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Foreword

Dear ISSA Members and Maritime Colleagues

Welcome to our latest edition of *The Ship Supplier*, full of news and views of our ever more diverse industry, which I hope you will enjoy.

ISSA's focus at the moment is on preparation for our 61st Convention & Trade Exhibition in Dubai from 31st October to 2nd November.

Already we have an impressive line-up of speakers and an increasing number of delegate registrations. I do hope to meet as many ISSA Members as possible at our premier event and urge you to register (if you have not already done so) via the dedicated website:

www.issa2016dubai.com

As you may know our Trade Exhibition is integrated this year with Seatrade Maritime Middle East. This major exhibition attracts several thousand visitors so it would be well worth your while taking a stand in the ISSA Pavilion to show off your company to a much larger audience than usual. In addition we have some sponsorship opportunities left - full details on Convention website.

This month sees the celebration of OCEAN's 40th anniversary which will be marked by a lunch at which a number of EU officials, together with the Secretary-General of the World Customs Organization, will speak. OCEAN - the ISSA Committee which looks after EU member companies' interests and interacts with the EU - has a long and distinguished record of service and on behalf of everyone in ISSA I warmly congratulate Chairman Dirk Cupido and his team on achieving this significant milestone.

Many of you will know that the International Standards Organisation has revised ISO 9000 and published a new Standard known as ISO 9001:2015. ISSA has taken this opportunity to, firstly, update its own ISO Procedures and will be audited shortly under the new Standard and, secondly, to revise and update the ISSA Quality Standard for Members.

I am delighted to report that Capt Geoff Marchant, ISSA Vice-President (Quality), has just issued the 500th ISSA Quality Certificate to Italian Member Ligabue. Our Quality Standard has gone from strength to strength and is now recognised as the industry standard when it comes to ship supply and relied upon by the world's ship owners and managers.

Work has started on updating Members' information for the 2017 ISSA Register Book. Your national association will be seeking any updates in contact information from you and passing to us. Associate Members can send any updates direct to the ISSA Secretariat at the usual email address secretariat@shippsupply.org.

Our important IMO work continues and we will again be attending IMO Council in July and monitoring on-going legislative work to protect Members' interests internationally. We remain keen to ensure you have proper access to ships so any Member experiencing difficulty should let us know so we can directly intervene with the Member State concerned at IMO and try and resolve any difficulties.

On a more sombre note, ISSA has lost three family members in recent months and we pay tribute to these staunch supporters in this edition of the magazine. Our deepest sympathy is extended to their families and friends.

I was delighted to join the Finnish Ship Suppliers Association for their 70th anniversary celebrations which you can read about in this edition. It was a vintage occasion and once again I congratulate Matti Kokkala and his colleagues on the longevity of their association, and wish them many more years of success ahead.

Finally, I wish you all continued success in what remains a difficult time for the shipping industry. ISSA will continue to strive to do all it can to support you.

Abdul Hameed Hajah
ISSA President

You can keep up to date with the latest news on the ISSA website at www.shippsupply.org and send in your comments and views to the ISSA Secretariat either by phone on +44 (0)20 7626 6236; Fax +44 (0)20 7626 6234 or alternatively email secretariat@shippsupply.org

Singapore

Adoption of warehouse automation

By Danny Lien, President, Singapore Association of Ship Suppliers

In 2014 *Forbes* reported that out of the world's top 20 container ports, only one is in the US while three are in Europe. Noticeably, the rest are from the emerging markets with China and Asia dominating container shipping worldwide (1).

The Port of Shanghai is currently the world's busiest port and in 2013 handled 33.62 million TEUs of cargo (2). Taking this into comparison, The Port of Singapore is currently the world's second busiest port in terms of total shipping tonnage and in 2013 handled 32.63 million TEUs of cargo (3).

Thousands of ships drop anchor in Singapore and it continues to attract international enterprises to locate their manufacturing bases, strategic headquarters, supply chain control towers and regional distribution centres to its shores.

Singapore is recognised as a leading logistics hub and is renowned for its port infrastructures, efficient customs and financial hub. Today, the Port of Singapore is connected to over 600 other ports worldwide in 123 countries via 200 shipping lines (4).

To support these shipping activities, there is an ever-growing demand for warehousing services. SPRING Singapore is an agency under the Ministry of Trade and Industry assisting local enterprises to grow. According to the Department of Statistics & SPRING Singapore, there are about 7,600 logistics companies with a total value add of \$18.4 billion in 2013. This contributes to a GDP of about 5.2% (5).

For any business to be sustainable, it is crucial to have a robust warehouse management system (WMS) that helps track all internal processes efficiently. Beyond cost savings, a WMS system will help improve customer service by ensuring deliveries are accurate and prompt. This translates to many

intangible benefits such as positive customer experience, and at the same time allowing for employees' upskill to focus on higher value work. Noticeably, these systems greatly improve process efficiency on a warehouse floor. The density of storage within a given space is increased through automation and movement of goods with automated guided vehicles.

A study of WMSs in Singapore was recently conducted by the School of Civil and Environmental Engineering College of Engineering at Nanyang Technological University, with the aim of providing constructive recommendations to help maintain and enhance Singapore's competitiveness as the world's leading logistics hub.

This study examines the general use of WMS in the warehousing sector and the findings are as follows:

With the substantial representation of small players, WMS implementation is considered small scale in the Singapore logistics industry. As the small players do



not have the economies of scale, it will take some time for them to catch up with more sophisticated industry practices.

In general, WMS is used strongly in Singapore for specific functionalities and technological contents to support warehouse operations. However, the ability to integrate and support warehouse automation is weak in comparison.

Through adoption of automation & robotics, WMS should further develop and play a stronger role in increasing operational efficiency and productivity in the warehouse.

As warehousing is a service sector itself, WMS needs to focus on customer satisfaction as part of future R&D needs.

The articles and study by NTU show there are a large number of smaller players in the warehousing industry that have not implemented an integrated form of warehouse management.

Although faced with some resistance to using technology due to complexity and cost in implementation, supply chain and logistics related companies are starting to embrace technology as they recognise the benefits for warehouse automation & robotics. These benefits include efficiency and profitability as it reduces overall cost for labour.

The Logistics Institute – Asia Pacific, Asia's leading logistics think tank set up in Singapore by the National University of Singapore (NUS) and the Georgia Institute of Technology, continues to spearhead research in logistics taking into account both Eastern and Western industry perspectives.

Many of Singapore's logistics and supply chain management companies have developed niche capabilities and customised solutions to handle specialised products such as chemical and petroleum products, critical as well as time-sensitive cargo [4]. Sharing a notable case, Pan Asia Logistics had in 2014 officially opened its

new warehouse in Singapore that features an automated storage and retrieval system (ASRS) which is expected to boost productivity by 70% [8].

Traditionally, Enterprise Resource Planning (ERP) systems such as SAP, Netsuite, Synergix help companies to integrate activities such as Sales, Inventory, Shipping and Accounting. Understanding how ERP software solutions complement warehouse management equipment is essential to creating a robust ERP-WMS system. Physical systems for inclusion into a ERP-WMS system may include integration with vertical lift modules, picking and sorting stations, RFID, RF mobile devices, as well as other forms of tagging systems and solutions such as bar-coding and QR Codes. The movement of products can be guided by a range of automated solutions such as automated guided vehicles and conveyor/palletising systems. One major benefit for this integration is that it allows an operator to understand the intricacies between stock forecasting, inventory variances, push-pull factors and even discounting to push out older inventories.

In the future, different warehousing operators may even collaborate to share warehouse facilities, improve ordering sequences and further improve operational cost efficiency with online ordering applications.

Automation is key to the future of warehousing in Singapore. Logistics companies in Singapore are looking beyond freight, warehousing and transportation to offer specialised logistics with capabilities in the marine, pharmaceuticals, chemicals and perishables sectors (5). Sophisticated control monitoring systems help to control movement, storage, sorting and retrieval of palletised cargo. This may be achieved with RFID-enabled warehouses. There is tremendous benefit of deploying such systems with the goal of decreasing the cost of warehousing operations, improving delivery modes and also enhancing safety within the workplace (6). With continued adoption of the WMS systems augmented with automation & robotics, Singapore will continue to be an innovative leader of warehousing and logistics solutions provider of the world. ♦

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Vietnam

No change for Vietnamese suppliers

Unnecessary fees at some ports are still causing a problem for some ship suppliers in Vietnam, according to Captain Napoleon Paterakis, Managing Director of CMI, based in Ho Chi Minh City.

He said difficulties still remain over the amount of time taken to issue port entry permits as too many formalities are involved.

