilds.



The AlphaBridge on Seabulk Towing's Trident.

"Pleasure boats, workboats, push tugs, offshore service vessels, fishing vessels... we deliver electronics to basically everything that sails the waters around here," starts Holly Younce Roberts when we spoke to her in New Orleans. "My father started this company in 2001, in Bayou La Batre in Alabama. This city is a center for shipbuilding, with a lot of family owned and operated shipyards like Master Boat Builders. For which we deliver electronic products and services. But of course we also work for shipping companies, tug-boat operators and the vessels for the oil industry who operate on the rivers in the south of the USA and on the Gulf."

Easy and clear communication

New World Electronics has been a JRC | Alphasat Marine dealer since 2001. Holly Younce Roberts: "This partnership is not just a matter of providing, installing and servicing products. It is much more than that. JRC | Alphasat Marine provides electronics that from a user's standpoint is easy to use. But the technical instalment

is much more difficult. Therefore they not only provide the right and intensive training, they also make sure they are available for you. Over the years we have worked very closely with the designers and engineers in Houston and The Netherlands on several projects. Thanks to easy and clear communication, we can make sure that our customers end up with the best solution."

Integrated bridge systems

The Operations Manager is looking forward to the new order from Seabulk Towing: "I joined the family business when I was fifteen years old. Today I run the company with my husband Jay Roberts. Every project we do is interesting, whether it is repairs on a workboat or fitting barges with a complete navigation package. But projects like these are always extra challenging." Seabulk Towing Holdings Inc. provides ship assist services in seven US Gulf of Mexico and Florida coast ports, along with customized solution-based offshore towing for short- and long-term

project requirements. "The new vessels, two upgraded ART 90-98US tugs and two new RAport 3000, are to be built at Master Boat Builders. Two of the new-builds will augment the company's existing Rotortug fleet. The other two represent Seabulk's initial investment in hybrid power towing assets and will operate alongside the company's existing harbor fleet in the US Gulf of Mexico and the US East Coast. We will be providing the integrated bridge systems for all vessels. These integrated bridge systems combine navigation and communication equipment as well as engine, lighting and winch controls in one easy-to-access console in the pilot house. The equipment consists of radars, autopilot controls, GPS, depth sounder, navigation pc and internal communications. During the project we will work closely together with engineers from JRC | Alphasat Marine. The expected delivery of the tugs is beginning in the second half of 2021 through early 2022," concludes the excited Holly Younce Roberts.

"Thanks to easy and clear communication, we can make sure that our customers end up with the best solutions."

Holly Younce Roberts
Operations Manager
New World Electronics





COVERSTORY

ISLAND REGENT

The Island Regent is the second of two new coastal Articulated Tug Barges of ITB, the largest bulk transporter of refined petroleum products on Canada's west coast. Last year the Island Regent joined sister ship the Island Raider in service on the British Columbia's lower gulf. To operate safely in this region the most advanced technology and innovative mechanics in the industry today are incorporated in the design. JRC | Alphasatron Marine delivered a complete AlphaBridge with extensive navigation and communication equipment for both vessels.

Island Tug and Barge (ITB) is a subsidiary of Tidewater Canada, Incorporated. "The company has been providing solutions for the marine industry for over fifty years," tells Dylan Proctor, Manager Business Development at the ITB Marine Group. "It was actually somewhat accidentally that this company ended up in the tow-boat business when founder Peter Shields purchased his own tug and barge only because he was disappointed with the unpredictable and inadequate barge service between the Gulf Islands of British Columbia." Nowadays the company's services include bulk fuel transportation, speciality towing and marine logistics.

Efficiency, safety and comfort

The ITB-fleet consists of eight tugs, five double hulled tank barges and a specialty cable laying vessel with dynamic positioning for the company's service division ITB Subsea. Marc Schwartz, Tidewater's Manager of Maintenance and Engineering: "ITB has a strong culture of innovation, and has always taken an active role in the design and construction

of its equipment. That is why we have quite a state-of-the-art fleet. The Island Raider and the Island Regent are the newest additions. They are purpose built Azimuth stern drive, articulated tugs; designed and built to operate specific barges in such a matter that they become one, thus improving the vessel's manoeuvrability." The effort was made to make the vessels as efficient, safe and comfortable as possible. "For instance, noise levels are very low due to the comprehensive noise and vibration reduction treatments designed into the vessel. Also the fully air-conditioned, MLC compliant accommodations are outfitted to a very high standard for a crew of up to eight persons with a spacious and bright mess/lounge area, large sized cabins with en-suite facilities, and a well-equipped fitness room," explains Marc Schwartz.

State of the art AlphaBridge

Striking in the design of the Island Regent is the relatively large wheelhouse. "It has excellent visibility and features a

SISTER SHIPS

The Island Regent and Island Raider are sister ships. The Island Raider was built at ITB's construction facility, Annacis Island Shipyard and placed into service in September of 2018. The Island Regent was started at the Annacis Island facility and finished at Nichols Brothers Shipyard in Freeland, Washington USA. Both vessels have an integrated AlphaBridge and the following particulars:

Length, Overall:	25 m / 82'
Breadth, Moulded:	12.5 m / 41'
Full Load Draft:	3.2 m / 10'-6"
Height of Eye:	12.2 m / 40'-0"
Bridge Clearance:	21 m / 69'-0"
Loaded Displacement:	943.8 t
Loaded Draft:	4.97 m / 16.3

complete AlphaBridge,” describes Al Smart, Director of Shoreside Operations, ITB. “We contracted JRC | Alpatron Marine to provide a fully integrated navigation, communication, monitoring and alarm electronics package. The cooperation with JRC | Alpatron Marine was, to use one word, great. They provided us with good advice and service. From the design to the commissioning and the installation technicians, it was all around much value added.”

“The effort was made to make this vessel as efficient, safe and comfortable as possible.”

Marc Schwartz
Manager Maintenance and Engineering
Tidewater Canada

FULL PACKAGE

JRC | Alpatron Marine provided an AlphaBridge with a fully integrated navigation, communication, monitoring and alarm electronics package. This included the design, layout and fabrication of the consoles, as well as supplying all components: radars, GMDSS, ECDIS, weather equipment, VHF, CCTV, echosounder, BNWAS, Navtex, Intercom, DGPS, magnetic compass, and fire detection and alarm system.



The Island Regent. Picture with courtesy of Island Tug and Barge (ITB).

ALPHATRON MARINE SINGAPORE IS READY THE PACIFIC, SOUTH EAST ASIA

“We hope to grow and expand our presence in the Pacific, South East Asia and the Middle East. Key factors are to be versatile, and market and customer oriented,” tells Maurice Rutten who has been appointed Chief Executive Officer as of 1 July 2020.

Maurice Rutten started a humble one-man office in Singapore in the beginning of 2008. Years of developments followed. In 2015 the Vietnam office opened to support the Damen Vietnam newbuilding projects. A second office in Singapore, located nearby the central business district, was opened in 2016. And in 2017 the official opening of the Malaysia office followed, to serve the local Malaysian market. “With these locations we are building our presence in the market. Of course we are also continuously

working on customer satisfaction and customer needs. We have to be an added value to shipyards and be there as a co-maker. In these unpredictable and uncertain times we want to work on these goals,” explains Maurice Rutten in the Center of Excellence Singapore.

Strengths

“Each office has its own strengths. The strength of our Singapore office is that here we are able to coordinate and arrange trainings for the staff at the



CHIEF OPERATIONAL OFFICER NG SIEW CHUI: “MY OFFICE DOOR IS ALWAYS OPEN!”



Ng Siew Chui joined Alphontron Marine Systems in August 2009 as Administrative and Accounts Executive. Since this summer she is assigned as Chief Operational Officer and is responsible for business support such as finance, human resources, CSR and other general affairs. In this interview she gives us a look behind the scenes.

“My duties are monitoring and coordinating work procedures and systems at each department as well as devise alternative ways to streamline processes for the organization,” Ng Siew Chui explains. “My office door is always open! Everyone

is welcome to meet and hear from colleagues’ aspirations and physical operations in order to improve internal work productivity and infrastructures by devising new applications, updating procedures, evaluating systems results

FOR FURTHER GROWTH IN AND THE MIDDLE EAST

subsidiaries. We also assist with technical support and logistics for our centralized warehouse in Singapore. Our engineers in Vietnam are very good at newbuilding projects and our office in Malaysia is specialized in service. In each country we face different challenges and different customer needs. The trick is to find combined synergy. Not only between our subsidiaries in Asia, but between all our offices around the world,” says Maurice Rutten.

Navigate safely

When we ask Maurice Rutten how the business is doing in these ‘crazy’ Corona-times, he answers: “Not as usual. But, the

sales and service results are the same as in 2019. The restrictions do not work in our favor, nevertheless we manage to provide the necessary service and parts to all the vessels calling on Singapore. Not entirely unimportant as these ships are the biggest links in the world’s supply chain. We should be grateful and appreciative to all the seafarers who have dedicated their time to us by being on board. In return we make sure they can safely navigate at sea. Meanwhile, we are looking forward to visiting our customers again.”

“Each office has its own strengths.”



Maurice Rutten
Chief Executive Officer
Alphatron Marine Systems

with employees or problem solving. In addition, I am involved in Human Resource planning, employee-related services, regulatory compliances and employee relations among other tasks. I also need to ensure operations adhere to the policies and regulations, and support and execute management planning assigned by the CEO,” the busy bee continues.

