

# ALPHATRON

## Marine Magazine

Magazine of **JRC** and Alpatron Marine | Year 1 Issue 3 October 2017

### TRAINING TUG RT BORKUM

FROM INLAND VESSELS  
TO POLAR BEARS;  
NO DAY IS THE SAME



BART BROM IS  
THE NEW CEO OF THE  
ALPHATRON MARINE  
GROUP

## ALPHATRON MARINE KOREA



## COLOPHON

ALPHATRON MARINE MAGAZINE

Published by Alpatron Marine

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## PROFILE

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



**ALPHATRON**  
**Marine**



## ALPHATRON MARINE KOREA 4

New SOLAS regulation	8
Bart Brom is the new CEO of the Alpatron Marine Group	9
The coverstory of the Egbert Wagenborg	10

## ALPHATRON BOARD 12

Alpatron Marine USA	14
Alpatron Marine The Netherlands	16
Robert Reitsma of Scylla Shipping Company: 'Listening to wishes and ideas is high on our list of priorities'	18



Alphafacts	20
Alpatron on the job	21
JRC and Alpatron Marine	22
Never a dull moment for Ernst Lohmann	24
The flagship of Rotortug: training tug RT Borkum	25

Alpatron location	28
From inland vessels to polar bears; no day is the same	30
Training	31
Environment	32
Exhibitions	34

# CONTENT



## COVERPHOTO

Alpatron Marine is pleased to announce the delivery of an AlphaBridge including an IT and entertainment package for the Service Operations Vessel (SOV) Bibby Wavemaster 1, providing comfort and safety to the offshore and wind industry.

**Read more about it in the next edition.**

# ALPHATRON

## News from the world of Alpatron Marine

Time flies in our line of business. With pride we present the third edition of our Alpatron Marine Magazine. Although the second edition is fresh in our memory, we feel we should keep you up-to-date with our endeavors to serve our customers in the best possible way. In that respect we would like to introduce our new CEO Mr. Bart Brom in this magazine. We give him a warm welcome to Alpatron Marine.

Most segments in the shipping industry remain sluggish, despite this we are experiencing increased complexity in the type of vessels built in Northeast Europe, automation and integration on board, logistics and vertical integration in supply chains. We take on this challenge together with our customers, employees and suppliers.

Alpatron Marine is participating in the society and industry discussion and studies on autonomous sailing and ships. Since the sensors and connectivity required for these initiatives are part of the portfolio of Alpatron Marine and mother company JRC, this is part of our future in whatever form it will develop. You can read about it in different articles like 'Egbert Wagenborg' (page 10), 'Scylla Shipping' (page 18) and 'Rotortug' (page 25).

We wish you a lot of fun with reading the articles from all over the 'world of Alpatron Marine'. However, no magazine can replace human interaction and relation! We cordially invite you to our booth at Europort exhibition for a cup of coffee and a chat.

Arno Metzmakers

General Manager











# ALPHATRON Marine

Answering to the strong demand for local representation and integrated technology services, JRC and Alpatron Marine expanded their global presence with the opening of Alpatron Marine Korea on 1 September. The new office is located in Busan, a maritime industrial area for shipping, shipbuilding and manufacturing of ship machinery in the southeastern tip of South Korea. With this strategic location, we are immediately available for sales, service and support. We will be able to get closer to the customer, strengthen our presence and support growth in the Korean market.

The Korean market for maritime electronics is one of big proportions. Over the last two years it has undergone some changes in preparation of a new era. Many of the major shipyards underwent a restructure of the organization. Not to shrink down, but to reinforce the sustainability of the maritime business. Also the South Korean government launched several new programs to support the maritime industry and planned to build more than 250 ships by 2020. “JRC is already a big player on the Korean market, especially when it comes to navigation and communication equipment for newbuilds,” tells Reiji Miwa, General Manager Strategic Business Solutions. “But as Alpatron Marine we are just starting. The focus of the introduction of Alpatron Marine to the Korean market is therefore on a mutual synergy between JRC and Alpatron Marine as well as the harmonization of the competences of both companies: JRC’s reliable products as manufacturer and Alpatron Marine’s flexible system integrations. Together with Korean manufacturers, shipyards and governmental institutes, we are ready to show our advancements in technology and are ready for a new era in Korean shipbuilding.” ►

# MARINE KOREA

### The new office

“We have chosen for the harbor of Busan, not only for its local maritime industry, but also for its strategical position,” explains Reiji Miwa. “The shipbuilding industry is widely spread beyond Busan. From the new office it is easy access to Ulsan, where Hyundai Heavy Industries Co. Ltd. is located. As well as to Koje Island, where Samsung and DSME have their shipyards.” The main focus of our colleagues from the Korean office will be sales of Alpatron Marine and JRC products and system integration of these products for new building projects. Reiji Miwa: “Alpatron Marine Korea represents a rich blend of total marine systems and solution provider utilizing JRC’s global renowned hardware capabilities, Alpatron Marine’s turnkey system integration and other partners including our strategic partner Transas for software. We also offer a high level technical support of major industry brands to vessels, provide service, training, installation work, retrofit services, preventive maintenance for all types of IMO and non-IMO vessels including commercial vessels, fishing vessels and workboats.”



### Kormarine

The opening of the new office came just before Kormarine on 24-27 October in Busan, the biggest maritime exhibition held every other year. “It was a good opportunity to introduce Alpatron Marine Korea. We showed our brand-new AlphaBridge workboat solution, the latest standard in bridge design, at the joint JRC and Alpatron Marine stand. We also demonstrated NeCST, an internet of things (IoT) terminal, connecting ship and shore for navigational support. We received many compliments on our products and great feedback.”, concludes Reiji Miwa.

**“Alpatron Marine Korea represents a rich blend of total marine system and solution provider utilizing JRC’s global renowned hardware capabilities, Alpatron Marine’s turnkey system integration and other partners including our strategic partner Transas for software.”**

**Reiji Miwa**

**General Manager Strategic Business Solutions**







Picture: Shutterstock.

# FACTS & FIGURES

South Korea is home to the world's three biggest shipbuilders:



DAEWOO SHIPBUILDING &  
MARINE ENGINEERING CO., LTD.



SAMSUNG HEAVY INDUSTRIES

The South Korean government plans to spend about **11 trillion won** (9.6 billion USD/8,104,377,056 euro) by 2020 to help the industry.

**Over 25 million GT** made South Korea the largest shipbuilding nation in 2016 based on completions in gross tonnage.

The Korean market mainly builds highly specialized ships, such as LNG and LPG tankers, drill ships and other complex offshore vessels.

**A focus shift to smart ships and eco-friendly vessels**

Total size of the market for maritime electronics (incl. IT solution business) is approx. 200 million USD



# NEW SOLAS REGULATION

## PORTABLE RADIOTELEPHONE SETS FOR EACH FIRE-FIGHTING PARTY

**Safety of Live at Sea, SOLAS, is the main international treaty on maritime safety. It describes the requirements of seagoing vessels to comply in terms of construction, equipment and crew, depending on the trade. The new SOLAS regulation requires a minimum of two two-way portable radiotelephone sets for communication for each fire-fighting party to be carried on board all SOLAS vessels.**

In November 2012, the International Maritime Organization's (IMO) Maritime Safety Committee (MSC) set out a number of measures designed to improve fire safety at sea, including the mandatory provision of specific types of handheld two-way radios for firefighting operations. "The regulation 10.10.4, SOLAS Chapter II-2, requires all ships constructed on or after 1 July 2014, a minimum of two-way portable radiotelephone apparatus for each fire party for fire-fighter's communication shall be carried on board. Ships constructed before 2014, compliance becomes mandatory on 1 July 2018," explains Raymond Polak Sales Manager Spare Parts Alpatron Marine.