"Nothing has changed or improved for ship suppliers in Vietnam during the past year. Ports come with their private rules and regulations and very often

that affects our business. Some ports have stopped hot work permissions and mobilisation hence ships that require emergency repair works cannot undertake these and therefore the service sector suffers."

High registration fees were also being requested by some ports, he said, and for each type of business such as supplies, repairs and other services.

'Cowboy' operators also remain a problem in the market and so the reputable ship suppliers face competition from disorganised

sectors of ship chandlers who are 'one-off' suppliers who slash prices to win business but fail to provide a good quality service. When customers order from them and the vessel arrives in port, the unscrupulous ship supply company supplies what it wants by claiming that certain items are not available.

"Ultimately they move out of business which affects professional suppliers such as ISSA members, because they don't have a sustainable form of business or help the owners with best prices and quality products." ♦



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Australia

More recognition needed for Australian ship supply

Australia's ship supply industry is worth over a billion dollars a year now and since 1980 has had the Australian Ship Suppliers & Services Association representing the interest of its members.

However, this is not always necessarily recognised, according to the national association.

"The main issue for the industry is recognition by Federal and State Governments in Australia in recognising the value and job creation prospects within the industry," said ASSA Secretary Paul Begg.

"Australian ship suppliers are making their mark in the world of ship supply. With greater sailings to and from Australia, our members have a reputation for innovation and quality using modern business techniques. This all bodes well for their future success."

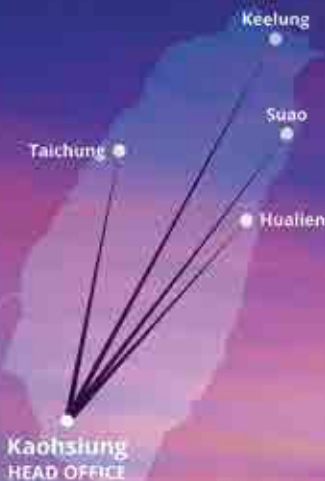
Australian ship suppliers coordinate nationwide operations that offer supply at every port in Australia to the world's cruise companies, merchant fleets and navy vessels.

"The Australian shipping industry is large, complex and diverse," said Mr Begg.

"It integrates into industry and commerce both in Australia and the rest of the world. There are 26,000 ship port calls involving 3,000 different ships at 70 Australian ports each year to exchange 580 million tonnes of cargo with a value in excess of \$A190 billion."

He said the work of the ships and all services and people involved in supporting the ships trading in and out of Australia was vital to the Australian economy.

The Australian end of the international maritime trading industry directly employs over 50,000 people in Australia and areas of employment include, among others, ship managers, agents, port service companies, stevedores, insurance, finance and banking, customs brokerage, port managers, maintenance and repair of ships and marine equipment ship suppliers and statutory authorities engaged in regulating the maritime industry. ♦



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CATERING FOR ALL TASTES



The introduction of the Maritime Labour Convention (MLC) 2006 nearly three years ago provided food for thought for many ship owners and managers as it set new requirements for onboard catering.

The Convention states that 'Food and drinking water supplies, having regard to the number of seafarers on board, their religious requirements and cultural practices as they pertain to food, and the duration and nature of the voyage, shall be suitable in respect of quantity, nutritional value, quality and variety'.

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But many operators were unsure as to how go about providing more nutritious meals and adapting meals to suit the many nationalities onboard different vessels.

It was one of the drivers behind the launch of Cyprus-based Marine Catering Training Consultancy (MCTC), which was set up three years ago to offer support and training for onboard catering.

"The MLC is a big driver but it's not the only driver," explained Stephen Bond, Chairman, MCTC.

"Most owners do realise that it is better to maintain the people you've got than it is to keep re-hiring them, so if you can do anything to help that... There are a lot of very good owners and managers out there who see this as an important thing to do but they just don't know where to go and get the advice.

He added: "I think it is one of those areas of shipping which is often forgotten. People look at the 'heavy' end of it, from the point of view of things like ballast water and appeasing the charterer and people actually forget that keeping people as best well fed as you can onboard ship can help to keep the crew happy.

"It's a morale booster and people often don't just work for the pay – they work for the conditions and if you can give moderately good food, as best as you possibly can, then you're more likely to retain people."

Mr Bond said as well as it being important to provide nutritious meals to maintain good health it was also vital to make sure you were catering properly for mixed crews.

"You've got to try as best as you possibly can to provide the food onboard to cater for the very many different cultural perspectives."

MCTC aims to keep employees up to date in how and what they should be serving up to seafarers through a variety of training methods and it is a field which Mr Bond has great experience in as he was founder of the maritime e-learning provider Videotel. MCTC's CEO, Christian Ioannou, has also been in the catering and supply industry for a very long time.

"I wanted to stay within the industry and remain associated in some way with those onboard ship and make sure their standard of life is as best as it possibly could be," said Mr Bond.

MCTC recently opened a joint venture training school in The Philippines offering pre-employment ships' cook courses, taking trainees through all the basic certificates that are required.

"We started the school with a slightly different slant because we are looking at people to remain within the industry and not drift away," said Mr Bond.

MCTC also offers e-learning materials on a Safe Food Handling and Nutrition course, which is carried out onboard and there are various following assessments to go with it. Mr Bond said this was useful for someone such as a messman wanting to become a chef.

"We are always updating the course with the Paris MoU and others and in addition to that and the online assessment, we've also got the weekly contact with those on the vessel," explained Mr Bond.

He said there was constant support for vessels with one-to-one coaching and menu planning, and for any challenges, MCTC could offer advice either by video conferencing or via the internet.



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MCTC has both kitchens and nutritionists at its head office in Cyprus and staff from Eastern Europe, India and the Philippines so they can cover cuisine for different nationalities.

"When you've got that, you can see the commonalities and help them to make sure they can plan one menu one day and another the following day, try to minimise the wastage and cover all the culinary requirements," said Mr Bond.

He said that cooks might be using similar ingredients and adapting them to suit maybe three to five different nationalities onboard which can be quite difficult, as some nationalities prefer either more salt or less or less sugar and "it's getting around that".

According to Mr Bond, wastage and stock rotation are still a big problem: "Stock gets pushed to the back of the fridge and remains at the back of the fridge."

He added: "Ship suppliers are there to supply provisions and we are not in the supply business but we are trying to make sure those provisions are adequately ordered and used properly and as often as not we are in between the ship owner or manager and the company that supplies the provisions," said Mr Bond.

He explained that in days gone by, there would have been a catering superintendent who would have made sure that much of what was required onboard ship was taken care of from a nutritionist point of view, from a rotation point of view and making sure food was not repetitive.

"Companies don't have that any more, they have superintendents who are looking after heavy engineering and

they have superintendents who are looking after SOLAS and safety and survival. We've been classed as actually being the catering superintendent company for those who don't have them – and not many do now."

Mr Bond said he had seen improvements being made in what people are now eating onboard.

"There is a lot more focus now, coming within certain sectors of the industry, to make sure that they've got the right, healthy food onboard. For those who are not using outside contractors for supply, we can guide and help." ♦

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You've got to try as best as you possibly can to provide the food onboard to cater for the very many different cultural perspectives

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Survey shows importance of OEMs for maintenance and spare parts

Around 87% of organisations work only or mostly with original equipment manufacturers (OEMs) for maintenance support and spare parts procurement according to an independent study for Swiss-based company ABB Turbocharging.

Key benefits cited were reduced downtime and better parts availability according to the Forrester Consulting Technology Adoption Profile. The individuals surveyed held responsibility for maintenance, repair and supplier management in 105 organisations that leverage large engines and capital intensive machinery.

ABB Turbocharging said the survey underlined respondents' needs to focus on long-term productivity and the efficiency of their assets during the service and maintenance procurement process. It also highlighted that the quality of service and parts can have a direct impact on business performance.

In addition to better spare parts access and improved reliability, OEMs were confirmed by respondents to offer the benefits of service responsiveness; expertise and business knowledge; as well as the required quality of parts and service – which can contribute to higher application efficiency.

The survey showed that organisations are under pressure to cut costs and three quarters of respondents always consider the cost implications of parts and service. Furthermore, total cost of ownership over the entire application life cycle is increasingly important.

Respondents viewed working with non-OEM suppliers as likely to impact their ability to win, service, and retain customers due to the lack of quality and availability of parts, and more frequent breakdowns.

Minimising such operational risks is a priority for 66% who are focused on eliminating both the potential for damage to their installations and breaching of safety regulations caused by parts failures.

Organisations' expectations for long-term business value from OEM suppliers were also recognised, with the study highlighting the importance of relationships for better managed services provision, expertise and diagnostics. The majority of respondents identified importance of meeting key performance indicators and offering strong service level agreements.