Safe Management Measures

Because of the current pandemic business is not as usual. We asked the Chief Operational Officer what kind of

influence this has on Alphatron Marine Systems and on her job. Ng Siew Chui: “Due to the Covid-19 outbreak, we received an exemption approval from MTI during the circuit breaker-measures, allowing us to continue business operations. The management has implemented various work safety procedures, Safe Management Measures, following MOM guidelines closely. A Safe Management Officer (SMO) and a Safe Distance Ambassador (SDA) have been appointed to assist in implementing, coordinating and monitoring the Safe Management Measures. This way we are

able to reduce the risk of affecting our employees’ health. Besides that, we are also practicing staggered work shifts and by providing our employees with laptops they are able to work from home, with the exception of the storekeepers, drivers and cleaners. All the employees are given the VPN rights to access the server and Navision to continue work. For me the restrictions mean that I am unable to travel from Malaysia to Singapore, as the borders are closed. However, I can still work closely with related parties via team-videos and calls.”

UPGRADE OF NAVIGATION EQUIPMENT ON BOARD TORM MARINA



JRC | Alphatron Marine was engaged by TORM Shipping to perform an upgrade of the existing navigation equipment on board the TORM Marina while she was anchored at Singapore Anchorage.

The project took four Service Engineers from Alphatron Marine | JRC Singapore three intense days to be completed. Apart from our Service engineers' tight schedule on board, our Service Coordinators stationed at our Singapore office were

working hard with the service arrangements, ensuring that all relevant spare parts and necessary installation materials were timely delivered. Our Service Engineers also provided value added service by demonstrating the func-

nalities and capabilities of the newly fitted navigation equipment to further enhance the ship officers' knowledge and understanding of the systems operation and maintenance, to have the utmost best experience when navigating the seas.

TORM MARINA

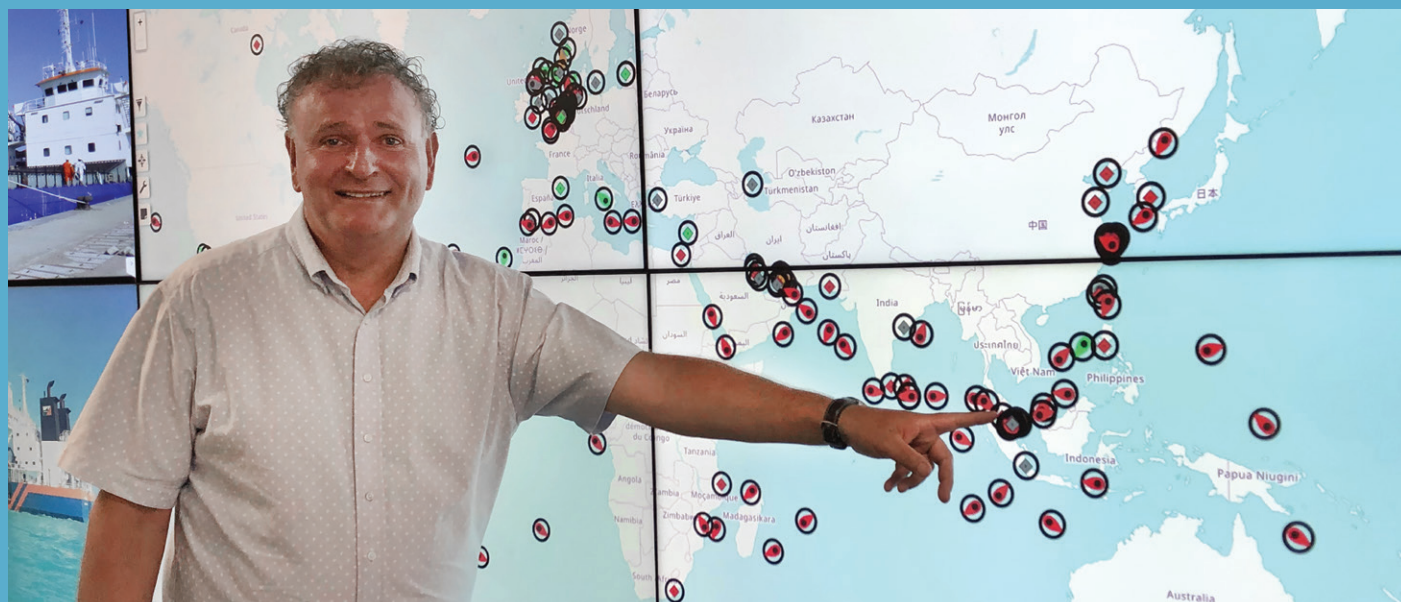
TORM Marina is one of JRC | Alphatron Marine's contract vessels for which we manage, service and maintain her navigation & communication equipment while she sails around the globe. The upgrade project involved various equipment from JRC finest Multi-Function Display (MFD) system consisting of Master / Back-Up ECDIS JAN-9200 series and both S-Band and X-Band RADAR JMR-9200 series followed by latest JRC Voyage Data Recorder (VDR) JCY-1900 and Satellite GPS Compass JLR-21.

VIRTUAL ASIA PACIFIC MARITIME

The well-known Asia Pacific Maritime has been cancelled and will now be held in March 2022. In return for the cancellation the organizer of the APM will organize a virtual booth and expo APM V-Connect from the 30 September until 2 October 2020.

For more information on the digital exhibition go to: www.apmaritime.com





IMPROVING CUSTOMER INTIMACY ON A GLOBAL SCALE

During this COVID19-crisis, it is important that we can rely on our colleagues' resilience and the confidence placed in us by our customers. With so few visits to customers on location, we are often forced to think along from a distance. Under these circumstances, professional expertise has become truly indispensable and our personal interactions with customers are more important than ever. We discussed this with Jeroen Kortsmiit, who was appointed Group General Manager Key Accounts at JRC | Alphatron Marine on 1 July 2020.

In his new position – he previously served as General Manager of the JRC Europe Division – Jeroen Kortsmiit is concerned with the worldwide improvement and expansion of customer intimacy, as well as securing the company's ties with over 11,000 vessels. "This starts with listening closely to what a customer wants and keeping an open mind as far as business development opportunities are concerned," explains Jeroen Kortsmiit. "You need to move with demand, with new developments across the globe. For example, in today's world, maintenance contracts have become even more important. Of course, we were already paying attention to this issue, but now our procedures are even more consistent than before."

Smallest details

With contracts, maintenance and otherwise, it is a two way street. Both sides need to invest in the relationship. Not only for new build projects but also retrofit programs. Covered in a maintenance contract we offer services like Remote Support, E-Learning and AlphaEye. With the integration of all JRC and Alphatron Marine offices we guarantee the best service along the busy traffic lanes and important ports. Jeroen Kortsmiit:

"For the customer, it is nice that we are intimately familiar with all on-going projects, and down to the smallest details. For us, it means an extension of the business. Around the world, we are standing by to provide on-site services. And we can quickly change gears when there is a demand for innovation. After all, we are already very familiar with the vessels and operational areas."

Personal

Sharing knowledge and collaboration, with a system that can be implemented the world over. These, in short, are the responsibilities assigned to Jeroen Kortsmiit. "And no matter how large a particular customer is, at the end of the day, it is all about personal interaction. After all, when customers have a request or problem they need to know who to turn to, so they can rest assured that their problems will be solved for them. In the case of a key account like the Danish firm Torm, we have grown from a few ships to a fleet of 80 vessels. It is the way we work that safeguard our successful cooperation. Nevertheless, our lines of communication are as short and personal as always. And that remains our foremost challenge," concludes Jeroen Kortsmiit.

THE BUSINESS DEVELOPMENT DEPARTMENT

With the new Business Development Department at the Center of Excellence in Rotterdam JRC | Alpatron Marine has taken another step closer to the customer. By taking a more pro-active approach, sharing information more efficiently and combining services and competences, the company strives to be even more customer-oriented. General Manager Business Development Koen Klouwens explains the added value of the new department for JRC | Alpatron Marine, but most of all for the customer.



The new Business Development Department consists out of Parvane Sariri (Marketing Assistant), Koen Klouwens (General Manager Business Development), Miro Zovko (Sales Manager Deepsea - Retrofits) and Martin Lagendijk (Manager Business Development).

“A relationship is built on the trust you earn by providing reliable products and good service, and adhering to the agreements made.”

Koen Klouwens
General Manager Business Development
JRC | Alpatron Marine

“A relationship with a customer is not built overnight,” illustrates Koen Klouwens. “It is built over time on the trust you earn by providing reliable products and good service, and adhering to the agreements made. At JRC | Alpatron Marine we always try to get one step closer to the customer. For example, by thinking along with the customer and by unburdening them where possible. At the Business Development Department we are focused on this form of customer intimacy; we are taking a more pro-active approach towards our customers, so in the end they can profit from less downtime and less unforeseen costs.”

Retrofits

A good example are retrofits, the focal point of the department. Koen Klouwens

explains: “Over time certain equipment becomes out-of-date or even obsolete and spare parts get more difficult to obtain. When this equipment cease to work and needs to be repaired or replaced on site, it often involves high costs. And then we are not even talking about the unexpected downtime. Replacing the equipment ad hoc could often be more cost effective in these cases. That is why we are actively contacting our customers who have this kind of equipment on board to inform and advise them, without any obligations of course.”