### Special offer

The two two-way radiotelephone apparatus shall be or an explosion-proof or intrinsically safe type. Alpatron Marine offers a reduced rate for several brands like McMurdo, Hytera, Sailor, Entel and Motorola until the end of 2017.

**For more information please contact  
Sales Manager Spare Parts Raymond Polak  
([spares@alpatronmarine.com](mailto:spares@alpatronmarine.com)).**



# BART BROM IS THE NEW CEO OF THE ALPHATRON MARINE GROUP

**In this edition we like to introduce Bart Brom as the new CEO of Alpatron Marine Group. He started at the Center of Excellence in Rotterdam as of 1 September in preparation of this new challenge. From 1 January 2018 he will succeed co-founder Luuk Vroombout.**

Bart Brom was born in the idyllic village of Tolkamer, where the river Rhine enters the Netherlands. "As a child I couldn't imagine that I would study electrical engineering, or even think about working in the shipbuilding industry. All of it is purely based on chance. But in conclusion, I feel at home in the port of Rotterdam," tells the new CEO of Alpatron Marine with a smile. After he had completed his studies in electrical engineering, he fulfilled various management and executive positions within companies in the maritime electrical engineering, such as Alewijnse, Bakker Sliedrecht and most recently he was Director and Business

Unit Manager Marine & Offshore at Eekels Technology in Kolham.

## People

Although Alpatron Marine is no unknown territory for Bart Brom, he wants to learn the company over the next few months from the inside out. Before he acts out as CEO from 1 January 2018 he wants above all to meet the people who work there. "Because a company is worth nothing without its people," is his opinion. "And I look forward to the co-operation with Luuk Vroombout, who has built the company from the ground up. He will remain involved in

the company as president and as a co-director he will mainly engage in the company's strategy, product development and branding. I am happy to look to the future of Alpatron Marine with Luuk by my side."

## Future

Bart Brom is optimistic about the future. "Alpatron Marine has gone through difficult times. Over the last years the company invested and expanded counter-cyclical. Had the ability to work in a tight market. With those qualities, we will have success in the near future. The market is coming back. That is proven worldwide," concludes the new CEO who will in close collaboration with Japan Radio Company (JRC) further expand and develop Alpatron Marine as a Global Solution & Service Provider.



**"A company is worth nothing without its people."**

**Bart Brom**



# COVERSTORY OF THE EGBERT WAGENBORG

The AlphaBridge of the Egbert Wagenborg decorated the cover of our last magazine. This bulk cargo vessel, an EasyMax-design, is the first of a new generation of ships for Wagenborg Shipping with a focus on efficiency and sustainability. It is designed to operate to the utmost in its designated trading areas and the ship's digital technology is a next step towards autonomous shipping.

"Wagenborg Shipping is a company that has always been forward-looking," tells David Goedknecht, Sr. Account Manager Deepsea Projects at Alpatron Marine in Rotterdam. "With the development of this first EasyMax, Wagenborg Shipping not only answered to the demands from today's transport market, they also looked for ways to make the ship future ready. The Egbert Wagenborg is designed for a maximum payload, but focused on high-volume low-weight cargo. The lay out of the ship, with a high freeboard and a deckhouse at the frontdeck, gives a higher cargo capacity and less need for ballast water. Design choices like these ensure extremely low fuel consumption."

## AlphaBridge

The Egbert Wagenborg is equipped with a complete AlphaBridge, but in this exceptional case the bridge wasn't built by Alpatron Marine itself. "We designed the bridge, paying a lot of attention to ergonomics and a 360-degrees view outside with no line of sight restrictions, and delivered the equipment. The

consoles were built by Eekels Technology, who did the entire electrical installation of the vessel," explains David Goedknecht.

## Remote Maintenance System

The AlphaBridge is equipped with four 46-inch MFD's for ECDIS, CCTV-system, radars and Remote Maintenance System (RMS). Worldwide there are over 1,400 ships equipped with RMS, mostly on the Asian market. The Egbert Wagenborg is however the first ship with RMS installed by Alpatron Marine in Rotterdam. David Goedknecht: "The Remote Maintenance System allows for remote diagnostics from anywhere in the world. If a system gives off a warning we can log in and check the system for problems. It does not only contribute to safety, it also will reduce the downtime of the ship by either being able to fix the problem remotely or have the engineer even better prepared." Outside remote connectivity of navigation and communication systems, Wagenborg is also focussed on remote connectivity of other ship's systems. This is the future. More features are being developed and

there will come a time when a shipping company can get all the ship's data from the entire fleet from anywhere in the world with the push of a button," concludes David Goedknecht.





## J-MARINE CLOUD

*J-Marine Cloud is the general term for the total services (this includes RMS) that are intended for safe and secure smart navigation management by providing a greater variety of contents. The service has three main features:*

### **1. Information collected from ships and shore compiled as a database**

*Various types of information are collected from weather and oceanographic information providers, shore-based radar stations and AIS shore stations (to be installed separately), and are compiled as a database for superimposed display on multiple monitors and PC's.*

### **2. Solutions to various problems with ship operations**

*J-Marine Cloud supports the improvement and solution of various problems with navigation and ship operations including energy-saving navigation and environmental measures, anti-piracy measures, proper support from shore of ship operations.*

### **3. Common platform for collecting and providing informant**

*J-Marine Cloud functions as a common platform to collect various types of information and provide a diversity of contents.*