Rolf Bosma, Head of Service Sales at ABB Turbocharging, said: "In our opinion, this study is well-aligned with the current increased demand for turbocharger OEM managed service offerings which we have seen rise by 20% year-on-year.

"Outsourcing maintenance of industrial equipment has become prevalent in the turbocharging market with a focus on maximising uptime and increasing application efficiency. Through our latest technology and offerings for turbocharger servicing, spare parts and upgrades, the multiple benefits of working closely with OEMs are being recognised by customers for the strong potential to deliver long-term business gains." ♦



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Suppliers UP THE ANTE as BWMC deadline LOOMS

To invest or not to invest? That is the dilemma facing ship owners and operators as the starting date for the ratification of the IMO's Ballast Water Management Convention (BWMC) turns into a global guessing game and they try to decide when they need to buy and comply with the new regulations.

Meanwhile, as the deadline approaches (whether it is sooner or later), the number of manufacturers and suppliers of ballast water management systems and oily water separators continues to grow in anticipation of a sudden surge in demand when the date is agreed.

Such market buoyancy was reflected in the record 60 or so ballast water treatment (BWT) specialists that exhibited at the Posidonia Exhibition in June this year. Vincent Li, Project Manager of China's SunRui Marine Environment Engineering, said: "At some point in the near future there will be huge demand for retrofitting as it is our conviction that the Ballast Water Treatment (BWT) regulations will be ratified this year. We have been prepared for a pick-up in demand by doubling our capacity."

Eirini Vitsara, Marketing and Communications Manager of ballast water specialist Environmental Protection Engineering (EPE), said: "So far we haven't seen an exponential rise in demand for our ballast water treatment systems however this is likely to change once regulations come into force making such upgrades mandatory for new and existing vessels."

One deadline owners are in no doubt about is the US Coast Guard's (USCG) 2014 BWM convention that says the ballast water systems of all vessels travelling in US waters must be type approved by the USCG. Norway's Optimarin has developed a US-compliant system that uses UV (ultra violet) irradiation and back flushing filters to treat the ballast water. "In line with the USCG's 'instant kill' benchmark our UV system quite literally kills any potentially harmful invasive organisms straight away," said Optimarin CEO Tore Andersen. Optimarin, which has already passed the USCG's marine water tests, hopes to win the market advantage of the first UV system to gain US type approval.

Two other UV-based systems that are currently awaiting USCG type approval are Wärtsilä's Aquarius UV and Alfa Laval's PureBallast 3.1.

But UV systems apart, there is a diverse range of new technologies on offer. Coldharbour Marine produces an 'in-tank, in-voyage' inert gas-based BWT system that has been deliberately designed to fit its traditional client base – large tankers, ore carriers, LNG carriers and bulk carriers. "Our BWTS uses inert gas and ultrasound shockwaves to treat the ballast water in the tank and during the voyage," said Coldharbour Marine's Commercial Manager, Phil Hughes.

The system carries out ballasting and de-ballasting operations in the normal way while hard-to-kill enteric bacteria which do not need oxygen or light to live are killed by inert gas-induced ultrasound shockwaves. "Water treated by our BWTS will experience organism regrowth after treatment (as will every other BWT maker's system) but because we treat in the tank and during the voyage, the treatment cycle can be scheduled to be completed towards the end of the journey so that the ship always arrives at Port State Control with the treatment cycle just completed," added Mr Hughes.

A newly-launched system that was demonstrated at Posidonia was EPE subsidiary Erma First's electrolytic cell and cyclones technology. This uses an advanced filtration and cyclonic separation stage to remove large organisms and sediment in combination with an electrolytic cell for the production of free chlorine and the elimination of the remaining viable organisms.

Wärtsilä produces an EC-based (electro-chlorination) system, the Aquarius EC, which combined with its Aquarius UV product enables the company to cater for all types of vessel and in every kind of water. "In addition to delivering products, we can also offer planning of the installation, design, supervision and installation services worldwide thanks to our global network. The major challenge is to find the best choice of product and technology for each application and we like to work in partnership with our customers so the best technology and installation method can be planned together," said Juha Kytola, Wärtsilä's Vice President for Environmental Services.



A Wärtsilä BWMC system during testing

Another treatment method that has become a major industry priority is oily water separation. Oily water separators (OWS) are used on ships to separate oil and other contaminants potentially harmful to ocean life from waste and bilge water before it is discharged into the sea.

Separators must be IMO-compliant and many of the older, more traditional units on the world fleet are now outmoded and being replaced and upgraded to meet the IMO's MEPC 107(49) (Marine Environment Protection Committee) regulations, dating back to 2005. Anthony Chan, Engineering Manager of Victor Marine, said: "There has been increasing demand for >5ppm OWS systems from customers – these separators are certified by classification society DNV GL though their specification is not an IMO requirement – as well as onboard monitoring and security systems."

Alfa Laval produces two OWS systems, PureBilge, a fully automated centrifugal bilge water treatment unit and, more recently, PureDry which recovers fuel from oily sludge. Alfa Laval has sold more than 170 PureDry units since its introduction four years ago. Victor Marine, spotting a gap in the market for smaller ships and craft, produces a lightweight aluminium separator weighing just 170kgs called the CS Lite and Wärtsilä's two-tier approach includes a high technology unit that can achieve optimum separation performance and is both IMO and USCG approved and a separator targeted at customers with lower purification needs.

Victor Marine offers a bespoke service to navies, superyachts, oil rigs and offshore structures, with the majority of its clients from China, Korea, India, Singapore, Europe and the Middle East. The company is developing a higher-spec OWS unit for the offshore market "ensuring their

stringent specifications can be met with our upgraded version" said Mr Chan.

However, high standards do not seem to be universal in the commercial fleet. "As oily water separators prevent pollution into the sea, I would very much recommend that the MEPC 107(49) regulations become mandatory for all ships (new and old) as currently it is only enforced for ships built after 2005. There are still a lot of vessels operating outdated and ineffective systems," he said.

With the percentage of vessels needed for BWMC ratification hovering tantalisingly near the 35% needed, owners and operators are virtually spoilt for choice in the number and variety of BWT and OWS systems available. Finance will naturally play a key part in their choice of system. Optimarin's Tore Andersen said: "More and more ship owners are really evaluating their options and as soon as there is ratification and/or USCG approval this market will start moving very fast."

Michael Simms, a partner at the shipping accountancy firm Moore Stephens, said recently: "The overall cost and financing challenge which BWMC compliance represents in the current difficult economic climate cannot be overestimated.

... The initial expenditure will be treated as capital while ongoing operation will be an operating cost. It is essential that those affected by the new legislation understand exactly what is required of them by what date and how best to secure the necessary funding." ♦

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Protecting hulls from hidden gremlins

The hidden gremlins of fouling, corrosion and cavitation damage on ships' hulls, rudders and running gear can be major loss-makers for unwary owners, operators and managers. The severest cases of underwater damage and fouling can reduce a vessel's cruising speed by up to two knots and increase its fuel consumption by as much as 30%.

A Belgium-based company, Subsea Industries, part of the Hydrex group, has produced a series of environmentally-friendly coating solutions for these underwater gremlins and hazards – Ecospeed, Ecoshield, Ecolock and Ecofix.

Ecospeed is a glassflake reinforced resin coating that protects the hulls of cruise ships, ferries and icebreakers for the service life of the vessel. It can be used for both ships in service and newbuilds. If, for instance, an owner applies this certified abrasion-resistant coating to the hull of a newbuild icebreaker, it will reduce the thickness of the steel needed for its ice-belt (where the steel is usually thicker-than-normal to combat the ice) and thus make a significant saving on his material costs.

Seven years ago, Ecospeed was applied to the hull of the British Antarctic Survey's Royal Research Ship, *Ernest Shackleton*. Since then the vessel which operates in severe ice conditions much of the time has docked only twice and needed just a few litres of the coating for small touch-ups.

Ecoshield, a reinforced version of Ecospeed, is applied to rudders, bulbous bows, stabiliser fins, thruster nozzles and other underwater ship gear needing greater protection from corrosion, cavitation damage and pitting. It is applied in two coats and its embedded glass platelets make it impermeable for water.

Currently the need to repair rudders, involving welding and resurfacing in drydock, is almost universal with the costs of rudder

maintenance and the safety hazards caused by worn and failing rudders out of proportion to the relatively small surface area.

With Ecoshield, ships experiencing heavy cavitation damage to their rudders have seen no further cavitation damage for up to 10 years after application, and no need for a replacement coating during the life of the ship. Ecoshield can also be used for newbuilds. In this case the coating is applied to key parts such as thrusters by the manufacturers before construction work starts.