ProLine

The ProLine, a total package with professional and leisure equipment applicable for various sized IMO and non-IMO intercoastal, workboats, tugs

and fishing vessels ranging from <500GT up to 10.000GT, is also one of the department's focus points to be closer to the customer. "With the ProLine we can provide customers with an approved, high quality, and one stop shopping equipment line up for all types of vessels," tells Koen Klouwens. "At the Business Development Department we will continue the search for defined and dedicated partners for the ProLine. These are not only potential dealers, but also big shipping companies with their own in house technical departments.

Efficiency

The keyword in it all is efficiency. "At JRC | Alpatron Marine information about the vessels of our customer is shared between departments. However, sometimes connections are not made or potentials overlooked. That is why we will be creating even more efficiency in these data streams, so that we can inform our customer even better and be more targeted as a company and not a single department. Combine all our services and competences and offer a complete package," concludes Koen Klouwens.



JRC | ALPATRON MARINE SERVICES & COMPETENCES

- ProLine product line
- Retrofits
- Worldwide annual GMDSS services
- Worldwide on demand services
- OTC sales (all common brands)
- Spare parts sales (all common brands)
- New-Build projects
- AV systems
- CCTV systems
- IT on board solutions
- VSAT/ L-Band Connectivity solutions
- Tailor made Service solutions
- PA/Ga systems
- Telephone exchange systems

The Silver Origin is the newest vessel of Silversea. This ultra-luxury ship, built at De Hoop Shipyard in the Netherlands is custom-built for its destination: The Galapagos. The Silver Origin will operate weekly cruises from Baltra to San Cristóbal and vice versa. There are 51 suits that can accommodate a hundred guests. The guests are assisted by a crew consisting of a team of Ecuadorian national expert guides in addition to the nautical and hotel staff. With a total of 86 crewmembers The Silver Origin has the highest crew-to-guest ratio.

The ship has a luxurious Explorer lounge to relax after a day of exploring, as well as a basecamp. Here guests can access information on the fascinating flora and fauna of the Galapagos Islands on an interactive wall. The flora and fauna of the islands make it an important natural area. To protect it the Silver Origin has a carbon footprint well below standard. The ship is also plastic free – guests are gifted a metallic reusable bottle and reverse osmosis (whereby sea water is turned into drinking water) refilling stations will save at least 17,000 plastic bottles.

JRC | Alphasat Marine had the honour to deliver a complete Multi-Function Display (MFD) system including Radars, ECDIS and Conning and a Remote Thruster Control System (RTCS) from our partner Navis, as well as other navigation and communication equipment.

At the end of April, the Silver Origin completed sea trials off the coast of Goeree-Overflakkee, the Netherlands, in a quite unusual way. At the time restrictions were put in place across Europe due to Covid-19. Travel bans prevented sub-contractors from reaching the ship. Which meant for the first time ever, operations and test had to be done remotely, including the critical test of the ship's Dynamic Positioning-system. The DP-system, also delivered by JRC | Alphasat Marine, permits a ship to maintain its location without dropping an anchor. This is especially important for the Silver Origin because of the ecologically fragile Galapagos Islands. The Dynamic Positioning system was remotely tuned and calibrated by technicians 1,800 kilometers away in St. Petersburg, Russia over the internet, using cameras and headsets. Onboard the captain acted as the lookout during the manoeuvring tests. In the end the test were successful and actually did not take any longer than usual.

VESSEL PARTICULARS - SILVER ORIGIN

Length:	110 m	Passengers	100
Breadth:	17 m	Suites	51
Draught	4.5 m	Crew	86



ALPHATRON BOARD SILVER ORIGIN

DIVISION MANAGER JRC EUROPE JELMER DOMELA NIEUWENHUIS ABOUT THE MAIN PILLARS OF TODAY'S MARITIME SECTOR

At the age of 14, Jelmer Domela Nieuwenhuis could already be found working for his father's company Electro Nautic. And he has been fascinated by maritime electronics ever since! On 1 September, he joined the JRC | Alpatron Marine team as Division Manager JRC Europe. We would like to take the opportunity to introduce you to Jelmer Domela Nieuwenhuis, a maritime man by heart – and someone who attaches strong importance to efficiency and safety in all things nautical.



“Safety and efficiency often go hand in hand.”

Jelmer Domela Nieuwenhuis
Division Manager
JRC Europe

“I was born and raised in this business.” Jelmer Domela Nieuwenhuis’s passion for maritime electronics is obvious from the moment he starts talking about how he started in the sector. “During weekends and vacations, you could always find me at my father’s workshop and onboard. After graduating from the university of applied science in Technology and Business, I was more than happy to take over my father’s company.” After working for seven years as the owner of Electro Nautic, Jelmer Domela Nieuwenhuis sold the firm and joined SAM Electronics, where he served as Managing Director for six years. This was followed by nearly four years as the director of SAM China, before joining JRC | Alpatron Marine.

Optimal routes

Jelmer Domela Nieuwenhuis sees environment, safety and efficiency as the three main pillars of today’s maritime sector. “As JRC | Alpatron Marine we mainly deal with the latter two. After all, safety and efficiency are the points of departure in the development of

navigation and communication systems. Moreover, safety and efficiency often go hand in hand. Take weather routing, for instance. When you plan the safest route based on vessel profile, weather and sea conditions, it generally also tends to be the most efficient one. This is a win-win situation. Because by following the optimal routes and speed for ‘just in time arrival’ for the chosen port of call, you can gain a significant advantage over your competitors,” explains Jelmer Domela Nieuwenhuis.

More digitalization and vessel performance transparency

“Of course, safety also plays a role in Supported Sailing,” continues Jelmer Domela Nieuwenhuis. “I like to compare this trend to regulation in the aviation sector. After all, an airplane’s route is not determined by its pilot on the spot, but is pre planned, approved and shared with all stakeholders before departure. In the years ahead, we will see the same development in shipping, thanks to Supported Sailing. Particularly in areas with a lot of shipping activity, regulation, monitoring and coordination will result in greater safety out on the water. Furthermore, Supported Sailing will increase shipowners, -operators, -charters and regulators insight on the vessels and cargo situation when out at sea. On-going innovation in navigation and communications equipment will continue to contribute to digitalization and transparency in the sector.”

Simplification

And when Jelmer Domela Nieuwenhuis refers to innovation, he is also talking about further simplification of equipment. “Remember how you used to be able to program your VCR when you were going on vacation for two weeks? To record your favorite program on Thursday evening for example? You could enter the recording times in advance. A handy feature, but nevertheless quite a hassle. So, in the end, you would often ask your neighbors if they would not mind pressing ‘play’ and ‘record’ for you on Thursday. You need to keep the Human Machine Interface and the presentation of information as simple as possible for the user.”

Better service

“I enjoy talking with customers. I like to hear from them what could be made easier to use, or safer. What really makes a difference?” continues Jelmer Domela Nieuwenhuis. Besides exploring product development and product strategy in the customer’s best interest, in the next few months he will also be focusing on Covid-related issues and increasing synergy within the various units. “And, last but not least, we can see a stronger need in these times for even better remote service. Remote control diagnosis of JRC | Alpatron Marine equipment on board our customers’ vessels is another point that we will be giving a lot of attention,” concludes the Division Manager JRC Europe.

TELEMAR CREATES MORE ADDED VALUE FOR ITS CUSTOMERS



The team of Telemar, from left to right: Emanuele Zavattaro Ardizzi, Marco Imperatori, Sonia Stefani, Alessia Croce, Giulio Clerici and Giorgio Santantonio.

JRC | Alphasat Marine has distributors all over the world. One of the company's biggest distributors in Italy is Telemar, with offices in basically every mayor port in the country. The company has a long history in marine electronics, but has always kept looking forward to serve its customers the best.

Telemar was created in 1947 to manage radio communications on board Italian vessels. "Back in 1952 we installed the first radar on a commercial ship," tells Emanuele Zavattaro Ardizzi, team member of the Commercial Department at Telemar. Over the years the company has expanded in terms of products and services, as well as geographically. "We opened offices in the UK, the USA, Finland, China, Norway and Germany and have global service network with over 1,250 service stations. We added other marine bridge electronics such as navigational and safety equipment to

THE NEW JMA-3400 SERIES RADAR

The newest addition to the JRC radar portfolio is the JMA-3400 series. This lightweight radar is specially designed for smaller vessels such as fishing boats, non-international trading vessels and workboats.

On a small vessel effective use of the limited space needs to be taken into account. That is why the newly developed thin body of the radar is reduced to only 97.1 mm in depth. Still enough room for a 12.1-inch fully dimmable LCD display, which provides excellent visibility and durability. It reduces reflection of sunlight and shows clear images of even the smallest targets. The integrated ergonomic keyboard offers you customizable keys.

By programming the USER keys, you can get instant access to your favorite functions.

Functions

The JMA-3400 series has chart underlay. By displaying the radar image and NAVIONICS+ chart in an overlapping manner, you can simultaneously grasp the relationship between the radar image and the coastlines. The real time Constaview functionality is also incorporated into

the new radar system. By processing the radar image before being displayed, Constaview generates a smooth rotation when sailing in Head-Up mode. By displaying other moving vessels with a trail and fixed objects such as land and buoys without, movements of other ships can be accurately read. When switching between different operational views (i.e. North-up, Head-up, scrolling or off-center) the new radar image is displayed without

our portfolio. In 2016 Telemar and Marlink joined forces and created a new stronger Maritime Group dedicated to provide broadband communications, digital solutions and on-board maintenance. With steps like this we are aiming for best-in-class performance and to create more added value for our customers.”