**For more information: [www.jmarinecloud.com](http://www.jmarinecloud.com)**

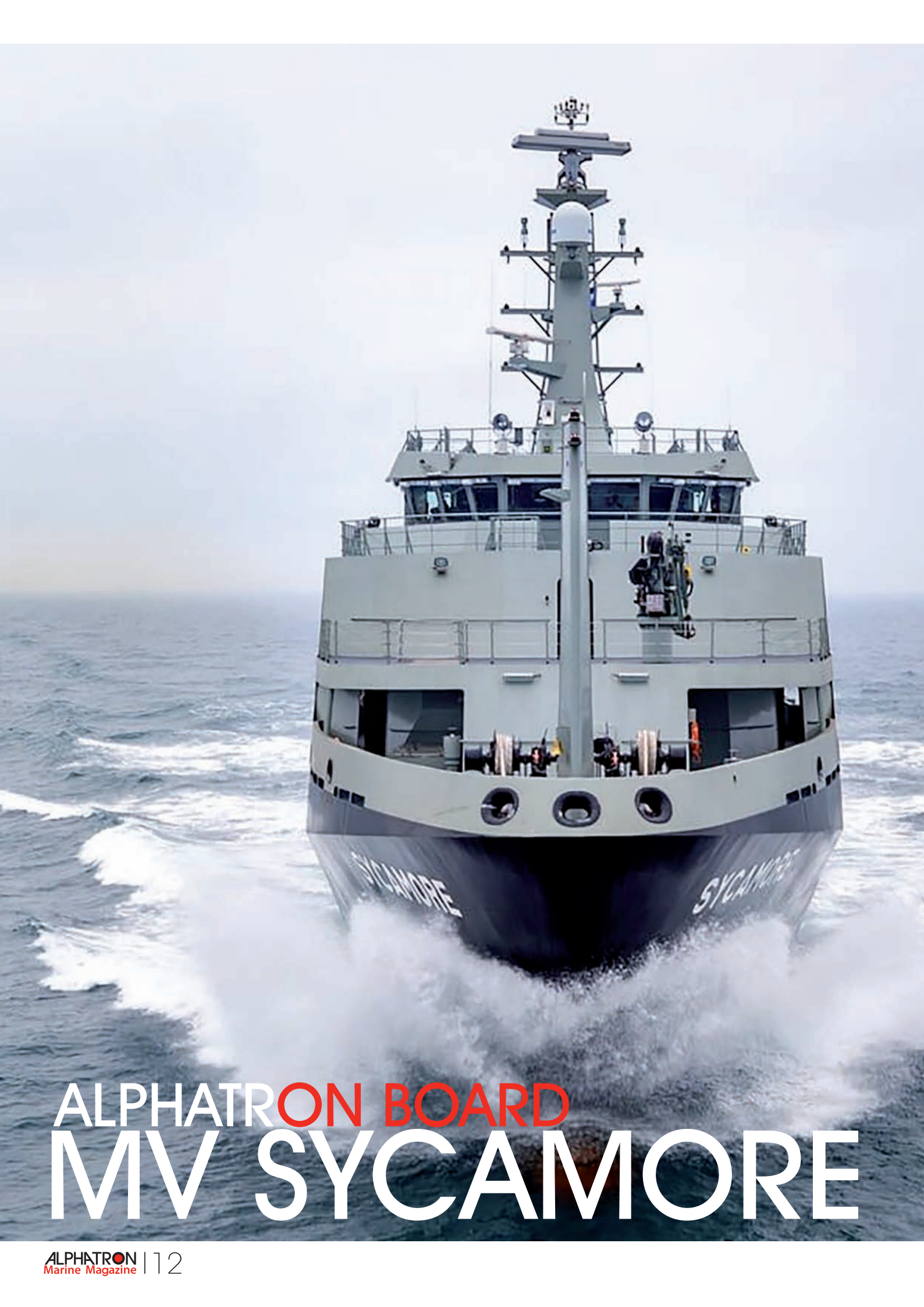


**David Goedknegt**  
**Sr. Account Manager**  
**Deepsea Projects**

*Picture with courtesy of Wagenborg Shipping.*







# ALPHATRON BOARD MV SYCAMORE



The Multi-role Aviation Training Vessel (MATV) MV Sycamore is one of the newest vessels of the Royal Australian Navy. The MV Sycamore, based on the OPV series by Damen Shipyards Group is a very versatile ship. The main role will be providing a training platform for all possible helicopter-related operations, but it will also be able to undertake mine and torpedo recover operations, navigation training, target towing and concert duties. Due to a large storage capacity, the MV Sycamore also has the potential to be mobilized in humanitarian relief operations.

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*The AlphaBridge on the MV Sycamore*

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Alphatron Marine delivered an extensive AlphaBridge package to the MV Sycamore through the Serco Australia managed Fleet Marine Service Contract. The package consists of fully advanced navigation and communication equipment and is supplemented by a broad scope of tools and solutions that incorporate the latest maritime technology. Gerard van den Baard, General Sales Manager Alphatron Marine: "For monitoring flight deck operation under poor visibility, we delivered a sophisticated CCTV system as well as a helicopter deck monitoring system and thus improving safety during landings and take-offs in hostile weather conditions."

Damen Shipyards Group and Alphatron Marine worked together to produce a 3D virtual model of the proposed layout of the bridge before it was manufactured. "The best possible configurations were selected, keeping it solid and stable, without compromising on an overall sleek and ergonomic design," concludes Gerard van den Baard.

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## VESSEL PARTICULARS

LOA:	94 m
Speed max:	18 kts
Crew:	22 people

# JRC BRASIL

## “OUR ORGANIZATION WILL KEEP ADAPTING AND GROWING”

**JRC Brasil was established in Rio de Janeiro in 1975. Over the years the South American market changed drastically, but by extending and shifting its focus, the company grew into the organization it is today. Working closely together with Alphasat Marine USA on several projects, JRC Brasil has found a solid co-operation to take on the current American market.**

“The American market is very competitive,” tells Carlos Lito, Director - VP JRC Brasil. “In many areas our structure cannot compete under equal conditions. We are working on making our group, which is already consolidated, an extension and a support to the opportunities presented by Alphasat Marine USA.” Despite the fact that the relationship between JRC Brasil (JDB) and Alphasat Marine USA is only recently established, both organizations see it as a strong and solid one. “We just worked together on a project for the Rio Santiago shipyard (ARS) in Argentina. With the support of Alphasat Marine USA we provided an Alphasatbridge. Our technicians moved to the shipyard to assemble the equipment and internal structure on the consoles from Alphasat

Marine and connected all the components of our scope as well as others supplies by the shipyard. The project was a success, which we seek to repeat soon,” according to Carlos Lito.

### Strengthening the company

“In the 1970’s Brazil was one of the largest ship builders in the world,” says Carlos Lito. “Initially, JRC Brasil was only intended to support sales of materials coming from Japan and for assembling JRC equipment that was produced in Brazil.” Over the years the shipbuilding industry in Brazil almost disappeared and a serious crisis hit Asia. Carlos Lito: “We shifted our focus and expended to the terrestrial market. JRC Brasil became a supplier of important systems such

as Telemetric Systems, monitoring rivers and reservoirs water levels, Radio Coast Stations (46 VHF, 4 MF/HF), GMDSS Coast Stations and Local Ports Monitoring Systems. For the marine area, we shifted our focus to retrofits, which there was a need for on the South American market. Going through these critical periods strengthened our company and gave us the drive to keep going and keep growing. To maintain this drive, a co-operation with Alphasat Marine USA was the next logical step.”

### Plans for the future

The organization is finalizing the details for operating a bonded warehouse, which will kick off the development of a JRC Brasil Service Network, with technical and commercial representatives trained in the training center in Santos. “And, we will be installing the first JRC X-band weather radar outside Japan. This will be the starting point to promote JRC Brasil as a provider of disaster prevention and mitigation systems in our market. Our organization will keep adapting and growing as we have been doing in the last 40 years,” concludes Carlos Lito.



**Carlos Lito**  
Director VP JRC Brasil



# HURRICANE HARVEY HITS HOUSTON



Hurricane Harvey, the third hurricane of the 2017 Atlantic hurricane season, made landfall in the United States at Rockport in Texas, near the city of Houston. It was the first hurricane to reach landfall in the country in 12 years. Harvey was one of the wettest tropical cyclones on record in the USA. Many areas received more than 100 cm of rain over a period of 4 days, resulting in floods overrunning hundreds of thousands of homes and displacing over 30,000 people. Alpatron Marine USA is located in Houston where nearby the Harvey made landfall as a Category 4 hurricane.