The third coating in the series, Ecolock, has been specially produced for the offshore industry. The glassflake reinforced coating gives extra-robust protection against hull corrosion, protection and maintenance coating for offshore vessels such as FPSOs, FSOs, FLRUs. It enables vessels to be protected from corrosion for at least 15 to 25 years – depending on the number of coats – without having to drydock, repair or replace the coating.

Ecolock can be cleaned underwater as often as needed to meet the UWILD (underwater inspection in lieu of drydocking) and weight requirements of an offshore vessel. "Offshore units are designed to stay on location for 15, 20 and even up to 30 years. So hull integrity and corrosion protection is a major factor. Another key factor behind the hull coating system is the need for a clean, environmentally safe hull to facilitate the required classification society inspections twice every five years," said Christophe Verhoeven, Subsea Industries' Promotion Officer.

Subsea are also launching a specialist filler for seagoing vessels called Ecofix this summer. The filler is used when corroded rudders and underwater devices need to be restored to their original shape and smoothness before recoating. Because it uses the same basic resin as Ecoshield, the coating can also be applied an hour after the filler. ♦

From the Brig

By ISSA's legal expert Bruce Hailey

Simple points to avoid expensive mistakes

The difficult market faced by many sectors prompts us to state a few simple but important points, which might assist ISSA members in avoiding expensive mistakes.

Bulk and Offshore Sectors

The bulk and offshore sectors are struggling hugely with many ships running at a loss, with no prospect of significant improvement, and this is taking its toll on even the largest owners. We have already seen a raft of insolvencies and restructures, and there will be many more to come. Now is not the time to allow credit limits to rise, in an effort to help your most treasured customers to survive. Any owner relying on the credit of its ship chandlers for survival is far too close to insolvency to be a candidate for your continuing patience. While you are waiting, other suppliers are also pressing their claims for payment. Your own patience is simply enabling your customer to pay your competitors and quite simply there may be nothing left by the time you seek your money. Of course a balance must be struck, but so often we are asked to help clients collect monies which, had we been instructed just a week or two earlier, we could have recovered, but that short delay had made recovery impossible.

Email Hacking

We urge everyone to remain vigilant in identifying breaches of their own email accounts, and those of other parties with whom they deal. Particular care should be taken when sending and receiving bank details by email to ensure the sender and recipient are genuine, and that account details are bona fide. Requests to remit monies to a new bank account or to undertake money transfers should be carefully checked as once money has been sent to a fraudster's account it is virtually impossible to recover it.

Vessels for Demolition

The poor market has seen an upsurge in vessels being sold for scrap. Diminishing scrap prices and a slight recovery in the dry bulk market had seen this trend slow a little, but still many vessels are heading for the beach. For some unscrupulous owners, once the vessel hits the beach they will consider that payments to suppliers are unnecessary and with the vessel gone the supplier often has limited means of applying pressure. If you are aware the vessel may be headed for demolition, do not offer credit that extends beyond the vessel's working life. You must leave yourself the opportunity to arrest the vessel (or make the threat) before it hits the beach.

The ISSA Conditions of Sale

The ISSA Conditions of Sale invoke US law. This is to take advantage of the fact that US law imposes a maritime lien on the vessel supplied, which in broad terms then enables the arrest of the vessel even after it has been sold and regardless of the identity of the purchaser. This is subject to the place of arrest recognising the law of the contract as the applicable law for the purposes of determining the right to arrest. A recent decision in Australia (albeit subject to Appeal) held the Australian Court would recognise a foreign (US) law clause and allow an arrest that would not have been possible had Australian law applied. This case demonstrates the wide application of the ISSA US law clause and serves to illustrate the good sense in ensuring the ISSA Conditions of Sale form part of your contracts with customers (by referring to them in your quotations).



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e-Navigation in app mode

With the rise of the smartphone and tablets, software applications or ‘apps’ are everywhere now, whether it’s using a map, tracking your fitness regime, checking the weather or having your favourite shop just one tap away.

They also now play a huge role in business and several industries already use them in their operations but while commercial shipping is no stranger to the concept, the potential of apps for navigation is largely untapped.

A sizeable number of apps have been developed for the maritime industry, with functions ranging from checklists that help with international convention requirements to TripAdvisor type apps that inform sailors about facilities in marinas.

But according to ENC distributor C-MAP (formerly Jeppesen Marine), few apps are available to support professional commercial navigation.

According to Michael Bergmann, President of Comité International Radio-Maritime (CIRM) and Industry Director

for C-MAP, one reason for this lies in the existing regulatory paradigm or bridge equipment.

The current regime, which drives the development and implementation of systems used on bridges of vessels sailing under those regulations, requires manufacturers to attain full type approval for their systems, as well as additional certification before being approved for operational use.

This certification is necessary to ensure solutions are safe, but also slows down development work and as a result, many systems now installed on bridges are based on system architecture from up to two decades ago.

While the maritime industry has been trending towards integrated systems in recent years, it is still far from a complete integration.

“In new Integrated Navigation Systems (INS), you find displays allowing you to switch between different modes, say, from a radar to an ECDIS display. But even that is just a case of different systems sharing a display rather than being truly integrated,” said



We pilots need more than just ECDIS. That's why we take our PPUs onboard

Simon Pelletier, President,
the International Marine Pilot's Association

Mr
Bergmann.
Simon Pelletier,
President of the International

Marine Pilot's Association, said there was clearly a demand from the industry for a new approach to e-Navigation solutions which had not yet been met.

He said the lack of functionality within the current suite of ECDIS software had encouraged pilots to look for solutions in Portable Pilot Units (PPUs) – essentially laptops running navigational support software.

"We pilots need more than just ECDIS. That's why we take our PPUs onboard," he said.

"They provide us with data on shoals and water levels in real time. If there is a shoal in the channel an hour after a survey is conducted, we receive the information superimposed on our chart. This is valuable information for us that ECDIS just doesn't provide."

In addition to functionality benefits, the cost of app development, should also be considered. Geir Ståle Tennfjord, Product Manager at Vard, said: "At the moment there's a big focus on cost reduction, and application development is very pricey. To share applications across different ships and suppliers and reduce the integration cost would be very useful to that end.

Mr Tennfjord also hinted at the potential of a maritime app store – a portal where different suppliers offer new information and navigation systems.

"I think users don't ask for this because they don't think it's possible. But if we make it possible, I think it will be a success. Of course, the industry will have to collaborate and also focus on safety and security, but in turn the platform will open up for creativity, new information, services and applications."

If correctly implemented, new apps can be easily added or changed without affecting the rest of the system and as a large number of basic functionalities are already handled

by the parent application, the app development can focus on specific functionalities.

The aviation industry has already established this concept in the form of 'Electronic Flight Bags' which use a parent app that allows inclusion of function-specific apps requiring less type approval.

"With a focus on human-centred design, these systems seamlessly allow for both easy switching between apps and exchange of information. Users can also download and install new apps as they are launched," said Mr Bergmann.

One success factor for apps is the ready availability of both static data with slow update cycles, such as ENC's and digital publications, and situational information with quick update cycles such as weather or tidal information, tailored to specific needs.

Another benefit of the app concept is a reduction of data density, as the information can be distributed over several app screens.

The benefits that the app concept could bring to users are only limited by the developer's creativity and since they tend to be easy to use, apps could even play a supporting role in navigational training, said Alexey Pirozhnikov, Director of Software Engineering and Marine Technology Services at C-MAP.

"More and more focus is put on the usability of applications, which is also an important aspect of e-Navigation. Lightweight and easy-to-use apps not only solve tasks efficiently, but also help to save on staff training and familiarisation."

A vital aspect of e-Navigation, according to Mr Pirozhnikov, is how to deliver the intelligence within the information and he predicts that in future, e-Navigation will focus more on applications and services relying on extensive data exchange.

"The integration of bridge systems along with faster data rates and a growing number of sensors will increase onboard connectivity. In ship-shore connectivity, higher bandwidth channels will allow for more extensive data exchange, which in turn will improve ship and fleet logistics as well as real-time voyage optimisation. As a result, increased real-time data will help to improve operations." ♦

Source: e-Navigation in app mode, www.i3magazine.net

FlatFee aims to simplify ENC budgeting

Nautisk has launched a new premium service which enables customers to take advantage of an annual price which will simplify budgetary planning for ENC (Electronic Navigational Charts).

The FlatFee concept is based around offering a fixed price for ENCs (AVCS or Primar) with a single invoice per vessel issued once a year. Using FlatFee, customers can download charts and permits, export to the ECDIS and sail without having to check that licences are up to date or pay for ENCs on a per-voyage basis.

Peter Pran (pictured), Nautisk Head of Global Sales, said: "Shipping companies have a wealth of administrative tasks which have to be completed on a daily basis. Add these to management of operational schedules, crew and ship services, voyage planning, vessel maintenance and

regulatory compliance and officers both onboard and ashore have very little time.