Collaboration

Telemar has long-standing working relationships with all the main manufacturers, for which they are a certified distributor, and service providers in the

maritime business. The partnership with JRC | Alphasatron Marine goes back 20 years. Emanuele Zavattaro Ardizzi: “Over the years we have been able to create a very open dialogue, and collaborate on every aspect, whether it is commercial, service, logistics or regulations. We find this 360 degrees collaboration very good, as it creates a propositional factor for all involved, which in turn contributes to safety and tranquility.” At the request of JRC | Alphasatron Marine Telemar has been working on the installation of a network of Commercial Partners. “For sales as well

as technical assistance,” he continues. “Creating such a network means a continuous evolution. The needs and the demands of the end user are constantly changing and we need to adapt.” The last months Telemar and JRC | Alphasatron Marine have been launching the new ProLine. “It is quite challenging with the restrictions because of Covid-19. But we are finding new ways. In the meantime we are receiving more and more interest,” Emanuele Zavattaro Ardizzi concludes.

any delay caused by the scanner rotation. The JMA-3400 series is also equipped with target tracking (TT) and AIS display function.

Scanners

This system can be completed by a variety of X-band scanners. A wide range varying from small and light radome types to open array types are available depending on installation space and required performance. All scanners are with exceptionally reliable target detection capabilities.



JRC EUROPE NAVIGATES THE RUSSIAN MARKET WITH HELP OF LOCAL PARTNERS

The Russian maritime market offers tremendous opportunities. Because of developments like fleet renewal programs and governmental approvals on equipment more companies, including JRC Europe have gained a stronger focus on the country. However to operate on this challenging market, you must have local partners with the right knowledge, right skills as well as a vast network.

“The policy of the Russian government is aimed at self-sufficiency, but nevertheless JRC has managed to build up a solid reputation as a manufacturer for navigation and communication equipment over the years,” explains Nikita Robush, Area Sales Manager for JRC Europe. “It is with partners like Polar, MRC, Radiocommunication and Marineq, that we have been able to build a vast network of distributors and service locations. They know the ins and outs

of the market: the players, the demands and the rules.”

MRC

“In Russia each vessel is required to carry equipment approved by Russian authorities, such as the Russian Maritime Register of Shipping (RMRS),” explains Nikita Robush. “With support of our local partner MRC in St. Petersburg JRC was able to get the required certifications for the Russian market for

ten key products. MRC is one of our oldest partners and has a very good reputation, especially when it comes to service skills. Their engineers are well trained and have excellent product knowledge.”

Polar

Another big partner is Polar, a marine electronics company from Turkey with an independent office in St. Petersburg. “The company opened the office in

“It is with partners like Polar, MRC, Radiocommunication and Marineq, that we have been able to build a vast network of distributors and service locations.”

Nikita Robush
Area Sales Manager
JRC Europe



2006, but has been a JRC-distributor long before that,” tells Nikita Robush. “Polar is involved in a lot of retrofit- as well as newbuilding projects. Recently Polar received the biggest order to date for a wide variety of JRC equipment for two NB-vessels. Because of the current pandemic, it was quite challenging as the project kept being postponed and the builder had to adhere to new rules. But in September we can finally do the installation.”

Radiocommunication

The Covid-19 virus not only has its influence on (newbuilding) projects. Nikita Robush: “To build and to maintain your network, meeting in person is very important. That has not always been possible in the last few months. It put matters on hold. Take our partner Radiocommunication, a new company built on JRC’s old partner Radio Navigator, with a very large network with subdealers in almost every port of Russia. The company has been working hard on the recovery of the distributor-network of the old company and business development. But you cannot really make any deals like that if you cannot meet

the other party in real life. Nor can you take a next step like training.”

Marineq

Training is also very important. “Our partners provide operational training courses, but our partner Marineq is the first company to also receive the train-the-trainer-certificate. Marineq’s leading engineer Mikhail Saleev, now provides training programs for engineers to work with JRC-equipment,” tells Nikita Robush. Recently Marineq took part in several tenders for newbuilds, including to provide equipment for a new ferry. “We have to be a little more patient than usual. But we are confident.” And so is Edward Prybitkov, General Manager of Marineq: “JRC has a lot of potential on the Russian market. Their solutions have a kind of flexibility that makes it possible to offer JRC-equipment for basically every request, whether it is for a retrofit or a newbuild. That is why it is our goal to develop a extensive sales and service network from Vladivostok to Kaliningrad and bring JRC back in every port in Russia.”

“You will not grasp her with your mind or cover her with a common label, for Russia is one of a kind - believe in her, if you are able...”

“These words by the Russian poet Fyodor Tyutchev express the circumstances we face in Russian business on a daily basis. Russia is a special country with its own standards in all aspects of business. From equipment specifications to custom formalities, each step requires an approach that is different than in any other country in Europe. Therefore a special business model is a must for this country. It is important to be on the inside of the daily shipbuilding business and in close contact with your partners. At Polar we understand the customer’s needs, know the international standards and the local class requirements and apply the best solutions. The recent certification of JRC products under the RMRS and RRR will allow us to provide the new Russian fleet with quality and reliable JRC products.”

Apler Hazne
General Manager
Polar SPb Ltd

ALPHA EYE: REAL-TIME MOBILE AUDIOVISUAL REMOTE SUPPORT

Supporting shipowners and crew has been a priority for Alpatron Marine since the very beginnings. The company has a desire and commitment to continually improve their products and service. This inspired the company to build a service platform around their real-time mobile audiovisual remote support device called the AlphaEye. The newest edition, the AlphaEye 2.0 is made to operate in any environment onboard.



Live audio and visual

Recently the AlphaEye was used for a commissioning of a vessel in Vietnam. Alpatron Marine Singapore supplied the equipment. However, due to a flight ban because of the coronavirus, the necessary engineer from Singapore to do the checklist could not be present, as well as an engineer from Russia. Thanks to the AlphaEye all the involved parties were able to participate remotely and the commissioning could continue.

With the AlphaEye, the crew onboard can call through a dedicated (satellite, 3G or 4G) communication link directly with the expert in the Alpatron Marine office. The expert can experience the issues the crew is facing through live audio and visual contact and error analysis and problem solving can be achieved in a matter of minutes. This unique, hands-free remote support makes adjusting or replacing components just that easy,

saving costs on site support or downtime as necessary parts can be arranged to be ready in the next port of call.

ALPHA EYE 2.0

- 100% handsfree
- Noise cancellation
- Powerful audio
- PPE compatible
- Full shift internal battery
- ATEX zone 1
- Outdoor display
- Water proof
- Dust tight
- Drop proof
- Built rugged

ALPHA-MINDS

Alpatron Marine has been continuously working on the further development of the Alpha-MINDS (Multifunctional Information Navigation & Docking System). The Alpha-MINDS is available as an integrated product for the JMR-5400 and JMR-9200 radar series, as well as a stand alone

product connectable to other manufacturers' radars. With Alpha-MINDS you can select different modules in order to build up the system based upon your demands and budget. Ultimately creating a full advanced bridge concept for a variety of ships.

ALPHA-MINDS POSSIBILITIES

- Flexible Conning
- Mooring aid as also used by pilots
- Wave height radar
- Far sounder integration on the map
- Augmented reality
- Ice radar
- DP joystick integration
- Windfarm location assistance
- CCTV

EQUIPMENT FOR NEW ICEBREAKERS

At Remontowa Shipbuilding in Gdansk work has started on the construction of two new linear icebreakers for the Regional Water Management Board in Szczecin. The new vessels will be used to improve flood safety on the lower section of the Oder river. JRC | Alphasat Marine Poland will be delivering equipment for these modern icebreakers, which are planned to come into service before winter.

“Although the winters have not been as harsh in recent year, the weather has become a bit more unpredictable. That is why icebreakers are still essential,” tells Arkadiusz Płowczyk, Customer Support Coordinator at JRC | Alphasat Marine Poland. Linear icebreakers are primarily intended for breaking and crushing ice on rivers, as well as for eliminating ice blockage and draining of the crushed ice in order to prevent a flood. Arkadiusz Płowczyk: “The new vessels for the Szczecin region, will also be used to remove ice from bridge pillars, crush ice in inland ports and other auxiliary tasks.”

Well-equipped

The new vessels, named the Ocelot and the Tarpan in a competition, will be replacing the old units which are nearly fifty years old. “The linear icebreakers are designed and equipped according to modern trends. JRC | Alphasat Marine Poland will be delivering widely known and well proven solutions such as the RiverRadar, satellite compass and inland ECDIS, so the vessels can navigate safely under all kinds of circumstances.” The Ocelot and the Tarpan will also be

equipped with an advanced Integrated Alarm & Monitoring System. “This makes it possible to monitor and control all parameters that are available in the system – light, electrical heating and CCTV – remotely, from the owner’s office for example,” explains Arkadiusz Płowczyk. “We will also be supplying touch screens which will display the statuses of sensors in original, more transparent and customized graphics. This is a part of a large and modern system for collecting, analyzing and sending data like propulsion, fuel consumption, operating hours, bilge system, ballast system and fire detection,

to the shipowner. This system has been specially adapted for the icebreakers.”