"Before we left the office on Friday, the day before hurricane Harvey was expected to hit, we gathered everyone's contact information," tells Kaycee Hord, Proposal Engineer at Alpatron Marine USA. "It is very important to stay in contact with each other, so you can help one another. Once the heavy rain from Harvey started, a group text message was sent out to all employees to make sure everyone was safe and accounted for." This continued during the night and the next day. Kaycee Hord: "When someone didn't respond back to the group text, the managers

called in and check on them and report back to the group text with an update. It was good being able to hear from everyone and to know that they were safe, even though some colleagues were experiencing severe flooding or damage to their homes or vehicles."

## The aftermath

The office of Alpatron Marine USA managed to stay dry, even though the surrounding area was underwater. "The neighborhoods around our office were some of the most damaged areas across Houston. The I-45 interstate

which goes through the League City area and past our office was shut down due to extremely high water and was featured on many world news stories. The people of Houston and the state of Texas really pulled together during this time of devastation. During Harvey and in the aftermath of the hurricane we have seen more strength in people than most knew to be possible. We've witnessed humanity on an entirely different level," concludes Kaycee Hord, proud of her fellow Texans.

# WORLD PORT DAYS



**The World Port Days, Netherlands' largest annual maritime festival, celebrated its 40th anniversary with a party of global proportions! Hundreds of thousands of visitors came 1-3 September to the port of Rotterdam to experience the greatness of this gateway to the world. Of course Alpatron Marine was involved.**



**Vera Groeneweg**  
**Marketing Support**  
Alpatron Marine

The maritime festival started for the Center of Excellence in Rotterdam with the visit of 80 students. "As future employees of the maritime industry they got a glimpse into the world of navigation and communication. They experienced our advanced simulator bridges and were introduced to our AlphaEye. They also were given a demonstration of how to use the AlphaEye. And they saw how the crew on board the vessel is able to call through a dedicated communication link directly to the expert in the Alpatron Marine office or third party subcontractor for remote assistance," tells Vera Groeneweg, Marketing Support Alpatron Marine. In the maritime weekend, the organization of the World Ports Days also organized completely sold out tours at the office of Alpatron Marine in Rotterdam. Vera: "A lot of people were guided through our workshop and showrooms, where they experienced our simulator bridges and could enjoy the demonstration of the AlphaEye." On Saturday a group of loyal customers and partners were invited on the MV Elbe, the largest seagoing





monument of the Netherlands. From the Elbe and the Furie, another historic ship, the guests enjoyed the concerts on the 173 meter long cargo ship Bigroll Baffin and the spectacular light and firework show on the river Maas. The 40th edition of the World Port Days was a success in all aspects.



## “Positive feedback on Global Customer Support Center”

**Remco Houtsma**  
Manager Global Customer Support Center



*For the first time the Global Customer Support Center in Rotterdam was open for public during the World Port Days. People could see how Alphasat Marine monitored her customers as a part of our total solution philosophy. The people were getting a demonstration on our monitoring portals such as J-Marine Cloud, Ship2Report and viewed the performance of the VSAT system, including uptime, historical bandwidth charts and live bandwidth.*

*“We showed our videowall with eight 55-inch monitors and told about our technical helpdesk. With this support, we can answer all kind of technical questions, also for other than JRC and Alphasat Marine products,” tells Remco Houtsma, Manager Global Customer Support Center. “The feedback on our support center was very positive. For us the confirmation that Alphasat Marine is an innovative company,” Remco says with pride.*





# ROBERT REITSMA OF SCYLLA SHIPPING COMPANY: “LISTENING TO WISHES AND IDEAS IS HIGH ON OUR LIST OF PRIORITIES”

In 1974 Scylla, the Swiss shipping company for river cruises, began to sail with the first passenger ship. More than 43 years later, the fleet consists of 27 luxury ships and every year it increases the fleet with another three. We talked to Chief Technical Officer Robert Reitsma about the history of this beautiful family business and especially about the innovation of inland shipping.







*Clockwise: Mr. Reitsma senior, the Damco 21, Chief Technical Officer Robert Reitsma and Scylla vessels at the warf. Pictures with courtesy of Scylla.*

As a son of parents, who were brought up in the freight trade, Robert grew up in shipping, together with his brother Arno, currently Scylla's financial man. "At the beginning of their marriage my parents took the step from cargo to passenger shipping. This started in 1974 with the MC Scylla, the converted tugboat Damco 21," recalls Robert Reitsma. "Father was the captain and our mother the hotel manager. After four years, the first newbuilt ship, the MC Calypso, was launched. In the following years the fleet, as well as the sailing areas, continued to grow steadily. The first river that my parents sailed was the Rhine. Now the Scylla cruise liners sail on all rivers in Europe."

### **Tailor-made**

The ships of Scylla are always designed and manufactured in accordance with the requirements of the customer, in this case the tour operators. "This means that ships are tailor-made for an individual

market. For example, the German market is looking to book per person, with a demand of 220 cabins on a 135-meter ship. Whilst the American tour operators prefer 130 suites on the same size of ship," explains Robert Reitsma. "Listening to wishes and ideas is high on our list of priorities and is something that we have in common with Alpatron Marine. As for nautical technical equipment, they listen carefully to our questions. Therefore it's only logical that we have ordered all equipment necessary to sail confidently and safely from Alpatron Marine since the beginning of this century."

### **Innovative**

The fact that Scylla is also a forerunner in terms of sustainability is evidenced by, among other things, winning the Innovation Award Inland Shipping last year at the inland shipping exhibition in Kalkar, Germany. "In anticipation of the statutory emission limits of 2020, we have switched to GTL, a fuel which is 25 percent

cleaner than the cleanest diesel," explains Robert Reitsma. "Unfortunately, not all of our ships sail on GTL, but this has to do with the fact that so far only in France and the Netherlands can be bunkered. Our aim is to sail our ships without emissions into cities, therefore we also use diesel electric batteries. We want to ensure this last step of our policy on cleaning is realized as soon as possible; we owe this to the market. Innovation is very important to Scylla. Not only from an environmental, but also from an adaptive shipping point of view we want to be at the front," concludes a driven Robert Reitsma.

## CERTIFICATION FOR ALPHATRON MARINE IBERIA

Alphatron Marine Iberia received Certification under ISO 9001 Quality Assurance System by Lloyd's Register. The certification relates to Sales, Training, Installation, Surveying and Servicing of ship's navigation and communication solutions and VDR equipment. The office in Madrid started operations in May 2016. This certification will allow Alphatron Marine Iberia for further local approvals and participation in tenders/projects of bigger magnitude.



## ONE-STOP-SHOP CONNECTIVITY SOLUTIONS

Alphatron Marine Connectivity Solutions is a one-stop-shop supplier for all available maritime satellite services: L-band (Iridium, Inmarsat, Thuraya), VSAT (KU-band and KA-band) and Inmarsat FleetXpress. We can also supply and support the entire IT infrastructure on board of the vessel, including WiFi and crew welfare management. In-house we build the VSAT and IT racks, pre-configure and test everything before shipping it to the vessel, assuring the shortest possible installation time. Because of the growing demand for data, the unlimited VSAT and FleetXpress services are more popular than ever. Recently Alphatron Marine Rotterdam signed an agreement with Arklow Shipping for the delivery of 8 unlimited Telenor Thor 7 KA-band VSAT systems, whilst Alphatron Marine Systems Singapore has signed its first Inmarsat FleetXpress contract for a global trading LNG carrier. Our fully equipped Global Customer Support Center closely monitors the performance of our customers and acts in case of any issue.