"We are constantly looking for ways to make working processes more efficient and FlatFee does just that."

Customers can choose flexible voyage options with the option of a primary zone, additional zones or worldwide licence.

Mr Pran added: "As well as ENCs, FlatFee can be purchased alongside NaviTab with the service, meaning that they will have access to the industry's first information library and data portal on a single, hi-spec hand-held tablet.

"FlatFee strengthens our commitment to provide the mariner access to compliant data quickly and efficiently. Combining transparent invoicing and giving customers the ability to pre-budget allows us to help make their operations more effective, whilst at the same time growing our own voyage planning portfolio." ♦



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UKHO warns of dangers posed by counterfeit ADMIRALTY products



The United Kingdom Hydrographic Office (UKHO) has observed an increase in the number of counterfeit versions of ADMIRALTY charts and publications in circulation and is re-issuing a warning over the dangers they pose to the safety of vessels, crew and cargo.

These counterfeit items have not been assessed by UKHO experts, who cross check and quality assure ADMIRALTY Maritime Products & Services to ensure mariners receive up-to-date and accurate information. Information contained within counterfeit products has also not been issued officially by or on the authority of a Government, authorised Hydrographic Office or other relevant Government institution and does not satisfy the carriage requirements of the International Convention on the Safety of Life at Sea (SOLAS). For these reasons, counterfeit charts and publications can significantly increase safety risks posed to vessels, crew and cargo when used for navigation.

The carriage of counterfeit charts and publications may also fail to satisfy (and may be contrary to) the laws of Flag State Authorities and Port State Control and carriage of counterfeit documents is against the law in all countries that have signed the Berne Convention.

To support mariners and reduce risks posed by counterfeit ADMIRALTY products, the UKHO has taken a number of preventative measures including a new watermark on paper charts, which have been outlined in the 'Guide to Identifying Counterfeit ADMIRALTY Products'.

Damian Bowler, Chief Commercial Officer, UKHO, said: "The UKHO continues to urge all purchasers, users, inspectors and regulators to look out for counterfeit ADMIRALTY charts and publications."

Anyone with suspicions over the authenticity of their ADMIRALTY charts and publications should contact the UKHO at customerservices@ukho.gov.uk. ♦

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Toe the line over foot protection



Many seafarers can literally enter a dangerous situation feet first which is why it is so important to use safety footwear.

It is so often a cause of accidents that is overlooked, says Greece-based STOP, which supplies personal protective equipment to the maritime industry, as well as construction, transportation and other sectors.

Vicky Petalidou said there are two major categories of work-related foot injuries. The first includes foot injuries from punctures, crushes, sprains and cuts, while the second includes injuries resulting from slips, trips and falls.

“In this case not always a foot injury is caused but lack of attention to foot

safety plays an important role in its occurrence,” explained Ms Petalidou.

There are also other problems related to feet such as calluses, ingrown toenails or simply tired feet and although they are not considered occupational injuries, they can affect a worker who – when feeling tired, discomfort or suffering pain – is less alert and more likely to act unsafely.

“In this case any incident or accident may result,” said Ms Petalidou.

She said the best practice would be to identify potential hazards in a workplace such as is the floor slippery, or is heavy machinery or electricity involved?

“Only by identifying relevant hazards proper footwear can be selected,” she

said. “It is also important to remember that by choosing the right safety footwear, a worker is not only kept safe from accidents but also comfortable and confident, therefore performing better at work.

In any risk analysis, occupational health and safety should be calculated and potential hazards identified.

“All working footwear, for both men and women, whether it is safety wear or not, should provide comfort without compromising protective value,” added Ms Petalidou.

In addition, she said protective footwear should comply with EN ISO 20345:2011 or appropriate standard for the required continent. ♦

Tips for choosing safety footwear:

- The shoe should fit comfortably from day one. Don't choose a shoe that is tight, expecting it will stretch.
- Not both feet are the same size – try shoes on both feet and buy those for the bigger one.
- The shoe insole must be one piece from the big toe to the end of the heel.
- The forepart must allow freedom of movement for the toes.

ISSA and Ship Supply News



Market 'still difficult' for German ship suppliers

The German Shippers Association held its AGM in Hamburg in April with 33 representatives from 27 companies in attendance.

The Board and Secretary were unanimously relieved and the nine Board Members, elected in 2014, will stay in until 2017.

Chairman Frank Engellandt led the meeting and said that looking back on 2015, the German Association's work would have been very successful. At European level, ship suppliers were successfully represented in customs and tax matters by OCEAN.

On the German market situation in ship supply last year, Mr Engellandt stated in his report that the messages from the annual internal Association survey were "still difficult".

The movement of shipmanagement to Asia and its outsourcing from ship owner to shipmanagement companies was reported along with increasing prices of raw materials, high pressure on margin and a weak Euro which would have had a negative influence. Ongoing maritime crises and overcapacities of freight transport space have also had a negative impact.

Mr Engellandt said, as a consequence of omissions in conservation, expansion and modernisation of water and land infrastructure, liner operations often pass German ports.

He also said ship insolvencies would have led to debt losses and, likewise, the Russia embargo, the slowdown of the economy in China and terror and war in the eastern Mediterranean would have been further negative factors.

These conditions and rising costs have meant a deterioration of earnings by up to 5%, however, compared to 2014, sales in marine equipment have increased.

Mr Engellandt said activities in catering, management and ship supply would remain under significant pressure with rising costs and simultaneous high demand of quality and service from the customer. For 2016, further growth in the cruise market and a difficult situation in the shipbuilding and merchant shipping market are expected.

The duty free trade in 2015 was negatively impacted by currency movements and Mr Engellandt said the development of the ruble would have led to the collapse of the travel activities of the Russians. By contrast, the weak Euro would have led to a recovery of business in 'Euro land' and increases were achieved in several market areas.

Secretary Thorsten Harms gave a presentation about customs and tax matters and, for the absent ISSA representative Ralf-Thomas Rapp, about ISSA. The Vice Chairman and OCEAN representative, Wolfgang Sump, reported about the activities of OCEAN and veterinary affairs.

This year's keynote speaker was Achim Wehrmann, Head of Unit, Waterways and Shipping at the Federal Ministry of Transport and Digital Infrastructure, who informed the audience in his speech about the national shipping and harbour policy until the end of the current legislative period. ♦

Pictured in the photo, left to right, are: Frank Engellandt, Chairman (HMS Hanseatic Marine Service); Thorsten Harms, Secretary; Gunnar Heinemann (Gebr. Heinemann SE & Co); Achim Wehrmann (Federal Ministry of Transport and Digital Infrastructure); Nadine Kloska (Kloska Group); Wolfgang Sump, Vice-Chairman and OCEAN representative (Sump & Stammer); Jens Pfeiffer (Transas Marine); Lennart Clasen (Holger Clasen).

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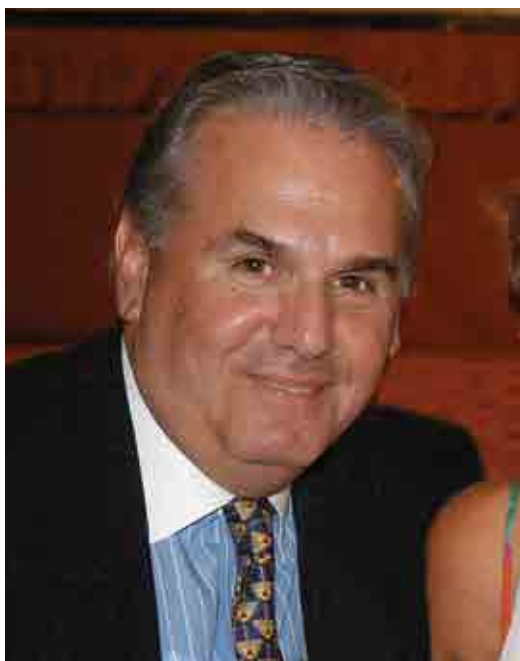
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Alan Kotz

As briefly mentioned in the last issue of *The Ship Supplier*, the industry lost one of its towering figures – Alan Kotz from the US – who died after a brave fight against cancer in February.

Alan, of R S Stern Inc, made his appearance on the national stage at his first NAMS (USA National Association) Meeting in May of 1973 at the Barbizon Plaza Hotel in New York City.

His first exposure to ISSA came a year later when he and wife Lynn travelled to the Mayfair Hotel in DC to attend his first ISSA Meeting, the 19th Annual ISSA Convention and Trade Exhibition.