Right on the border

As mentioned, the icebreakers will be operating in the Oder river. “The river is situated on the border of Poland and Germany. That meant that the equipment not only had to meet Polish standards, but we also had to cooperate with German authorities with regards to icebreaking. A little bit of a challenge, but this winter the new vessels will be able to make the river ice-free in accordance with the rules of both countries,” ends Arkadiusz Płowczyk.



Picture with courtesy of Remontowa Shipbuilding S.A.

JRC | ALPHATRON MARINE YACHT DEPARTMENT

Worldwide, Dutch (super) yachts are highly regarded. The Dutch yacht building industry has a reputation for innovation, craftsmanship, reliability and quality. There is also a strong custom-built tradition in which the wishes of the customer can hardly be more central. The market for super yachts has been relatively small in terms of the number of delivered yachts, but in recent years the numbers in the Netherlands have grown strongly. The growth in the market is also noticeable at the yachting department at JRC | Alpatron Marine in the Netherlands, who in the past years has become a well-respected player in the field.

“The yachting market is one of less standardization.”

Andrea de Deugd
Sales Manager Yachting
JRC | Alpatron Marine

Andrea de Deugd, Sales Manager Yachting at the Center of Excellence in Rotterdam is very enthusiastic about the yachting market: “Just like last year, 2020 is a busy year with a lot of interesting newbuilding projects. Unfortunately we cannot go into details of this and other projects because of privacy, which we fully respect.”

Unique

The yachting market is different from other maritime markets. Andrea de Deugd: “For instance there is less standardization and that makes every project rather

unique. It also means that the preliminary phase takes a bit more time. We work on a plan together with our engineers, that fits the wishes of the owner, as well as those of the captain and shipbuilder. We also advise them on what is possible and what is not because of regulations or technical aspects. For some projects we are brought in at the start of the design phase and get a lot of freedom, others we join at a later stage and you have certain restrictions to keep in mind. But whatever the case it is always a challenge to find the perfect solution for the customer. That is something I really like about my job.”





Sales Manager Yachting Andrea de Deugd in Monaco.

In addition to newbuilding projects, the yachting department also gets a lot of refit requests. "There are various reasons for a refit", the Sales Manager Yachting explains. "It can be because the ship has changed owners and/or captain who prefer something different, or because the equipment needs an update. A refit can also be needed because the ship will be sailing in different kind of waters. For example, sailing in the pole regions requires other instruments than sailing the Mediterranean." Refit projects are often as unique as newbuilding projects. "Again there is not much standardization.

Here you are also dealing with custom made, one of a kind vessels, and very personal wishes. The size of the projects also varies. It can be a small project, like replacing the displays, but we can also be installing a complete new bridge. In any case, it guarantees that work is never the same," according to Andrea de Deugd.

One point of contact

In every project, whether it is a newbuild or refit, there are always a lot of people involved. "That is why we make sure the customer and the yard have one point of contact who oversees the whole project.

Customers and relations appreciate it. And it does not stop after the vessel is handed over to the owner. A lot of yacht owners have a service contract with us, for maintenance, repairs and the yearly surveys. Again with one direct line for any requests, problems or questions that may arise. And no matter where in the world our customers are, we make sure they get the service they need," concludes Andrea de Deugd.

READY FOR THE FUTURE

COVID-19. A year ago none of us thought this virus was going to rule the world. However, since the outbreak this pandemic has had a major impact on global shipping. It is affecting all shipping sectors, from passenger ships to container ships and oil tankers. The effect it has had on our operations in all countries was tremendous! Not only for JRC | Alpatron Marine, but of course for all our customers in the shipping and maritime industry.

Various areas were closed and some countries were completely blocked for safety and prevention reasons. This quarantine period has had a huge effect on all of us. Many small companies engaged in the maritime and shipping industry have gone bankrupt due to less demand and the inability to handle the finances of the company during this period. This has majorly impacted the small running businesses and even resulted in the closure of various companies engaged in this industry.

We have to hang in there. Despite all the difficulties, we must be creative, think in solutions. Therefore we have used this quarantine time to prepare our company for the next step. We created a new 'Refit department' and had the opportunity to look for new products for more added value to our customers. In the meantime we wanted to stay as close as possible to the customer with communication tools like Teams and Skype, and for services onboard we used our AlphaEye (read more about it on page 32). Overall JRC | Alpatron Marine is ready for the future after COVID-19.

I am proud of how we managed this all together and were still able to do our work onboard of vessels under difficult circumstances. With the help and trust of our customers and suppliers, the people of JRC | Alpatron Marine are still able to innovate. More than ever in JRC | Alpatron Marine's thirty years of history it is necessary to be ready for the future.

COLUMN



Erik van Boom
Managing Director
Netherlands
Alpatron Marine



NEW HYBRID SERVICE CARS FOR ALPHATRON MARINE IN THE NETHERLANDS

JRC | Alphontr Marine in the Netherlands has started renewing their service cars. The first Toyota Corolla's, a new generation hybrid, were put into action at the end of May. The Japanese brand was chosen because they offer proven quality and because they use less fuel thanks to the hybrid system. JRC | Alphontr Marine considers it important to not only renew its fleet of service cars, but also make it more sustainable. With this solution, the company contributes to the reduction of CO2.

NAVCOM PACKAGES FOR NEW BUILD BEAM TRAWLERS

Alphontr Marine South has traditionally focussed on the fishing industry. Currently the office has received the orders for navigation and communication packages for a total of four new-build cutters.

The first order is for a complete navigation and communication package, including the new JMR-5400 radar, for three beam trawlers sailing under the Belgian flag. A beam trawler of this type was last built in 2002. Now eighteen years later, the Z483 and Z39 are being built at Padmos Stellendam and the Z98 by shipbuilder Hoekman in Urk. The new vessels have been redesigned with the principles of optimum fuel consumption, safety, crew comfort, durability and quality.

New design

The Belgian family fishing company Rederij Long Ships has a new 38-meter beam trawler built at Damen Maaskant Shipyards Stellendam. This project is very special because the ship, type BT3808, is getting a new design, which is developed by the yard to realize 12% more traction during fishing. Alphontr Marine South will be supplying the beam trawler named Franson with a complete navigation and communication package consisting largely of products from the ProLine, including the JMA-5322Mk2 radar.

FACTS & FIGURES

After receiving a call **LATE FRIDAY NIGHT** the Teamleader of the Warehouse in **Rotterdam (the Netherlands)**, drove **over 400 kilometers** through the night to **Charles de Gaulle Airport (France)** to deliver **2 ESSENTIAL SPARE PARTS** for an AutoPilot to a crew member of a yacht **the next morning**. The crew member in turn then flew to **the yacht in Tahiti**, so it could continue its voyage on **Sunday**.



Via Oechies Elektrotechniek JRC | Alphontr Marine received **ITS 1ST ORDER** for a **complete navigation package** for a pushboat for the **RIVER THAMES IN ENGLAND**.

Since last year, **Alphontr Marine Caribbean** has been contracted to maintain **THE THREE 'LIGHTHOUSES'** on **Curaçao and Klein Curaçao**. We now regularly visit these lighthouses in order to ensure **the safety of shipping** around the island.



ALPHAFACTS



MARC OVERHEUL MANAGER NEWBUILDING KOTUG: “THE ONLY WAY YOU CAN BUILD A BOAT IS BY WORKING TOGETHER”

The Netherlands and towage are inextricably linked. The country has a world-class reputation in this sector. And one of The Netherlands' leading international players is the family business Kotug. We met with Marc Overheul, Manager Newbuilding Kotug, and talked with him about towage, Kotug's current challenges and its long-standing partnership with JRC | Alpatron Marine.



Picture with courtesy of Kotug.

Kotug has attached strong importance to the development of new technologies and the continuous improvement of technical and nautical expertise ever since the company's founding in 1911. The 20th century brought a rapid succession of technological innovations in the area of propulsion, engine power and towing equipment. And when it comes to unmanned vessels, the Kooren family's company continues to be at the forefront of developments. "We have our own

designed. But more important than its looks are the 1.5 meters under the bridge, which are hidden from view. In technical terms, it is a complicated puzzle that we always manage to solve together with JRC | Alpatron Marine."

Home port

Marc Overheul comes from a family of marine engineers. He feels completely at home in the maritime sector. "My father, my uncles – they all worked in the

"We work together with a number of preferred suppliers around the world, including JRC | Alpatron Marine."

Marc Overheul
Manager Newbuilding
Kotug



approach to newbuilding. In this process, we pay close attention to what the customer actually wants: we work to get as much feedback from the customer as possible," says Marc Overheul. "And we do not do this on our own. After all, four eyes see more than two – and so on," he jokes. "We work together with a number of preferred suppliers around the world, including JRC | Alpatron Marine. A lot of our vessels have been fitted with an AlphaBridge. It features a relatively compact, highly ergonomic console, and the dashboard has been beautifully

maritime sector. But maritime knowledge does not just run through our family's veins, I think it is in the DNA of the Dutch in general. Around the world, wherever you take a closer look at shipping activities – and specifically towage – you will run into someone from the Netherlands," he notes with some pride. And Marc Overheul has done quite a bit of traveling himself! In support of Kotug's newbuilding projects, he has been everywhere from Port Hedland in Australia to Singapore, and from Hong Kong to Brunei. He has personally visited shipyards from ►



The tug Corrie in the port of Rotterdam in 1919. It is the first vessel with the distinctive white Kotug 'K' emblem on the funnel. Picture with courtesy of Kotug.