## AWARD FOR TEXELSTROOM

The passenger ferry Texelstroom, which sails between the city of Den Helder on the mainland and the West Frysian island of Texel, has won the 2017 Shippax Award. The 135 meters long hybrid vessel of TESO is an example of how to build future ships. Alphatron Marine had the honor to be selected to supply the package of navigation and communication equipment. "We supplied the complete dual bridge as a turnkey package," explains Rogier van Roon, Chief Commercial Officer Alphatron Marine. "Think about the navigation chairs with controls in the armrests, a full set of bridge consoles with all bridge equipment nicely integrated, navigation and communication bridge package with JRC radars, internal public address equipment as well as an IP CCTV system with 32 camera's and 3 control stations for optimal surveillance and passenger safety. But also multifunctional, custom built Alphatron Marine control units for window wipers, sunscreens, monitor control, etc."



# ALPHAFACTS



# ALPHATRON THE JOB

## Syed Abdol Kareem

### SERVICE MANAGER



Syed Abdol Kareem started working for Alphasatron Marine Singapore as a Service Engineer on board new build vessels in June 2009. Soon after he found himself preparing the wiring on interceptors as a Workshop Engineer. Over time his duties and responsibilities in the workshop expanded. When the service department in Singapore was opened, Syed Abdol Kareem was appointed as Service Manager. Nowadays he manages five Service Coordinators, the warranty team and the administration and invoicing department.

"I can't really describe a daily work routine," Syed Abdol Kareem answers when asked about his work. "Every day there is something new, something different that needs to be handled. In general my team and I solve problems as they arise. We handle customers calls, e-mails and requests. That can mean meeting customers at their office, attending to engineers on board or replying to e-mails." The Service Manager is also entrusted with reviewing the day to day job assignments to make sure they match the ships estimated time of arrival. "Ensuring a ship has as little downtime as possible, is part of our service. The level of service we provide is very important. We therefore always look for ways to improve."

#### Personal

"The job teaches me how to manage people better and also to understand how my decisions effect others. It can be very personal sometimes," tells the Service Manager. When asked how his current position is different from his previous ones he answers laughing: "I sometimes joke that my work requires my brain to work 23/7 and needs more attention than my wife Eva! It's just because I'm very passionate about my work. But of course I also love spending time with my two lovely daughters Ayesha (6) and Aleeya (5)."

## IRANIMEX

POWERED BY  
EUROPORT



#### Iranimex

*Iran is steadily getting used to being a part of the international business world again. Exhibitions are playing a pivotal role in establishing new business between Iranian and international companies. Now more than ever, offshore explorations and an expanding oil and gas sector will increase demand for maritime and offshore equipment and technological solutions. For the second time, Alphasatron Marine will be present at the exhibition Iranimex. As a turnkey navigation and communication system integrator, the AlphaBridge on show is the perfect example of creating an advanced and safe work environment for crew. You will be able to experience first-hand our fully integrated premium bridge suited for all types of vessels. We look forward to enjoying the company of the generous locals and make friends while establishing business relations.*

## JRC BRASIL EQUIPS FIVE NEW AFRAMAX TANKERS

After a decade of crisis on the South American shipbuilding market, finally orders for new builds are being placed. Atlantico Sul Shipyard received an order from Brazilian oil company Petrobras for five 114.700 tons Aframax tankers. JRC Brasil is providing several complete solutions for the ships, of which the first will be taken into service March next year. It is the second large order from the shipyard, after JRC Brasil recently equipped 10 Suezmax tankers with navigation and external communication systems.

"The new Aframax tankers are being provided with several complete solutions, ranging from integrated bridges, wiper controls, GMDSS equipment to access control systems, telephone switchboards and CCTV," explains Carlos Lito, Director - VP JRC Brasil. "Customers are looking for companies capable of providing complete packages, support for all products and prices consistent with the scope. We meet these requirements by not only providing

the shipyard with premium equipment, but also by training the operators as well as continue qualifying our engineers. By servicing preventive and corrective maintenance for these vessels, service costs are lower."

Before the Aframax-project, JRC Brasil already received orders to equip 10 Suezmax tankers from Atlantico Sul Shipyard, 4 Panamax from EISA Shipyard (of which one has

## JRC SHANGHAI

**JRC Shanghai was established in April 2011, Centrally located in Pudong, east of the Huangpu River. We not only serve the maritime market of Shanghai, but also the mainland of China and Hong Kong, as well as Taiwan in the near future.**

Although the Chinese shipbuilding market is going through a rough period, it is still one of the biggest in the world. "We recently received an order for 20 newbuild second-generation 400,000 DWT VLOC's from China Merchant," tells York Wu, Manager Technical Section of JRC Shanghai.



*Office JRC Shanghai.*



already been delivered) and clear products for Astillero Río Santiago Shipyard. “These orders for new ships show that the market is finally growing again,” concludes Carlos Lito.

*Suezmax tanker built by Atlantico Sul Shipyard.  
Picture with courtesy of [www.fotospublicas.com](http://www.fotospublicas.com) –  
Eudes Santana*



“The first of these ore carriers, the world’s largest, was launched on 20 September and will be transporting iron ore for Vale S.A.. The last two ships will be build to the regulations to be classified as ‘Intelligent Vessel’ by the China Classification Society (CCS).” The company is not solely focussing on the newbuild market. York Wu: “JRC Shanghai has 10 of the world’s 20 biggest container ports in its business area. This means there is a big conventional ship market for servicing and retrofits.”

### **JRC Shanghai & Alpatron Marine**

Over the years employees of Alpatron Marine regularly visit JRC Shanghai to introduce new products. “There is an excellent synergy between the products of JRC and those of Alpatron Marine,” explains York Wu. “The portfolios of both companies complement each other and make up for a complete package that we can offer our clients.”

**“JRC Shanghai has 10 of the world’s 20 biggest container ports in its business area.”**

**York Wu**  
**Chief Technical Section**  
**JRC Shanghai**



# NEVER A DULL MOMENT FOR ERNST LOHMANN



*Pictures f.l.t.r.: skyline of Singapore, Ernst Lohmann (middle) with his wife Lenneke and Maurice Rutten and the Alpatron Marine office.*

**Most of our customers know him: Ernst Lohmann. He started working for Alpatron Marine in 2003. The last few years he was put to work as Manager Service Coordination in the Center of Excellence in Singapore. This spring he retired. But he cannot part from Alpatron Marine and Alpatron Marine not from him...**

Ernst Lohmann worked for Radio Holland for over 33 years, of which 18 years at sea, and switched in 2003 to Alpatron Marine. "My first function here had the longest name: Account Manager Spare Parts and International Service Support," recalls Ernst laughing. "At one point the titles didn't fit on my business card, because more functions followed... and never did one disappear! Manager International Service, Manager Contracts, Manager SBM Contracts, Manager Automation en Manager Bulk Handling Systems."

## **No time to stop**

Never a dull moment for Ernst Lohmann. When he was asked in 2015 to come to Singapore to put his expertise to use, Ernst said 'yes'. "I have always said that I wanted to end my career with a period abroad. We agreed that it would be for a few months, but the months turned into years," says Ernst with a smile. "Last May my farewell was finally there, with a fantastic lunch with all my colleagues of the office in Singapore. Afterwards I went back to Holland to enjoy my

retirement. But, I didn't really get the opportunity to stop working! There was simply no time to stop. So I worked during the busy summer period in the office in Rotterdam to help a colleague and in September I was back in Singapore..."