Alan continued his involvement both at national and international levels and when American Jim Taylor became ISSA President in 1976, a post he held until 1981, Alan seized the impetus to jump into the international arena, attending his second ISSA Meeting in Lausanne, Switzerland in 1977. It was during Taylor's presidency the ISSA rule changed whereby if an ISSA rep (as Taylor was at the time) became President, his country could appoint another individual. From that day until 19th February this year, Alan was NAMS ISSA rep. He holds the record in ISSA for an unprecedented term of 39 years as a national association's ISSA rep, many of those years serving on what was then the ISSA Executive Board as one of the ISSA Vice-Presidents.

Alan's larger-than-life persona reverberated throughout his career in ship supply. He also headed the oldest ship supply firm in North America; was the longest serving NAMS President and was the winner of more COMPASS (and probably ISSA) golf competitions than anyone else.

During his ship supply career, Alan masterminded two highly successful ISSA Conventions, first in Orlando, Florida in 1992 where over 600 people sat down to the Gala Dinner – a record unbroken to this day-and again in 2008 in his hometown of Baltimore, Maryland.

He was a true ship supply and ISSA pioneer. ♦

Marja Blom-van den Heuvel



ISSA has been saddened to hear of the death of a popular female figure within the association – Marja Blom-van den Heuvel, who died on 5th April, aged 66, after a brave battle with cancer.

The wife of NeKo Ship Supply CEO Jon Blom, she was one of the founders of the NeKo Group and attended many ISSA Conventions with her husband.

"She was full of life and energy and very much involved in the growth of the organisation," said Eric Bezemer, Commercial Director for NeKo.

"She took great interest in people and was well loved for her personal involvement and an inspiration for many." ♦



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Peter Anderson

One of the British Association of Ship Suppliers' (BASS) most charismatic and widely-known members – Peter Anderson – passed away most unexpectedly in March.

Until quite recently the Managing Director of Barron Marine Services – part of the James A. McLaren Group – Peter was a larger than life character who contributed a great deal to the industry.

For many years he was a Council Member of BASS and was the driving force behind the re-design of the Association's stylish logo and the introduction of the Members' Newsletter, which he ably edited.

Peter's entire working life was spent in the shipping industry and included a lengthy spell in Australia as an Assistant Superintendent Provider.

For many years he was the mainstay of Barron Marine, widely known as London-based ship suppliers' agents. In addition, through his management role with James A. McLaren Ltd he was closely involved with its historic role as agent for US tug boat operators.

That hackneyed phrase "a legend in his own lunch time" was never more apt than when applied to Peter, whose many



friends at The Harvey Club and on other festive occasions will bear witness to his extreme generosity as a host. Lunch with Peter was an occasion to savour and cherish where apart from wonderful comestibles there was always a story you hadn't heard before or news that you should have heard but hadn't!

Many of these loyal friends attended his funeral, in Essex, which was a warm mix of laughter and tears and, you will not be surprised, concluded with a final memorable lunch.

Our sincere condolences are extended to his partner, Angelina, and his family.

As his colleagues said at the time: 'He was a true gentleman and we salute our fallen comrade!' ♦

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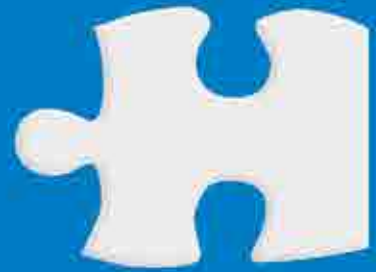
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Name change for Navibulgar Services



Bulgarian-based ship supplier Navibulgar Services has changed its name to NBS Maritime which the company says is a result of the need for a simplified fresh brand to unite the expanding operations in new locations.

“The abbreviation, NBS, derived from Navibulgar Services, represents that we value our legacy and we will continue to operate according to the highest standards of business conduct. The second part of our new brand reflects our commitment to the maritime sector,” said a company spokesman.

The name of its company in Romania will also be changed to NBS Maritime SRL Varna Sucursala Constanta.

The spokesman added: “As NBS Maritime, we will continue to follow our approach: to provide top quality supplies and maritime communication solutions with the best terms and at the most competitive prices. Our actions will be guided by partnership, reliability and flexibility. In 2015 we expanded our portfolio and launched NBS Ship Supply Turkey. In 2016, and beyond, we will keep on introducing new services focused on bringing value to our esteemed customers and enhancing the relationship with our partners.”

NBS Maritime, an ISSA member, covers all ports in Bulgaria, Romania and Turkey and other major ports in the Black Sea region. ♦



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Finnish Association celebrates 70 years

A traditional Estonian dinner was served in the evening at the restaurant Kuldse Notsu Kõrts and after breakfast the following day, the group had the chance to walk around the beautiful old town and do some shopping.

The annual Assembly was held at the hotel in the afternoon, led by FSSA Chairman Matti Kokkala.

Evening celebrations started with champagne tasting, conducted by the hotel's sommelier and champagne was also suitably employed to toast several

One of ISSA's founder associations, the Finnish Ship Suppliers Association (FSSA), has celebrated its 70-year jubilee.

The celebrations, held in April, started with a sea voyage from Helsinki to Estonia's capital Tallinn where all 38 participants were transferred from the harbour to Hotel St Petersburg in the heart of Tallinn old town. They were joined by ISSA's President Abdul Hameed Hajah and ISSA Secretary Spencer Eade.

speeches levelled to the FSSA and Mr Kokkala.

Along with President Hameed Hajah, other guests included Lasse Lehtokangas, representing Finnish Customs and Keijo Hiltunen, from the Swedish Ship Suppliers Association, who complimented the Association on its work.

After the 'official' part of the celebration, a luxury six-course gala dinner was held – a fitting event to celebrate 70 years of the Finnish Association before guests enjoyed a cruise back to Finland on the Sunday. ♦

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Pay attention to invoicing – part 2

By Roger Symes, Director, Marine Debt Management



Invoices contain two types of information. Static data, which is rarely changed and is often pre-printed, and variable data which differs with each supply.

In the last issue of *The Ship Supplier*, I highlighted several reasons why payment is delayed due to the incomplete or muddled presentation of static data. In this issue, I consider the most important aspect of variable data, that is the need to correctly address invoices.

Close to half of all invoices passed to Marine Debt Management for collection are incorrectly addressed. Some suppliers do this deliberately, believing that it will enable them to hold multiple parties liable for payment. That rarely proves to be the case. More often it causes confusion, which at best irritates customers and at worst results in invoices remaining unpaid.

It is rare for ship suppliers to deal directly with ship owners, be they companies or human beings. After 40 years in the business, I have yet to meet anyone who would admit to being a ship owner! This is because, while ships can generate great profits, they can also be responsible for even bigger losses. Ship owners like to distance themselves from potential liabilities and often employ complex corporate structures to achieve this goal.

Ship suppliers most commonly receive purchase orders from companies acting “as agents only” or “as managers only” on behalf of the elusive ship owner. The purpose of these phrases is to notify the supplier that the company placing the orders denies liability for the payment of resultant invoices. The words should alert the supplier to the urgent need to identify the party liable for payment (most likely but not always

the ship owner) and to be satisfied as to their ability to pay. As one leading shipmanagement company wrote to suppliers: “Whilst in the midst of the current economic climate, we feel it appropriate to remind all suppliers that <we> act as agents only, the settlement of invoices is funded solely by our principals. Whilst every effort is made to ensure timely payment, this cannot always be guaranteed. In the case of any doubt or concerns with regards to solvency or credit reliability, suppliers will be guided to make independent enquiries and credit checks of our principals in determining supply and credit issues”.

This will be well known to many readers of this article. However, the invoices passed to us for collection indicate that it is far less familiar to employees responsible for generating invoices on a daily basis. This is the reason why so many invoices are dispatched incorrectly addressed. Everyone in your organisation needs to understand the importance of correct invoicing and the resultant benefits. Taking extra care to get invoicing right provides warning of unforeseen risks, fewer payment delays and reduced collection costs.

When raising every invoice, it is always worthwhile asking “Who is liable for payment of this invoice?” and “Am I addressing the invoice to them?” If unsure, a check should be made against instructions contained in the original purchase order. In case of doubt, clarification should be obtained from the purchaser and, if deemed necessary, verification obtained from a third-party.

In the next issue of *The Ship Supplier* I will address other invoicing issues, including e-invoicing. ♦



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Market News

MAN Rollo cleans up the ship with environmentally friendly LNG engines

MAN Rollo, which has been supplying diesel and gas engines to the marine and industrial sectors for over 100 years, is now active in solutions that use LNG (liquid natural gas) as fuel in marine applications and has developed three 480ekW gas generator sets for the environmentally friendly ferry *Helgoland* which was recently taken into service.