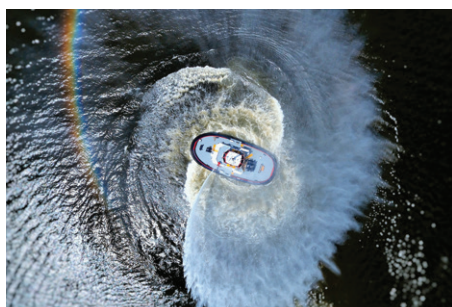
“We develop most of the technology at our headquarters in the Netherlands. Prototypes, knowledge, manufacturing – it is all here.”

Damen’s facility in Hardinxveld to the Cheoy Lee Yard in Zhu Hai. However, the key decisions at Kotug are still made at the company’s home port of Rotterdam. “Here, at our head office, we get together, discuss the nautical details and carefully go through all the pros and cons.”

Manufacturing

“The Covid crisis has forced us all to face the facts,” continues Marc Overheul, who has not worked in the Netherlands for such a long uninterrupted stretch for years. “It has pressed the ‘reset’ on our society. Crew members who weren’t allowed to go on shore, at the start of the lockdown I was still in Perth myself – those were just some of the practical issues. To a certain extent, the world has changed for everyone. Nevertheless, I feel optimistic because Kotug is an

innovative company. On top of this, we develop most of the technology at our headquarters in the Netherlands. Prototypes, knowledge, manufacturing – it is all here. At the same time, we have a strong foothold in markets further afield. Not just in Europe, but also in Russia, Asia, Australia, Africa, Canada and the Caribbean. I do not have to worry about anything changing in terms of service. This is thanks to our close partnerships, which go back many years. Take Alphasat Marine Singapore, for example. We can rely on each other: it only takes a few words for us both to understand what needs to be done. Another important point is that we continue to confer as a team, because the only way you can build a boat is by working together,” concludes Marc Overheul.



NEW TUGS FOR BRUNEI

KOTUG International B.V. (KOTUG) has secured a technical partnership agreement with SPHI Marine Sdn Bhd (SPHI Marine) from Brunei. The contract covers the provision of a complete marine package for the design, construction, and operation of three newbuild advanced Rotortugs® and one newbuild hybrid Rampage 4500 Anchor Handling Tug Supply (AHTS) vessel. The vessels will have a range between 65 and 80 tons bollard pull. JRC | Alphasat Marine will be delivering a complete AlphaBridge for the advanced Rotortugs.

ALPHATRON THE JOB

MARC OVERGOOR

MANAGER QHSE



As a company you have obligations towards your employees and your customers, but also towards society. In his position as QHSE Manager, Marc Overgoor must ensure that JRC | Alphon Marine fulfils these obligations with regard to quality, health, safety and environment (QHSE). Under normal circumstances it is already quite a versatile, demanding job, but with the coronavirus new challenges arose for the QHSE Manager.

“As the different terms in my job title might already indicate; my job is very multi-faceted,” explains Marc Overgoor. “Under the term ‘environment’ I am, for example, concerned with the possibilities for waste separation and solar panels. Making sure that the company meets all the standards for ISO-certification is a part of my job that falls under the term ‘quality’. Working together with different departments and classification societies is quite a demanding part of my daily activities, because it does not only concern the Center of Excellence in Rotterdam, but also the other offices in the Netherlands, Belgium, Curaçao and the USA.”

Health and safety

Another big segment of his job as QHSE Manager is safety. Marc Overgoor: “Ensuring safety has me flying in all directions in one single day. For instance, I can spend a morning measuring earplugs for colleagues in Rotterdam, and later in the day I will be in Harlingen for a workplace inspection. It is all part of my responsibility to make sure that everyone comes home safe and sound at the end of a working day.” The pandemic brought new challenges on that part. “In the beginning people worked from home as much as possible. We took that time to arrange the necessary means of protection such as face masks and disinfectants, to do the required measurements and modifications, and set up guidelines for visits and trainings. This way we keep the risks as low as possible,” says Marc Overgoor.

Traveling

“I never intended to work in the maritime industry. The fact that I started my career as a service engineer was purely a coincidence. The part I loved most about my job in those early years was the traveling. I must have traveled around the world at least three times during that period,” reminisces Marc Overgoor. Nowadays the QHSE Manager travels more in his free time than for work. “My wife, Sascha, with whom I have been married for sixteen years, loves traveling as much as I do. Maybe even more. She always comes up with new countries and places to visit together with our daughter Noortje (8 years old) and foster son Levi (5 years old),” he concludes.

JRC | ALPHATRON MARINE DELIVERS NEW BRIDGE CONCEPT FOR THE MTS MY WAY



Just before summer the new 8.500 ton MTS My Way was delivered for independent owner René Schot. JRC | Alphontron Marine was asked not only to deliver the nautical equipment, but also to come up with a completely new bridge concept. The new design, which gives the bridge a modern appearance, is so successful that it is demanded by other customers as well.

The MTS My Way is the newest vessel for René Schot, one of over forty experienced and independent owners who transport the mineral oil products in the ARA area for Unibarge. "The ship owner asked us to come up with a different, modern bridge concept for the 8,500 ton tanker. The result was a new kind of console, in which the monitors are neatly recessed. Giving the bridge a smooth and sleek appearance," describes Peter van Veen, General Manager Inland Shipping. "The installation was carried out in collaboration with A. Rullens Installation Company and

ASTO Shipyard. Together we delivered five steel columns, painted in white highgloss and fitted on a polished stainless steel base. Three narrow columns are equipped with six radar monitors for radar, conning and AlphaChart, as well as zoom cameras. The columns on the side are wider to include landscape monitors which are used to display camera images."

New products

It is not just the design that is new, but also a part of the software. Peter van Veen:

**“The result was
a new kind of
console, in which
the monitors are
neatly recessed.
Giving the bridge a
smooth and sleek
appearance.”**

Peter van Veen
General Manager Inland Shipping
JRC | Alpatron Marine

“The conning system is based on Alpatron Marine’s new Lynx software. Lynx makes it possible to freely compose a GUI out of widgets for relevant information and controls out of an ever-growing Lynx library. It can

be used for displaying any kind of information.” Another new feature on the bridge are the radar monitors. “These fully glass monitors are part of the new JMR-611 RiverRadar (see page 45). The MTS My Way is the first vessel with these monitors on board. Quite unique, because the new RiverRadar is not out yet!” tells the General Manager.

Successful

JRC | Alpatron Marine’s new design proved to be successful. “Within a month we had sold four packages with a similar setup, before we even had an example of the consoles in our showroom. One setup even includes a helm seat with integrated controls of the main engine, bow thruster, pilot and track pilot. The design is adaptable to the customers wishes. We look forward to implementing it on more vessels,” concludes Peter van Veen.

Picture left: the bridge of the My Way, above: the wheelhouse with the new radar.



THE NEW JHS-800S VHF RADIO WITH BLOCK CHANNEL FUNCTION

JRC | Alpatron Marine recently introduced the new inland version of the A-Class VHF radio, the JHS-800s. This new edition has been updated with a Block Channel Function. This makes it no longer necessary for the crew to change the VHF channel manually while sailing the European inland waterways. The VHF channel will be automatically adjusted to the correct block channel, whenever a ship moves from one block area to another, making VHF traffic much safer.

The all-in-one JHS-800s, consisting of a control unit with speaker and a transceiver with DSC, has high sensitivity performance and crystal clear HI-FI audio quality via the built-in speaker. It also has a protection rate of IP56. The new VHF radio is the first Class A DSC compatible in its kind featuring a five-inch high brightness color LCD touchscreen. It also has a Bluetooth microphone as a wireless handset and new functions for playback and record transmissions and an easy-to-operate self-diagnosis function.

**For more information contact the
Inland Shipping department via:
inland@alpatronmarine.com**



The bridge of the Balder, the newest edition of the Vario Shipping fleet.

NEVER A QUIET MOMENT AT INLAND SHIPPING

What has been happening at the Inland Shipping Department during the last challenging corona-period? According to Peter van Veen, General Manager Inland Shipping a lot: “A new bridge concept, new products, but also a lot of newbuilt projects.”

In the October-edition of last year we wrote about the semi-submersible Black Marlin, bringing in no less than eighteen inland vessel hulls. “By now the entire ‘load’ of the Black Marlin has already been put into service,” tells Peter van Veen. “For JRC | Alpatron Marine this meant several interesting projects. One of those projects was the delivery of complete nautical packages for two vessels for Oudcomb, a Dutch family owned company specialized in the construction and operation of high-quality chemical tankers. The package included the AlphaRiverTrackPilot, a fully automated course and track control system for the inland shipping segment that allows a ship to sail along a predefined line. The installation on the chemical tankers was done by Oechies Elektrotechniek.” The Black Marlin also transported five hulls for Fluvia, a very experienced and professional transporter of mineral oil products. “Also

via Oechies we supplied navigation and communication packages for the new editions of the company’s tanker fleet.”

Good experiences

JRC | Alpatron Marine also delivered an AlphaRiverTrackPilot, as well as a complete navigation package, for the MTS Balder. “This RVS tanker will soon be the newest edition to the Vario Shipping fleet. Earlier this year the same equipment was installed on the MTS Aquateam. Because of the good experiences with the equipment on this vessel, Vario Shipping Director Dennis Mandemaker decided to have the AlphaRiverTrackPilot installed on all upcoming newbuild vessels,” explains Peter van Veen.