## **Hometown**

At the end of October Ernst finally comes back to Holland, to his lovely wife Lenneke, with who he is married for over 40 years and to his two sons and their partners. "This time I think my job is done at Alpatron Marine. However, if someone of the company asks me to help, I will say yes again. I know that. I cannot sit down. I'm not a man who gets bored. I'm also a guide in my hometown Vlaardingen, I love to tell tourists about one of the oldest settlements of the Netherlands. Vlaardingen is a very interesting historic place with a beautiful harbor. And another hobby of me is sailing, in particular with the Holland America Line," tells Ernst.



# THE FLAGSHIP OF ROTORTUG: TRAINING TUG RT BORKUM

**Since this summer, a very special training tug sails in the port of Rotterdam: the RT Borkum of Rotortug. Even Australian relations visit this advanced Rotortug to experience how unique this tug is.**

“On board the RT Borkum future tug crews can be trained in escort towage by assisting a large harbor tug on its way out to a vessel,” explains Evan Willemssen, Managing Director of Rotortug, the spin-off company from towage operator Kotug. The working principle of the Rotortug is the triple Z-drive configuration: two azimuthing thrusters are located in the front and one in the back. “The RT Borkum was built as a miniature working tug with a bollard pull of 10 tons. With this tug we explain the working principles of the Rotortug in full operation. We show our potential customers how this tug works safely under all weather conditions in all harbors, which in the end saves time and money. This summer the first training sessions have been held and were very successful,” tells Evan Willemssen proudly.



## Evolution

Evan hasn't got the time to actually enjoy the success of the RT Borkum. The focus is always on further innovation, to be prepared for the future. “Similar as they are doing at Alpatron Marine. We have the same goal; there is an enormous synergy between our companies. A good example of co-operation in innovation is the custom-made bridge Alpatron Marine designed for the RT Evolution. Alpatron Marine delivers the ‘ears and eyes’ of our tugs,” says Evan. “The hybrid Evolution built by Damen Shipyard is the best example of how you can build your own bridge and how we find solutions for the questions that arise in practice. Innovating is a never-ending process.”

## Reducing human failure

Towing ships is never without risk. Thanks to innovations, the number of crew members on board a tug has been reduced in the last years from 7 to 3 or sometimes even 2 persons. Evan Willemssen: “Technology nowadays is about reducing human failure. You see it also in aviation. Captains on board are now system controllers. The future for tugs is sailing remote controlled. I don't think autonomic yet, because in case of towing a connection must always be made. From that train of thought, we try to ensure by paying extra attention to bridge ergonomics that the operator can control the tug under all circumstances. He can be standby for a longer period and therefore be as fresh and rested as possible on the critical moment. Like pilots at the moment of taking flight and landing,” explains Evan about the near future of towing. ►

*Evan Willemssen in the training center at Alpatron Marine*

**“On board the RT Borkum future tug crews can be trained in escort towage by assisting a large harbor tug on its way out to a vessel.”**



### **Looks like a yacht**

The RT Borkum has been built by the Dutch shipyard Padmos. Alpatron Marine is responsible for all navigation and communication systems built into an ergonomic bridge design, including audio, video and IT. The tugboat is equipped with the most modern gadgets and is a feast for the eyes. It is a miniature working tug, but it looks like a yacht! What to think about teak caprails, a glossy topcoat and a luxurious interior? The large windows, floor heating and the best sound and video installations? And last but not least a bridge with a leather finish!

### **Training**

Tug Training & Consultancy (TTC) provides the professional trainings on board the RT Borkum. Evan Willemssen: “Of course a lot can be showed by computer simulation, but

an operational tug gives the real experience. This Rotortug flagship will be exclusively used for demonstration and training purposes.”

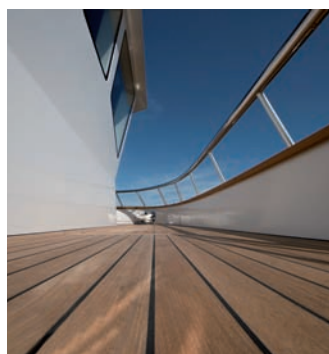
### **The Steenbank**

One of the training possibilities is to tow the historic tug The Steenbank, one of the vessels of Stichting Sleepboothaven Maassluis. The Steenbank was in 1960 the first Europoort tug. With a length of 30 meters and an installed power of 1,250 HP this beautiful tug was a welcome addition to the fleet of smaller harbortugs in those days. The Steenbank left the port of Rotterdam in 1980 to be in the service of the Belgian navy till the end of 2015. Luuk Vroombout, President of Alpatron Marine, is one of the persons who supports the restoration of this historic tug.





*Pictures with courtesy of Rotortug*




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*The RT Borkum built by the Dutch shipyard Padmos is a miniature working tug but looks like a yacht, with teak caprails, a glossy topcoat and with a luxurious leather interior and large windows, floor heating and the best sound and video installations and a bridge with a leather finish.*





# ALPHATRON MARINE NETHERLANDS SOUTH

FROM FISHING TO DREDGING, FROM DEEPSEA TO OFFSHORE



Arjan Koster  
**General Manager**  
Alphatron Marine  
Netherlands South

From a brand new office in Middelburg, Alphatron Marine Netherlands South serves mainly the ports of Flushing (Vlissingen), Terneuzen, Yerseke and Stellendam. Arjan Koster, manager of this location, talks passionately about the diversity of his customers. From fishing to dredging, from deepsea to offshore.





*Fishing vessels in the port of Flushing.*

“The majority of customers, when the first office opened its doors in 2001, consisted mainly of fishermen. We still provide a lot of services to the fishing vessels, who enter into Flushing port each Friday and leave on Sunday for a week at sea. The same applies to mussel fishing in the ports of Yerseke and Bruinisse. However, our technicians are not only deployed for service on the local market, we also install new Alphontron Marine equipment. Thus, for the VLI-25, a beautiful fishing cutter, we have placed the first new S-band radar with small antenna, which will be promoted at the Europort exhibition”, explains Arjan Koster.

### **Corner shop**

The relocation of Alphontron Marine Netherlands South to a larger property in the spring of 2017 was due to a lack of space. In the current, more eye-catching, corner building, there is more space for technical service and warehousing. “The unique strength of this office is that our location serves all markets,” says Arjan Koster. “Everyone in the local market is doing their shopping here; we are the local shop around the corner in many ways. People visit our office, but we also go out and meet customers. The distances are short and we know our customers personally. Yesterday, I went to a customer who I know for 27 years.” In addition to the local function, the Middelburg office is also strategically located between the Center of Excellence in Rotterdam and the Belgium office. The technicians can be quickly on site in both Rotterdam and Antwerp.

### **Different destinations**

Especially the combination of local and global work is fascinating, Arjan Koster states. “Although some traditions have remained unchanged in Zeeland over the recent decades, we also notice that our local customers are moving further away. And that’s what we are focussing on. We follow our customers. This way we provide the equipment and maintenance for Oceanwide from Flushing. They have expedition vessels sailing to the North and South Pole. Even there, our service engineers take care of the maintenance and emergency repairs.”