The Netherlands-based company also supplies standard engine parts, filters, filtration systems and tools for diesel and gas engines and almost all the parts are available all over Europe within 24 hours, thanks to its wide-ranging stock and direct lines with MAN in Germany. It acts as a representative for such brands as MAN, Hengst and Parker and provides services in the areas of installation, maintenance, overhaul and repair.

MAN Rollo supplied the gas generator sets to the Fassmer shipyard in Berne, Germany where the *Helgoland* ferry was built for shipping company Cassen Eils. The ferry provides a year-round service between the northern German city of Cuxhaven and the island of *Helgoland* in the North Sea.

The 79-metre-long ferry can accommodate 1,000 passengers and is entirely built to Blue Angel environmental

standards. The *Helgoland* is the first new ship in Germany that uses LNG as a fuel and as a result soot particles are largely eliminated and NOx and CO₂ emissions significantly reduced.

“Our generator sets serve as auxiliary generators and can also be used as boost power for the main propulsion system,” said MAN Rollo Sales Manager Karel Schuurman.

“We have used the new factory-developed MAN E3262 LE222 gas engines for the sets, which are perfectly in line with the environmental objectives of the client. They were developed on the basis of the lean-burn combustion process and are 100% gas-powered. The generator sets are also fully compliant with the requirements of the classification society DNV-GL.”

The *Helgoland* has been operating smoothly and error-free since the christening of the ship.

“The customer is especially pleased with the load response of our engines,” said Mr Schuurman.

“We have the people, resources, knowledge and experience to play a leading role in the LNG market for marine engines and maritime applications. This first success motivates us to become even more active in this growing market.” ♦





Elcome expands marine service network with new branches in Middle East and Asia

Elcome International, the supplier of turnkey solutions for electronics and electrical and safety systems for the maritime industry, has invested in a significant expansion of its maritime service network with the opening of new facilities in Egypt, Sri Lanka and Singapore.

“We are aggressively growing our service and support footprint with Elcome factory-trained technicians and spare parts now available at more than 20 strategic ports from Suez to Singapore, as well as a flyaway service on global scale,” said Surjit Singh, Deputy General Manager – Customer Support.

“Elcome is now firmly established as the largest and best equipped marine electronics and safety sales and support network in Asia, as well as the Middle East.”

The new offices are now fully operational and stocked with essential spares for ready access locally. They are authorised to perform class-approved radio surveys, VDR annual performance tests, shore-based maintenance for EPIRBs and service and repairs for products from over 35 marine equipment manufacturers.

With the addition of the new locations, Elcome is now performing more than 830 shipboard service calls per month, with a first-time fix rate of 96%. ♦

Denso Tape addition marks 40th anniversary

DRY CARGO Hatch Sealing Tape has been available in Singapore since the 1980s, with Tonsing, the importer and distributor, carrying stocks of both Heavy Duty (HG) and Standard Duty (SD) tape.

From its introduction in 1976, the tape has been manufactured for Cullen, Metcalfe & Co Ltd, by London-based and internationally-renowned sealing and corrosion protection manufacturer Winn & Coales (Denso) Ltd.

Singapore is an important market for Denso Tape and building on the 40-year-old relationship with Cullen, Metcalfe & Co, an agreement was recently finalised to add Denso Tape and the other Denso brand products to the ISSA member company’s Singapore responsibilities.

Cullen, Metcalfe & Co, its local subsidiary Culmet Services and associates GazSpec, Goldcrest and Tonsing are now actively involved in a campaign to enhance the exposure for Denso in both the marine and non-marine markets in Singapore. It is a long-established and highly effective corrosion protection tape, made of a synthetic fabric impregnated with a neutral petrolatum compound to create a flexible barrier between metal surfaces and the environment.

Hatch sealing tape is needed to meet the very specific demands of the marine industry. It must operate effectively and provide sound but flexible adhesion to steel and painted surfaces over a wide temperature range – in tropical conditions such as Singapore, where the deck temperature is ultra-high, to areas of the world with sub-zero conditions, Fire retardant qualities are also relevant and while these technical and operational considerations are of the highest importance, the price must be realistic and competitive.

“The DRY CARGO tape ‘ticks all boxes’ and provides a sealer that ship owners can select with confidence, and which ship suppliers can carry and offer to their customers in the knowledge that they are delivering a professional product at a workable price,” said Douglas Inch, Managing Director of Cullen, Metcalfe & Co. ♦



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Hempel marks 500-vessel milestone for Hempaguard coating



Marine coatings manufacturer Hempel has celebrated the milestone of its fouling release product Hempaguard being applied to 500 ships – the milestone being reached with the coating of a 61,614dwt, 2011-built container vessel.

The product was introduced to the shipping industry against a backdrop of rising bunkering costs, tightening environmental regulations and the introduction of mandatory Ship Energy Efficiency Management Plans (SEEMP).

Originally launched in 2013 as a new innovative low-cost fouling defence product, it is said to have shown an outstanding resistance to fouling during idle periods of up to 120 days, providing ship owners with full trading flexibility. It is also said to retain its effectiveness when switching between

slow and regular steaming and so is suitable for all vessel types and this has been a major contributor to its success, alongside proven fuel efficiency levels of around 6%.

Commenting on the milestone, Claes Skat-Roerдам, Marketing Manager, Fouling Control, Hempel, said: “Hempaguard’s success is a true testament of how well our coating has been received by ship owners. The combination of silicone-hydrogel and biocide science has revolutionised antifouling technology to deliver excellent fouling resistance. We are delighted to reach this incredible milestone after such a short space of time which proves the value of our coating. Our aim is to continue to connect with our customers to develop trusted solutions that match their evolving ship operating patterns.” ♦

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Saving the planet with green lighting solutions

The CEO of Singapore-based BH Global Corporation, Vincent Lim, has shared his outlook on green lightings for vessels and plans for the SOP brand of marine and offshore LED lightings.

"There is a growing trend of owners opting for green lightings on ships. They see the importance and benefit of having almost zero maintenance of lights during their lifetime," he said.

"Developing the right LED lighting for marine and offshore applications remains a challenge. Extreme

temperatures, corrosive and harsh environment are just some of the challenges on top of providing energy efficiency for optimum light outputs."

He said what made BH Global stand out was its joint venture with a specialist in LED lighting that had over 16 years' experience in niche LED integrating solutions.

"We are a well-known partner for both LED engines and ODM luminaire projects to many world renowned lighting brands with more than 500 projects still to date. We are open to working in a tripartite relationship with

ship chandlers and owners for LED retrofits and new build projects. In this way, all three parties will benefit."

Mr Lim said ship owners would benefit from a high quality range of LED lighting, allowing them to maximise their investment in operations and reducing maintenance needed, and ship suppliers would be able to provide support in terms of spares or new lightings.

He said the rise of LED technology would transform the maritime lighting industry and huge potential for future LED improvements would arise. ♦

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New Tritex Multigauche 5650 Surveyor Thickness Gauge



UK company Tritex NDT has launched its new Multigauche 5650 Surveyor thickness gauge, which has new features specifically designed for marine surveyors.

Based on the already very popular original Multigauche 5600, it can be used with existing standard soft faced probes for measuring metal thickness through coatings, up to 20mm thick, to give the same high standard of performance as the Multigauche 5600.

However, by simply exchanging the probe, the gauge automatically switches to GRP measurement mode which uses

single echo. This can be used to assess the condition of GRP when checking for osmosis and delaminations. Either probe can also be used in echo – echo mode, if required, by easily selecting the option from the keypad during measurement. No special probes are needed for echo – echo mode.

The gauge has a large modern colour display and an easy to use clear graphic menu. For metal measurement, the gauge utilises the Multiple Echo technique to ignore coatings up to 20mm thick and just measures the metal substrate. No grinding or removal of the coatings is required, significantly reducing preparation time and ultimately saving both time and money when carrying out inspections. All probes have Intelligent Probe Recognition (IPR), which automatically adjusts settings in the gauge when connected, resulting in a perfectly matched probe and gauge for enhanced performance. Also, the Automatic Measurement Verification System (AMVS) used with multiple echo ensures only true measurements are displayed, even on the most heavily corroded metals. An optional leather case protects the gauge in even the most harsh environments.

Only single crystal probes are used, which have a number of advantages when measuring on curved and corroded surfaces. The new Multigauche 5650 is supplied as a complete kit, ready to use, with a three-year warranty and free calibration for the life of the gauge. ♦

DMSS announces deal with Survitec

Drew Marine Signal & Safety (DMSS) has signed a new multiyear contract with Survitec Group, which provides survival and safety solutions to the marine, defence, aviation and offshore markets.

The seven-year contract includes the supply of Pains Wessex flares for Survitec Group's OEM (Original Equipment Manufacturer) life rafts as well as distribution of the Pains Wessex brand via its global service and distribution network. It will enable

DMSS to further expand its global reach, especially in Europe and Asia-Pacific.