New ADN gas barges for INEOS

In April the first three of four gas barges were delivered to INEOS Trading and

Shipping. JRC | Alpatron Marine provided a complete nautical package, including the VDR for all vessels. Peter van Veen: “The gas barges, called Onion, Brinjal and Aloo are the first to be fully built to the new ADN gas barge 2019 standard. The 110 by 17.50 meter gas barge Onion – the largest of the three – has six tanks with a total content of 5,538 cubic meters, making it the largest gas tanker on the Rhine. But, it is not only the size that makes these vessels stand out. All four vessels are easily recognizable by their brightly painted hull.”

Complete nautical package

Another example was the commissioning of the IJveer 64. Peter van Veen: “This was the fifth in a series of six ferries from the 60-series for the municipal transport company GVB in Amsterdam. With a length of 33.60 meters and a width of nine meters, these new ferries are larger

than the previous models and can transport 310 people.” All vessels in the 60-series sail with a (series) hybrid drive - cleaner than the old diesel engine. “The use of the batteries has been optimized for the IJveer 64 and other controllers have been used, so the vessel is capable of sailing on electricity for a longer period. A welcome and sustainable addition to the GVB fleet. And the IJveer 65 is expected to be added later this year. That means we have to get back to work, because JRC | Alpatron Marine is responsible for the delivery of complete nautical packages for all vessels in the serie,” concludes a content Peter van Veen.

“The arrival of the Black Marlin with eighteen inland vessel hulls meant several interesting projects for JRC | Alpatron Marine.”

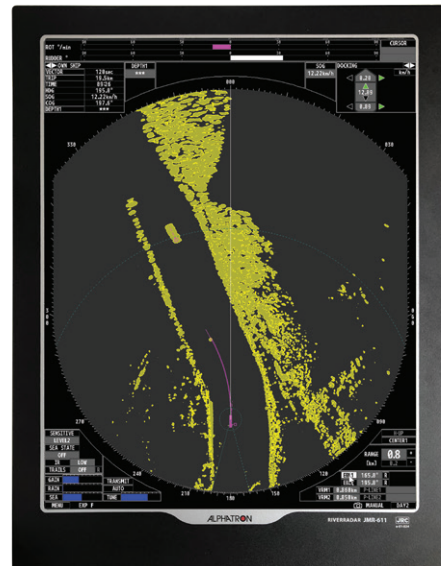


Peter van Veen
General Manager Inland Shipping
JRC | Alpatron Marine



INTRODUCING THE BRAND NEW JMR-611 RIVERRADAR

After 10 years the JMA-610 RiverRadar is still best-selling. But time has come for something new. Together, JRC and Alpatron Marine are introducing its successor: the JMR-611 RiverRadar. The first impressions of colleagues, and a limited number of customers and end users are positive to say the least. The JMR-611 will be available from the end of September 2020.



The first thing of the new RiverRadar that catches the eye is the beautiful all-glass monitor in combination with a completely renewed user interface. A standard monitor, with the well-known aluminium finishing frame is also available. Extra attention has been paid to reflection, due to the stricter requirements that are currently imposed on this matter. Both monitors meet the new requirements. The various information is very clearly displayed on the monitor and can be minimized if desired in order to generate maximum space for the radar image itself.

Sea State

The new JMR-611 RiverRadar has a new function called Sea State. This is perhaps the most important development in the new radar. Because of this new function the annoying waves on open water when connecting a GPS Compass (JLR-21)

can be minimized. Sea State can be set in three different modes: from windy, rough to storm.

Future requirements

Future requirements that will be imposed on the minimum rotational speed of the radar in very strong wind (climate changing) have also been included in this new design. For example, the array has been made aerodynamic to reduce the load on the motor and a stronger motor has also been mounted in the scanner unit. As always, this JMR-611 radar can also operate at high speed with a 6 or 7ft array. Other properly working functions from the JMA-610 have been retained. The combination of the well-functioning JMA-610 and these latest developments, promises a lot of good things from the JMR-611 radar for the coming years!

ERIK VAN BOOM FEELS LIKE A FISH IN WATER AS MANAGING DIRECTOR NETHERLANDS

Center of Excellence
Rotterdam

Erik van Boom joined JRC | Alpatron Marine as a trouble-shooter exactly five years ago. After first concerning himself with the Belgium office, he was later also assigned final responsibility for the company's offices in France. But this adventure did not last very long because within a year he was sent to the US to further professionalize the Center of Excellence in Houston. After 2.5 years working as General Manager Alpatron Marine USA | JRC Americas Division, in April of this year Erik van Boom started preparing for his new position within JRC | Alpatron Marine. We spoke with him about the challenges he is facing as Managing Director Netherlands as of September 1st.

TOP 5 INNOVATIONS

- AlphaMINDS
- AlphaECDIS
- RiverRadar
- AlphaRiverTrackPilot
- AlphaFEVERCamera

“You do not earn your spurs behind your desk; you need to talk with clients face to face. Find out what is going on,” says Erik van Boom. “But it is not just a case of getting to know the market, you also need to know what is going on within the company. Is the staff motivated? Do we have the right people working in the right positions?” In fact, several times a week, Erik can be found walking around the company’s Center of Excellence in Rotterdam. “I believe it is important to ensure our employees are motivated and informed. Everyone should feel as if it is their own company – this is what we should work towards. Not just focusing on your own console, but also knowing what your colleagues in the company are making or selling. If you want results, you need to know the ins and outs of the business.”

Covid crisis proves advantageous

Product knowledge at all levels of the company serves as a vital point of departure for Erik van Boom. “We offer a variety of in-house training programs that explain to staff members which products and services we supply around the world and which innovations we are

working on. Raising awareness, the right mentality and mind-set are key concepts in this context. In addition, I keep a critical eye on operational processes, productivity, sales and service. What is going right? What is going wrong? Where do we see room for improvement?” In this sense, the Corona-crisis was an advantageous time to start in a new position. Erik van Boom: “I had just returned from the US when the world went into lockdown. But I have been able to take good advantage of the months that followed to set to work internally.”

Untapped potential

“JRC | Alpatron Marine has a great network, but I still see a lot of untapped potential. There are still shipping companies that do not have JRC |

Alpatron Marine on their radar. The challenge is to put the Netherlands on the map even more visibly than it is today. And I am fully confident that we can do this. The market may have contracted, but by taking smarter advantage of your options you can still move forward. As I said earlier: it all starts with the right people in the right positions. And equally important is close knowledge of the client’s specific situation. How much room is there on board a vessel? What region does it operate in? What does it need in terms of innovations, and why? In short: we need to think along with the client!” concludes an enthusiastic Erik van Boom.

“Product knowledge at all levels of the company serves as a vital point of departure.”

Erik van Boom
Managing Director Netherlands
JRC | Alpatron Marine

INNOVATIONS



The Coral Energice. Picture with courtesy of Anthony Veder.

JAN VALKIER, CEO ANTHONY VEDER: “WE BELIEVE IN COMBINING NATURAL GAS WITH NEW FORMS OF ENERGY.”

Although the government policy in the Netherlands is to steadily decrease the use of gas as a fossil fuel, Jan Valkier believes that, in fact, the whole world is moving towards gas. The enthusiastic CEO of Anthony Veder, who early this year was proclaimed Port Man of the Year in Rotterdam, navigates between traditional business and high quality innovation. We spoke with him about the future of fuel, innovation and the maritime sector.

Anthony Veder has a fleet of 35 ships and 1,000 employees transporting petrochemical gases (Petchems), liquefied natural gas (LNG), ammonia, and liquefied petroleum gas (LPG). They are pioneers in the maritime industry for building the first CO2 tanker, being the first with fast

cooling ethylene carriers, the first in ethylene carriers fueled by LNG, and the first in small-scale LNG. “More than ten years ago, we unlocked the demand for small scale LNG with our first LNG carrier, Coral Methane. Smaller ships take us to places that were previously impossible to

reach with LNG carriers. It all started with LNG distribution in various Scandinavian countries,” explains Jan Valkier. Ten LNG carriers later, Anthony Veder sails to wherever gas is needed. Jamaica is a good example. Electricity used to be generated there using diesel fuel. Since four years, the power plant, the hospital, and the Red Stripe brewery have all been run on gas. Now we have started supplying gas to Puerto Rico for electricity and production.”

Global playing field

From the historic office building in the Rotterdam Shipping Quarter, Anthony Veder is in contact with the entire world. Jan Valkier finds this a great combination. “From this beautiful maritime location, we operate worldwide. In doing so, we are committed to innovation.” Wind and solar are the future. “But storing energy is extraordinarily complicated,” Jan Valkier acknowledges. “Moreover, just 16% of our energy needs are now being met by electricity. Even if that percentage increases to 50%, 50% still remains. Gas can fill that gap. It is much cleaner than diesel, coal, and fuel oil, and is

available and affordable. I see gas as fuel for the next 30 to 50 years. We strongly believe in the combination of gas and new forms of energy.”