## **ALPHATRON MARINE NETHERLANDS SOUTH**

Herculesweg 20  
4338 PL Middelburg  
Netherlands

**T: +31 118 640 070**



# FROM INLAND VESSELS TO POLAR BEARS; NO DAY IS THE SAME

As a son of an eel fisherman, Ben Schot got to know the shipping industry at a very young age. He was only six years old when he was on board a ship with his father. From that moment on, his maritime interest was slowly encouraged. It was in line with the expectation that Ben would succeed his father. However, the tradition was broken: Ben became a service engineer.

“My father switched from eel fisherman to eel farmer. I chose the shipping industry and joined the Royal Navy, where I worked on submarines. As a sonar communication specialist, I had my first experiences of shipping technology. It was not always easy, as the Technical School does not teach you everything. In practical situations you get to learn the sophisticated techniques. In addition, transmission and radar technology, the kind of work at Alphontron Marine, is not the easiest branch of engineering. Ben Schot summarizes his back-ground. He has worked, since 2008, as a service engineer at Alphontron Marine. “I actually have a very crazy job. I never know beforehand where I will headed. For example, Monday morning I could start on an inland vessel, followed by a seagoing ship in the afternoon. Whilst on board, I chat to the fishermen as to what they catch and what type of nets they employ. I notice that all our customers appreciate the interaction. Of course I also like receiving up-to-date information on board. No day is the same. The ships I work on can be transporting anything from chemicals to passengers. One thing is certain however: I always have a limited time to fix any problem.”



One of the most exciting times for Ben Schot was to solve a radar problem on board the Plancius, an expedition ship from Oceanwide. “There were problems with a newly installed radar. The ship had to leave for an expedition on the North Pole. I took a flight. I was at the airplane desk at Schiphol with a very heavy suitcase full of radar parts. I flew to Spitsbergen via Oslo. Totally disoriented, as it was summer and thus 24 hours of daylight, I arrived in a different world. I was on board the Plancius at 03.30 am. I had the job to fix the radar within a few hours before the ship had to depart. So it was all very exciting. I solved the problem within one hour!! Relieved, I departed the ship at 05.30 am. Due to the fact I had some time to kill before the departure of my flight, I decided to go for a walk. In retrospect, not a good idea as wandering polar bears may have decided that I was their morning breakfast! Fortunately, only after safely returning to the hotel I became aware that it was irresponsible to walk without a guide in Spitsbergen,” so Ben Schot states, whilst smiling about his energetic job as a service engineer.





# TRAINING

## RENEWED ECDIS LAB AT CENTER OF EXCELLENCE IN ROTTERDAM

In the past five years, we have trained and certified many thousands of captains, officers and seafarers on the ECDIS IMO model course and Type Specific Training (TST) of various manufacturers in our training facility at the Center of Excellence in Rotterdam. This summer we have upgraded the ECDIS training facility. With our renewed ECDIS lab we are able to respond to the changing market requirements.



### Type of ECDIS training

- Type Specific Training (Transas and JRC)
- Refresher course (training per IMO and flag state regulations)
- Superintendent training
- Familiarization training
- Tailored customer training
- IMO model course 1.27 with adopted Manila Amendments for STCW
- W-ECDIS

We can provide up-to-date ECDIS Type Specific Training (TST) on both Transas and JRC and are capable to switch between software and applications on the same classroom navigation simulator. This is especially useful for non-sea going personnel. In addition to TST for both manufacturers, we can fulfill the

growing demand for ECDIS and other navigational equipment for responsible staff in offices of crewing agencies, superintendents, shipping companies and harbor authorities. For seagoing trainees, the workstations will provide improved situational awareness as all main sensors relate to the panoramic view.

**For more information or booking: [training@alphatronmarine.com](mailto:training@alphatronmarine.com)**



### TRAINING ROOM FOR OFFICE MADRID

"Around 80 square meters of training facilities, mobile consoles to facilitate trainees hands-on access to equipment and a direct access to the warehouse and backyard of the building for antenna testing," tells Alberto Olmos, General Manager Alphontr Marine Iberia about the brand new training room in the Madrid office. The picture was made during a training on Jotron, a complementary supplier and OEM manufacturer of Alphontr Marine. This training was given this summer by Jotron's Fred Tallaksen for 9 Spanish dealer engineers for the installation and maintenance of GMDSS safety products. And of course our own Alphontr Marine Iberia engineers did the training to be as updated as possible.

### ALSO ECDIS TYPE-SPECIFIC TRAINING AT ALPHATRON MARINE POLAND

Alphontr Marine Poland has established an ECDIS Type-Specific Training Center, capable to train and certify captains and watch-keeping officers. Courses are conducted in Gdynia and Szczecin by our certified ECDIS trainers. Training can also take place on board a vessel worldwide together with the installation of JRC ECDIS system, or at a location of choice in combination with our mobile classroom.

**For more information: [www.alphontrpoland.pl](http://www.alphontrpoland.pl)**

### STAFF SAFETY TRAINING ALPHATRON MARINE GERMANY

Our service engineers drive about 50,000 km by car per year in order to help our customers. To improve safety and awareness, Alphontr Marine Germany spent a whole Sunday on a special track to train things like emergency stops.



# ENVIRONMENT

## JAN FRANSEN OF THE GREEN AWARD FOUNDATION: “A SOCIETAL DEMAND ANSWERED BY A JOINT MARITIME SOCIAL RESPONSIBILITY.”

**Alphatron Marine has been participating in the Green Award program for over a year. The Green Award Foundation is an independent international organization that certifies ships and ship managers that demonstrate performance above that required by the industry regulations. Ships certified by Green Award are sustainable, environmentally friendly and they maintain and enhance best practices of the shipping industry. Jan Fransen, Executive Director Green Award, tells about the latest developments within the foundation.**

“Green Award is voluntarily, which means that it could not exist without support of incentive providers: ports and maritime products and service providers,” starts Jan Fransen to tell. “The scheme has been operating for over 20 years. As of today, 253 sea going ships are Green Award certified. “For sea going ships we see a growing interest from the tanker and dry bulk sector and, as a result, this year 17 more ships have applied and are awaiting to become certified. Since June 2016, we have reached a total number of 76 LNG carriers in our certified fleet!”



*Picture with courtesy of Arcadia*





**Jan Fransen**  
**Executive Director**  
 Green Award Foundation

### Inland passenger vessels

“For inland barging in Europe we see a continued growth and today 619 inland barges hold a Green Award bronze, silver or gold certificate. Also in this segment we notice a growing number of service providers joining the Green Award program,” Jan Fransen continues. This year the Green Award Foundation has launched a program for inland passenger vessels. This group covers ferries, day tour vessels and cruise vessels. Jan Fransen: “Specially for the inland cruise vessels and day tour ships (when catering is provided on board) we incorporated the so-called Green Key program as known in the hotel sector. The program is new and we have not certified any inland cruise vessel yet. The opportunity to become the first Green Award certified inland cruise ship is still there...”

The Foundation is also working on extending the program to car carriers/RoRo/RoPax, offshore workboats and mega yachts. “We have been approached by many parties interested in obtaining a Green Award quality mark for their sector, but, considering that Green Award takes its task very seriously and needs time to carry out research and establish a survey program, we cannot meet all requests. We are however, absolutely delighted to see that much interest from all parties involved in shipping; from ship owners to governmental organizations and from oil majors to inland shipping entrepreneurs operating one barge only. It clearly shows tendency to increase efficiency, embrace societal needs and ethical business practices,” tells Jan Franken.

