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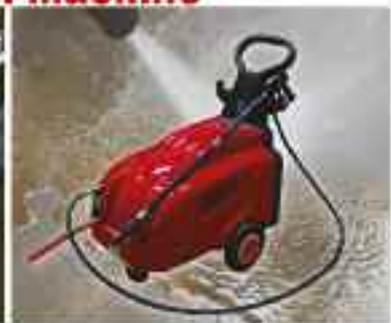
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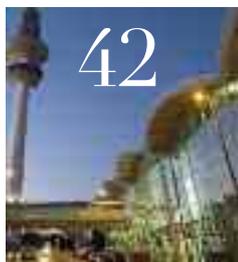


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Foreword

Dear ISSA Members and Maritime Colleagues

I am delighted to report that the 57th annual Convention in Cadiz went extremely well and, of course, we extend all our thanks to the committee for its outstanding work which made everything run smoothly. Everybody seemed happy and the hotel was really good and worked very well as a location.

At this year's Convention we held an Open Forum to present some issues and members had the chance to ask questions.

We asked them what they felt about the education in ISSA and there was a presentation from Saeed al Malik who has been looking into setting up an education programme. There was a very big interest in education and there always is – it is only when it comes down to numbers that we have a problem. But, it certainly encouraged us to say that we will look much more into the details and then we will see how we can implement the programme. It was an interesting presentation from Saeed and hopefully we will see an education programme up and running because that is very important for the industry.

I was also encouraged to see so many new, and young, faces at Convention and the education programme is one of the ways to encourage younger people to attend and be part of it.

We also presented our new project, the Watchdog, to the Open Forum. This initiative can be an extremely important factor for members and it is something that I certainly feel members have been asking for, for the many years I have been in ISSA. They have always asked for something to ensure they get paid.

How it will work is that it will be an exchange of experiences about bad

payers and it will also be attached to a recovery process that is available on the market already. The project will aim to make the route for recovery shorter. Of course, we will have input from other companies who also specialise in intelligence information about companies in difficulty or bad payers. Fortunately, many of our customers do not fall into these categories but there are some we need to highlight.

It is a very challenging and a very important project and we will be working on this over the next few months so when the Executive Board meets in October, hopefully we shall have something on the table to look at in much more detail.

I wanted to measure the members' response at the Open Forum because the members are the ones who decide whether it should go ahead or not. I feel that I had an overwhelmingly positive response to this project with a lot of interest.

It was also decided at the Executive meeting that the next regional meeting will take place in India, in two places – one on the east coast and one on the west coast. We still have to finalise the exact venues but it has been approved.

The meeting will take place in the latter part of January 2013. In January 2014, we are going to hold a regional meeting in Panama – this was also approved by the Executive.

Congratulations again to this year's Convention committee for doing such an excellent job and we look forward to the 58th annual Convention in London next year.

Jens Olsen
ISSA President

You can keep up to date with the latest news on the ISSA website at www.shipsupply.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@shipsupply.org



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United Kingdom

The British spirit



The historic warship Wellington (pictured), the last of the Second World War Grimsby Class of sloops, has been moored on the Thames since 1948 and on Tuesday 12th June 2012, made a sophisticated yet welcoming setting for the Annual General Meeting and luncheon of the British Association of Ship Suppliers (BASS), where members were invited to debate and share new ideas.

The meeting began with a presentation from Geoff Marchant, Treasurer, who described the importance of the ISSA Members Quality Standard and the requirement for new BASS members to take this up, just as for other ISSA Associations such as Panama, Argentina, Cyprus, the USA and Brazil. Mr Marchant also noted that InterManager, the international trade association for the shipmanagement industry, has given its approval to the ISSA Members Quality Standard and he also noted how the Secretary General of the World Customs Organization in Brussels has complimented ISSA on its efforts to work under its own quality standards.

Next, Bob Blake, Chairman of BASS, discussed the current economic climate, noting the price pressures suppliers are feeling from owners and the fact that banks are being less cooperative than in the past, thus forcing

companies to look elsewhere to finance their business operations – a damaging practice for smaller businesses. Citing an old phrase that the strongest of companies will pull through most successfully, Mr Blake corrected this, stating that “in the business of ship supply, we are all strong”. He expressed his hopes that British ship suppliers will recover from the recession as soon as possible.