Standardization and innovation

Since the creation of Alphatron Marine 30 years ago now, we have had a warm relationship. “Most of our ships are fitted with a bridge from JRC | Alphatron Marine. Standardization is a key principle for us. We have a variety of ships and therefore it is quite a challenge to standardize the bridges. But together with JRC | Alphatron Marine, we have been able to achieve that. This also makes it easier for the crew to change ships. Along with standardization and safety, we place tremendous value on innovation. This is fairly tricky when it comes to the rapidly changing world of electronics. Building a ship takes two - three years and when choosing a bridge you want it still to be so innovative that you can use it for the next five to ten years. For that reason, together with JRC | Alphatron Marine, we continuously innovate to stay ahead of the competition,” concludes Jan Valkier.

FACTS & FIGURES

IN 2019 THERE WERE
53,732 SHIPS
IN THE WORLD'S MERCHANT FLEETS.

The total **global LNG fleet** stood at
673 VESSELS
out of which **538 ships**
were in service and
135 ships were on order.

AT THE SAME TIME THERE WERE
**356 ALL-ELECTRIC
OR HYBRID VESSELS**
EITHER IN OPERATION OR
UNDER CONSTRUCTION.

Less than 2% of all the ships
world wide are using
ALTERNATIVE FUELS.

*Published by Statista Research Department
March 23, 2020*

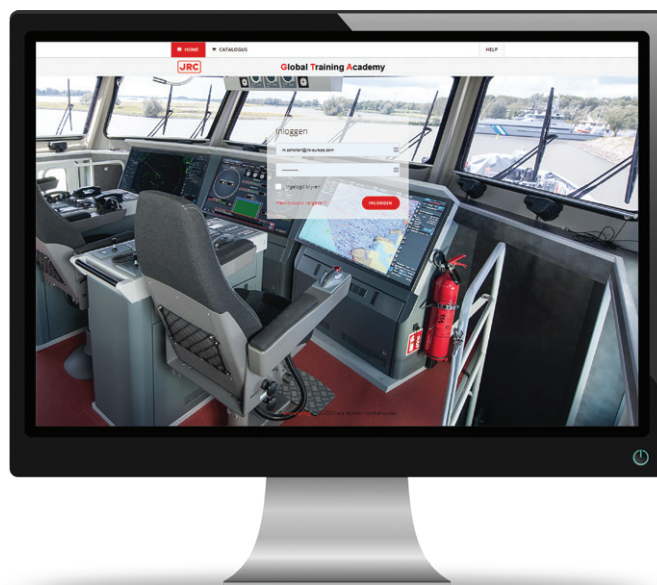


PORT MAN OF THE YEAR

Jan Valkier studied Economics at Erasmus University and has worked for Anthony Veder since 1992, first as Commercial Director and since 1999 as CEO. He serves as a board member of the Royal Association of Netherlands Shipowners (KVNR) and participates in the Rotterdam Maritime Capital of Europe network. In January of this year, he was awarded the prestigious distinction of Port Man of the Year in Rotterdam. Jan Valkier earned the title of Port Man of the Year 2019 in recognition of his role as a pioneer in LNG transport and the significant fleet expansion Anthony Veder achieved in 2019. Anthony Veder also equipped the first cruise ships with LNG as fuel – a milestone in the development of cleaner shipping.

ONLINE GLOBAL TRAINING ACADEMY

Classroom training can be time consuming and costly. That is why JRC | Alpatron Marine is introducing the new online Global Training Academy (GTA) this fall. An online learning management system, via which all training courses can be followed wherever in the world you are. Monique Scholten, Manager Training at JRC | Alpatron Marine talks about the online GTA and its potentials.



"The first online training courses for our distributors will be available this September," starts Monique Scholten telling about the new online Global Training Academy. "Our trainers are working hard to get more courses available in the near future and are also looking if there is potential to make online training available for other audiences." When asked if online training via the GTA matches classroom training, Monique Scholtes answers: "A training needs to be informative as well as practical. That is why trainers with years of experience in training and in the field develop and give these training courses at JRC | Alpatron Marine. This contributes to the high quality standard that we set

for our training courses. The starting point in the development of the digital Global Training Academy was to ensure that the quality of the new online courses matches the quality of the current classroom training. Therefore we worked closely together with different departments from JRC and Alpatron Marine worldwide and we brought in some expertise to help us transfer our training methods into a digital version."

User friendly

During the development of the online Global Training Academy a lot of effort went into making it as user friendly as possible. Monique Scholten: "You can book a training on our website as you did before. But instead of traveling to one of our Centers of Excellence or other training locations, you can now log in via the GTA-portal on any phone, tablet or computer whenever and wherever it is most convenient for you. After logging in, you have a clear overview of all purchased training courses and with a single click you can start or continue your training." The training courses themselves are set up interactive modules. "For instance with short videos and questions in between, and sometimes an assignment," explains Monique Scholten. "They are set up in such a way that it is easy to stay concentrated and get involved. And at the end there is a test before a certificate is awarded."



Different kind of courses

Not all training courses will be the same. "For simple equipment a participant will be able to obtain a certificate through an online course. For other advanced equipment we will combine the course with an online classroom," illustrates Monique Scholten. "For more complicated equipment such as radars, MFD's and VDR, an actual classroom training will still be needed. Things like regulations and software updates can be taught and practiced online, but an actual installation needs to be practiced on the real thing. Within these kind of courses you will have to obtain partial certificates before you can participate in the classroom training."

Until these courses are ready, JRC | Alphasat Marine still provides classroom training where possible, in accordance to the COVID-19 guidelines of the relevant government.

"You can log in via the GTA-portal on any phone, tablet or computer whenever and wherever is most convenient for you."



Monique Scholten
Manager Training
JRC | Alphasat Marine

AGENDA EXHIBITIONS

SHIPPING TECHNICS & LOGISTICS

29-30 September 2020

Kalkar, Germany

HOLLAND FISHERIES EVENT

02-03 October 2020

Urk, The Netherlands

Stand number: D32

MARITIME INDUSTRY

13-15 October 2020

Gorinchem, The Netherlands

Stand number: L103

SUPERYACHT PAVILION METSTRADE

17-19 November 2020

Amsterdam, The Netherlands

NORSHIPPING

01-04 June 2021

Oslo, Norway

ITS SINGAPORE

07-11 June 2021

Singapore

METSTRADE

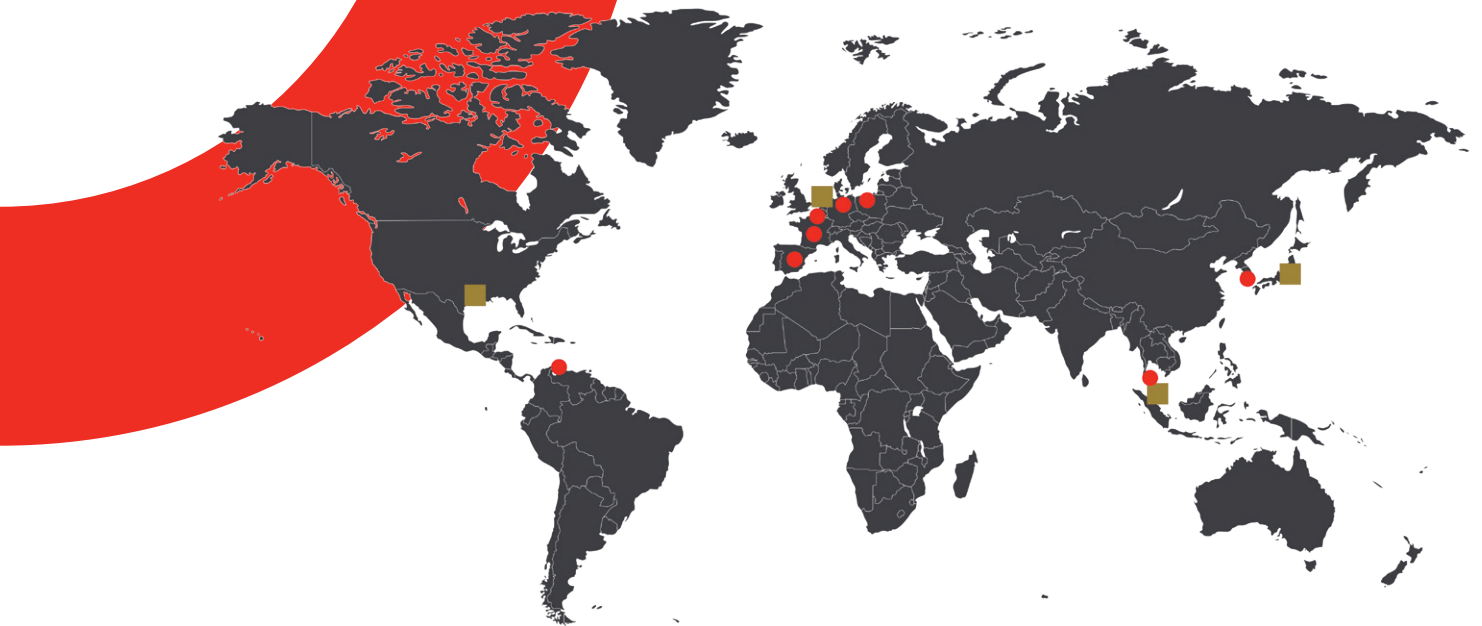
16-18 November 2021

Amsterdam, The Netherlands

The COVID-19 situation is evolving on a daily basis. It is therefore possible that some of the above-mentioned exhibitions will not take place. Look at our website www.alphasatmarine.com under 'Events' for the latest developments on our exhibition 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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