Commenting on the new contract, Claire Newland, Director of Global Sales and Business Development at DMSS said: "We are excited to be continuing our partnership with Survitec. We are confident that together we will continue to grow and strengthen the Pains Wessex and Survitec brands."

Frank Moffatt, Chief Procurement Officer at Survitec Group, said: "Our unparalleled global reach and reputation will enable us to assist in

maximising the growth of the Pains Wessex brand into new territories. We have worked with Drew Marine Signal & Safety for a number of years and we are very pleased to be continuing our strategic partnership."

Survitec Group has presence in over 600 locations around the world through its expansive network of channel partners. Customers include operators of ferries, cruise liners, cargo ships, tankers, tugs, workboats, port terminals, fishing vessels, sailors and recreational water enthusiasts. ♦

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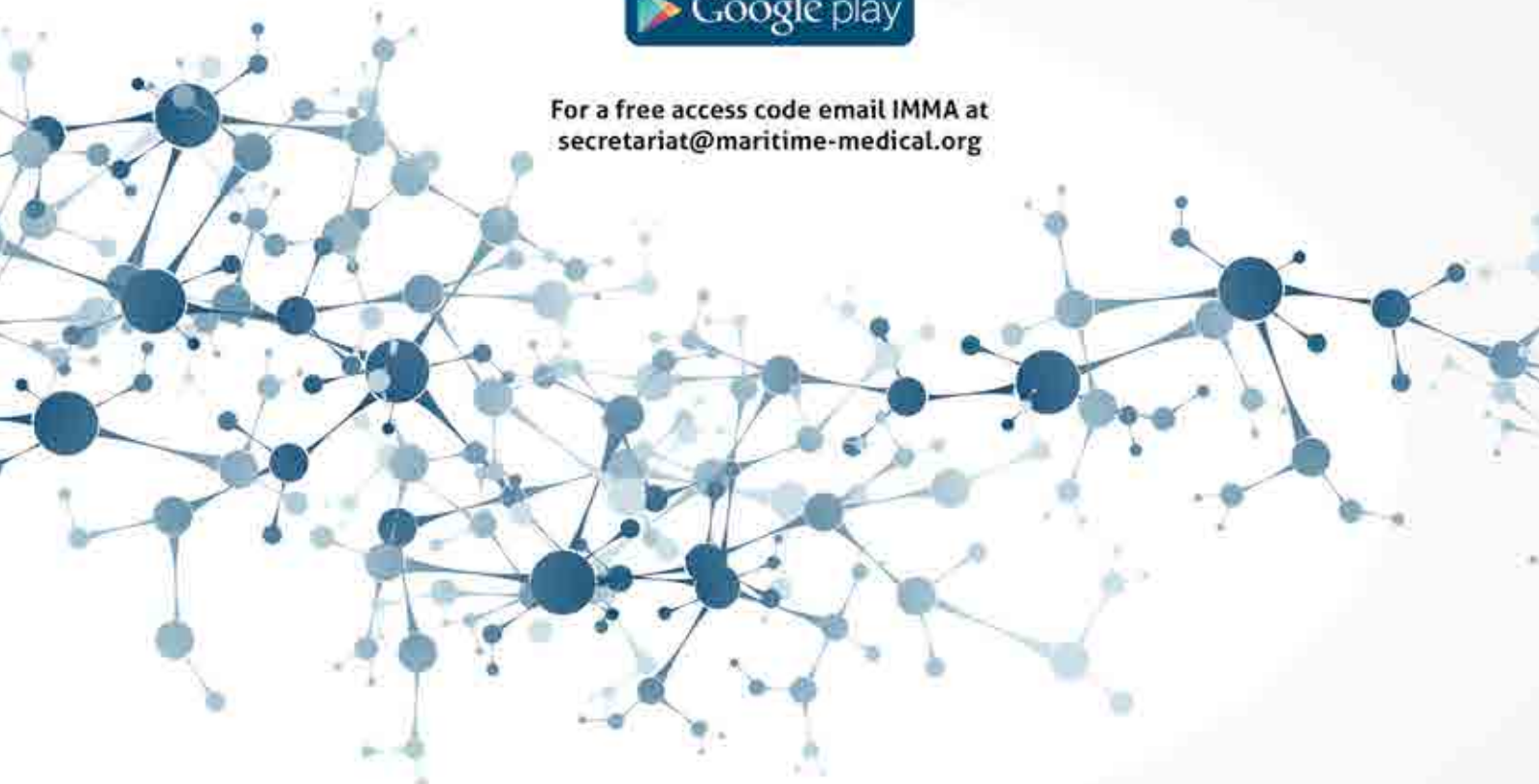


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Play

Lukas Graham



One of the biggest singles of the year so far, 7 Years, is taken from the second album by Danish pop-soul band Lukas Graham.

The act first launched successfully onto the Danish music market in 2011 and now, after several years of touring and the launch of its first self-titled album, has broken the worldwide market achieving the number one spot with 7 Years in the UK and several other countries.

This album also features two other hit singles – Mama Said and Strip No More.

Lukas Graham
Warner Bros

Kelvin Jones



He's the college star who became an overnight internet sensation and we feel this is going to be a big year for Kelvin Jones.

The Zimbabwe-born British-raised singer quit his civil engineering course to become a YouTube star and this resulted in the launch of this, his first album – not bad when you consider he picked up his first guitar just five years ago, teaching himself to play watching BB King videos. There's a beautiful, rich, purity to his voice and his first two singles, Closer and Call You Home, are bound to be followed with more great music from this fast-rising star.

Stop The Moment
Epic

Pocket-size projector

The Cube Mobile Projector supports Micro SD, MHL and HDMI inputs so you can transform your five-inch display into a 12-inch one.

The cube can literally fit in your pocket as it measures just 2 x 2ins and is extremely lightweight. It is also useful for reliving grand adventures or watching movie marathons. It comes with a flexible tripod, a remote control and charger.

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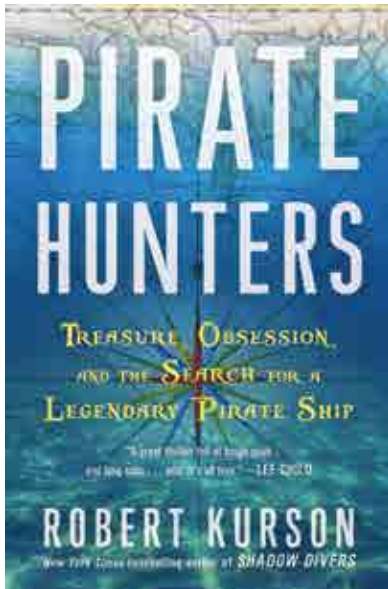
The Griffin PowerDock 5, is a handy docking station for tablets and smartphones which comes with five charging slots, so you can plug in all your mobile devices at the same time – perfect for the whole family.

Even better, the charging ports come with five matching stands that mean you can use it to dock smartphones and tablets in a single file, so it takes up no more than a minimal amount of space on the desk.

Griffin PowerDock 5
£78
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After Hours



Deep-sea thriller

Finding a pirate ship is the hardest thing to do under the sea. But two men—John Chatterton and John Mattera—are willing to risk everything to find the Golden Fleece, the ship of infamous pirate Joseph Bannister. At large during the Golden Age of Piracy in the 17th century, the story of Bannister and his ship, have been lost to time. If Chatterton and Mattera succeed, they will make history but they soon realise cutting-edge technology and a willingness to lose everything aren't enough to track it down. They need to think and act like pirates themselves.

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Catalan cuisine

Chef Marc Gascons, who has a Michelin star to his name, delivers his interpretation of Mediterranean and Catalan cuisine at his new restaurant, Informal, in Barcelona.

The restaurant is situated at the Serras, a luxury boutique hotel, and offers dishes such as grilled turbot with pil pil sauce roasted artichokes and spring onions, Araiz pigeon with toasted bread and foie gras pâté and, for dessert, fresh cheese flan with strawberry tartar, bitter orange and frozen lemon granite. All can be enjoyed with an impressive selection of wines from the Catalan region and around the world.



www.hoteltheserrasbarcelona.com

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Untitled, 1970-74 (Dennis Hopper) by William Eggleston ©Eggleston Artistic Trust

Pioneering pictures

A never before exhibited portrait of the actor and photographer Dennis Hopper will be displayed for the first time in the National Portrait Gallery in London as part of an exhibition devoted to the portraits of American photographer William Eggleston. William Eggleston Portraits will bring together over 100 works by the photographer who is renowned for his vivid and mysterious images of people in diners, phone booths and supermarkets. Credited with increasing recognition for colour photography, Eggleston will be celebrated by a retrospective of his full career.

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