Mr Blake also shared his views on the recent ISSA Convention in Cádiz, which he described as a particularly successful Convention, where the opportunity to meet fellow maritime professionals and friends old and new represented “networking at its best”.

Describing his receiving of the ISSA Flag, during the ceremonial hand over at the Convention Gala Dinner, Mr Blake said he and his BASS colleagues will be proud to play a major role in assisting ISSA with hosting Convention in London during 2013 and for the following two years. A sub-committee has been formed within BASS to assist with the organisation of Convention and readers can learn more about the plans for this event on pages 56-57.

Further points for discussion included the recent meeting in Cádiz

of the European Ship Suppliers Organization (OCEAN), where membership fees and the imposition of VAT on ship supply were hot topics. The BASS meeting also focused on the issue of Authorised Economic Operators (AEOs) and the excessive time and manpower which must be dedicated to keeping up with paperwork to retain AEO status.

After the AGM, a well-attended luncheon was enjoyed by all in the Wellington’s impressive Court Room. This was followed by a toast to Her Majesty The Queen before an address by ISSA Secretary Spencer Eade, who provided some further information on the London 2013 Convention, as detailed in this issue’s ISSA News section. ■





Spain

Working together for a fair market



AESMAR, the Spanish Shippers Association, has been celebrating the success of the 57th annual ISSA Convention and Trade Exhibition, which it was involved in organising in Cádiz, Spain at the end of May.

The event attracted more than 300 attendees including delegates, accompanying persons, exhibitors and visitors and gave Spanish members the opportunity to meet a large number of other ISSA members and related companies, with a growing interest in Spanish business and ports.

Rafael Fernandez, Chairman of AESMAR, said he was very pleased with the feedback from Convention and the overall interest in ISSA's activities and services including the ISSA Members Quality Standard.

This was reinforced because the day before Convention AESMAR had its Annual General Meeting. "We were honoured to have the ISSA President,

Jens Olsen, and its Secretary, Spencer Eade, who presented to all the Spanish members about the work and efforts of ISSA all over the world.

"We consider the participation of Mr Olsen and Mr Eade to be very important since they provided our fellow members with a wider point of view of the importance of belonging to ISSA and the need to be involved and active in the association."

Speaking about issues which are currently affecting Spanish ship suppliers, Mr Fernandez said the number one topic was unpaid invoices.

"With the current global economic crisis it is not just the small ship chandlers, but the bigger ones too

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which could get into serious trouble when several customers are declared in suspension of payments. The overdue amount could be insurmountable.

“At this stage, all members must work together to maintain a fair market, not selling to those companies or vessels which are buying from different suppliers leaving unpaid invoices in every call. The work must be done by the whole group in order to look for the general interest of our sector.”

He said another important issue, not only in Spain but in many other countries, was the one related to stevedores.

“In our country, after many meetings between our association and the National Port Authority, we got a redaction of the law satisfactory for our activity, which rebounds in cheaper services, being more competitive and attractive for new calls and maintaining the current ones at the best rates.”

He said all these important issues should be monitored in order to help the companies adapt to new challenges.

“The impact of the economic situation has been alleviated by those companies which have managed their business diversifying risks.”

An example of this, he said, was the interest of ship suppliers in gaining Authorized Economic Operator (AEO) status.

“We are aware that a lot of companies are getting the certification and we need to ‘catch the train’. The scope of the agreements is getting bigger particularly between Europe and the US, Switzerland and Japan. This will be, and we feel it already is, a key factor for the development of the competitiveness of our companies.” ■



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Germany

Combating the Euro Crisis



Pricing pressures, increasing competition and tough negotiations with ship owners were just some of the matters reported at the German Shippers Association AGM, held recently in Hamburg.

Presiding over the meeting was Vice President Wolfgang Sump, standing in for President Frank Engellandt, who unfortunately could not be present, and 52 representatives from 38 member companies were in attendance to approve unanimously the acts of the board and secretary.

weakness of especially smaller ship owners, the decline of freight and cargo rates, the reduction of old tonnage, and painful consequences from the Euro crisis affecting the whole supply chain.