### Greener and safer

Apart from the service providers also more ports joined the program, like the ports of Nagoya, Yokohama and Buenos Aires: “We certainly expect more parties to join from different continents. Many maritime stakeholders recognize that shipping can become much greener and safer within the next decade. A societal demand answered by a joint maritime social responsibility. In fact this is exactly what the Green Award platform creates and what Green Award stands for,” concludes Jan Fransen.

**As per 10 October 2017 Alphatron Marine Belgium and Alphatron Marine France have joined the Green Award program as incentive providers.**

**253**  
 sea going ships  
 certified

**619**  
 inland barges  
 with bronze, silver  
 or gold certificate

**76 LNG CARRIERS  
 IN THE GREEN AWARD FLEET**

**Green Awards programs for  
 sea going ships, inland bargers,  
 ports and inland passenger vessels**

# Meet us at Europort 2017

## The international exhibition for maritime technology



**Europort Maritime, organized in the world port city of Rotterdam from 7-10 Nov 2017, is the international maritime meeting place for innovative technology and complex shipbuilding. Alphatron Marine and JRC are a part of it and will exhibit a variety of the latest integrated solutions and high-quality navigational and communication equipment for all type of ships.**

Bridge operations is a key area that we have observed over the last several years where we have seen an immediate application for the joint synergies of Alphatron Marine and JRC. We will showcase our state of the art bridge solutions, driven by the same concept and mindset of harmonizing control and advancing navigation technology. The fully integrated one man bridge has redefined the standard in bridge design we know today. Experience first-hand how simple, intuitive and innovative the operation is. With three 46-inch screens and fully operational Transas simulator you will be able to monitor and operate all

navcom equipment from a comfortable captain's chair, with all instruments and operating panels within arm's reach. We also promote the compact tugboat and ferry variant, designed together with one of the world's largest tugboat operators. The bridge solution offers exceptional visibility all-round the vessel and ensure ship control without compromise.

### **New**

New on show will be the land based VTS system. This special designed radar is intended to monitor coastlines and can be interfaced with multiple radars and optional cameras. This solution is also

in combination with integrated Transas 3D software.

And, the time of paper charts and written logbooks is over with the innovative NeCST system. This interactive chart system and fully integrated digital logbook allows you to easily plan routes on a 46-inch touchscreen which is interfaced with the ECDIS and register all necessary actions.

**Alphatron Marine and JRC are pleased to welcome you at Europort 2017; meet us at stand number 3405.**



## NEW PRODUCTS

*During the show four of our latest products are shown:  
The new 5-inch touch screen controlled VHF radio, featuring  
an uniform, corporate design with manual-free operation.*

*The next generation JMR-5400 radar with 19-inch or 26-inch  
screens featuring a new keyboard design and a vibrant and  
trusted user interface that takes full advantage of its processing  
technology. Naturally our patented real time Constaview™  
functionality is incorporated into the new radar system,  
processing the radar image before being displayed to,  
generating a smooth rotation.*

*The new adaptive autopilot which features a 5-inch touch  
display with the hardware and software based on our uniform  
product philosophy, creating a consistent bridge and  
operational approach. The advanced track steering technology  
contributes to safe and efficient operation, defined by its  
simplicity in usage.*

*The brand new AlphaMFD, a multifunctional navigation system  
starting from a non type approved 8.4-inch plotter only up  
to a 15.6-inch full multifunction radar, plotter and conning  
system.*

## BALTEXPO 2017

The Baltexpo 2017 held in Gdansk on 11-13 September was a great opportunity for Alpatron Marine Poland to present our ergonomic and dynamically designed AlphaBridge tugboat console. A large number of visitors came to our stand during the exhibition. They could experience the easy to use Multi Function Display (MFD) and how it offers smooth graphics, simple menus and dedicated functions.



# AGENDA EXHIBITIONS

## EUROPORT

**7 - 10 November 2017**

Rotterdam, The Netherlands

## METS

**14 - 16 November 2017**

Amsterdam, The Netherlands

## MARINTEC

**5 - 8 December 2017**

Shanghai, China

## IRANIMEX

**12 - 14 December 2017**

Kish Island, Iran

## INTERNATIONAL WORKBOAT SHOW

**29 November - 1 December 2017**

New Orleans, USA

## ASIA PACIFIC MARITIME (APM)

**14 - 16 March 2018**

Singapore

## NAVALIA

**22 - 24 May 2018**

Vigo, Spain

## MARITIME INDUSTRY

**29 - 31 May 2018**

Gorinchem, The Netherlands

## POSIDONIA

**4 - 8 June 2018**

Athens, Greece

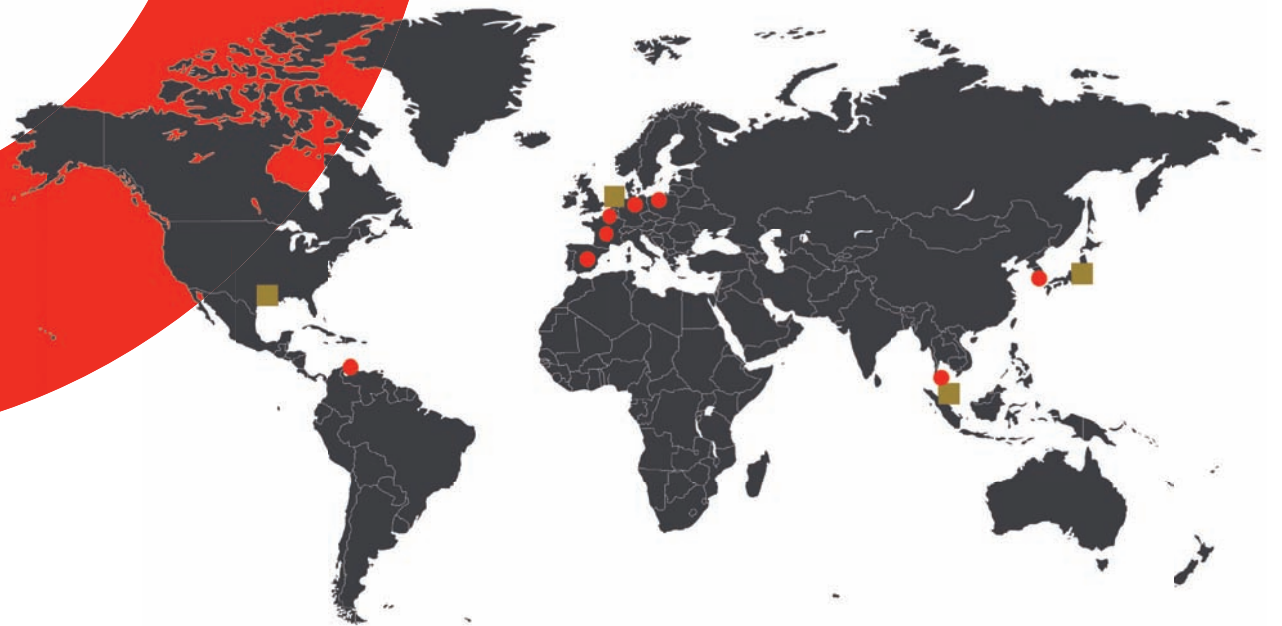


*The complete agenda you will find under 'Events' on our website  
[www.alpatronmarine.com](http://www.alpatronmarine.com)*

## 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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