The perennial problem of bad payment was also discussed especially from international clients.

There were, however, positive developments in areas of catering, technical supplies, provisions and spare parts and it was reported that German ISSA Members had delivered goods to German and other army troops, diplomatic corps and international organisations in Germany and abroad, too.

Mr Sump thanked everyone who had been involved in the excellent work of the Association during the past year and invited members to continue with their support and put forward new ideas and suggestions.

Association Secretary Thorsten Harms reported on some special areas of the Association's work and Mr Sump, the OCEAN representative and Chairman of the OCEAN veterinary working group, explained about the

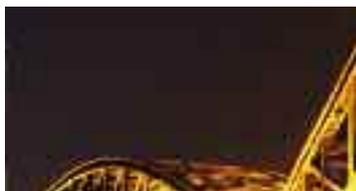
work of OCEAN. Ralf-Thomas Rapp, ISSA representative, also reported on the work of ISSA and the German ISSA Ship Stores Catalogue working group.

Ralf Nagel, a retired Minister and Chief Executive of the German Ship Owners' Association, also gave a speech about this year's motto – 'Future development of Germany as a location for ship owners'.

There were 146 companies belonging to the German Shippers Association at the end of 2011 including general ship suppliers, specialised ship suppliers and manufacturers.

The 2011 Annual Report is available on the Association's website at www.shipsuppliers.de

Pictured, from left to right, are: Jens Pfeiffer (EMS Ship Supply), Mathias Overhaus (Ender Schiffsausrüstungs and Treasurer), Lennart Clasen (Holger Clasen), Andreas Albert (H.Albert), Ralf-Thomas Rapp (Survitec & Service Distribution, ISSA Representative), Nadine Kloska (Kloska Group), Ralf Nagel (CEO German Ship Owners' Association), Wolfgang Sump (Richard Sump and Vice President) and Thorsten Harms (Association Secretary). ■





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Suppliers of chart and navigation equipment have been gearing up for the electronic revolution, where amendments to the International Maritime Organization's (IMO) Safety of Life at Sea convention require ships engaged on international voyages to be fitted with an Electronic Chart Display and Information System (ECDIS).

Though specific deadlines for compliance differ depending on tonnage and vessel type, the changeover to ECDIS has been taking place for years, with sensible ship owners choosing to acquaint themselves with this technology well in advance of any cut-off date. However, there are still concerns within industry that some owners are delaying their efforts to put ECDIS onboard and according to Thomas Gunn, founder and Managing Director of Thomas Gunn Navigation Services, it will be difficult for owners to legitimately claim ignorance over these regulations: "The mandation has been in place since 2008 and owners have had a number of years to get up to speed with this – it's no big secret.

"Some owners are very much at the forefront of technology, not only for ECDIS but other equipment which they need in order to operate their ships more effectively. Then, there are some owners who know about it but are leaving it right up until the very last moment and they aren't providing for ECDIS in their budgets." Mr Gunn acknowledged that

there may be a small group of owners who are not aware of the regulations – although he added that considering the amount of publicity and industry awareness over the issue, it's "incredible" that such owners manage to miss this information.

"In some regions, such as Scandinavia, owners are very up to speed regarding ECDIS and other equipment which makes their seafarers' lives easier. If you go onto the bridge of a Swedish vessel, they usually have such state of the art technology, including ECDIS, radar...it's like the bridge of the Starship Enterprise. They understand the technology and are making use of it, whereas for some owners, money's too tight to mention so they're very reluctant to invest and they'll leave it until the last minute."

Lars Wallerstedt, Director, Business Unit Navigation, Transas Marine International, agreed that ship owners leaving their ECDIS purchases until late is a "definite issue" and he expressed concerns over owners rushing into purchases after delaying for some time and then losing money in the process. "If you are too late, it will be much more costly – shipments, installations, certifications and implementing of the new bridge routines will be a rush and this will be more costly. If you do things in a well-planned fashion, you will save money!"



In a bid to broaden their reach within industry, Thomas Gunn Navigation Services and Transas Marine have entered into a partnership, as announced at Posidonia, which will bring significant benefits to customers of both organisations. Thomas Gunn will now offer Transas Navi-Sailor 4000 ECDIS as part of its total navigation solution, while Transas will offer Thomas Gunn's chart management service - which includes Admiralty and the International Hydrographic Office's paper charts and paper publications - as a part of its ECDIS package.

In accordance with the IMO Carriage Requirement, both companies are aiming to offer a more complete package to their clients and as Mr Wallerstedt noted: "I have been looking at our distribution network - how we bring our products to the market. There is a huge demand out there and as one company, we are not able to cover this; we need to broaden our distribution channels. Through the joint venture with Thomas Gunn, we have looked at other geographical areas and we are adding resources. The relationship Thomas Gunn has with its customers is fantastic and so, if you can't beat them join them - it was an easy decision! Our number one concern is to focus on quality and reliability. We want our system to be as good as possible and the quality is extremely important - the system should never fail and it's vital that we are efficient."

With its new navigational data management system Voyager 4, Thomas Gunn has devised software which provides a personalised database of navigational information for the mariner, as Mr Gunn himself explained: "Version 4 is designed on a user-friendly platform with applications and touch screen technology. It provides updates for paper charts and electronic charts but there are other third party applications - we've been working with other providers of modules (such as weather routing, distance tables etc) so just as when you have an Android phone or iPhone with apps, you pay extra for these additional modules."



Thomas Gunn has teamed up with Shipping Guides Ltd (SGL) – a specialist publisher of port, harbour and terminal information for various port entry requirements, to include port information within Voyager 4, enabling the mariner to further personalise this interface by overlaying it with port information. The data is intended to provide a general overview of the port in view and includes descriptions, exact positions and the facilities available at over 3,000

ports, harbours and terminals around the world. Ira Pielow, Managing Director, SGL, said: “We are thrilled to work closely with Thomas Gunn in providing port information for Voyager and hope that mariners using Voyager benefit from having this extra level of detail available to them.”

Subscribers to the Voyager system receive weekly updates for British Admiralty Notices to Mariners and Tracings, in addition to Admiralty Vector Chart Service and Admiralty Raster Chart Service updates. To ensure that the mariner continues to have the most up to date port information available to them, any amendments available will also be included in the weekly Voyager updates service.

Concerns over a slow uptake of ECDIS among certain owners may be justified, but some stakeholders have also warned over a gap in ECDIS training skills for seafarers which could occur, particularly those working for companies slow to adopt the equipment.

Admiralty, the United Kingdom Hydrographic Office’s (UKHO) brand of global navigational products and services, has recognised the need to ensure crew are well-trained in the use of ENC and ECDIS and the differences between these and paper chart forms.

In addition to Admiralty’s Train the Trainer programme, the brand also offers Digital Integration Workshops which are aimed at helping to integrate digital navigation into one’s fleet, in addition to its ECDIS training promotion, where qualified bridge officers can apply for one of 100 places on a type specific training course.

Ian Moncrieff, Chief Executive, UKHO and Admiralty, explained the importance of ECDIS training: “Training of bridge watch keepers to



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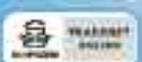
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give them full confidence and proficiency in planning and conducting navigation with ENC's in an ECDIS and back of bridge systems is a critical success factor if the maritime community is to realise the full benefits of ECDIS. However, we share the concern, that we have heard from the shipping community, that there is still a shortage of ECDIS-trained deck officers and a lot of people to be trained over a relatively short time.

"There is currently a wide variation in quality and delivery of ECDIS training courses globally. We have heard there is a lack of clarity and understanding around training in some quarters and we have sought to play our part in improving this situation. While there is no definitive figure for the number of mariners who require training, estimates suggest between 140,000 and 200,000 mariners will need to be trained in the next six years. While our offering [100 places on a type-specific training course] is modest in terms of these numbers, we hope that it

will raise awareness of the significant challenge facing the industry."

Continuing their foray into maritime training, which began with Dynamic Positioning courses in 2006, Bibby Maritime Training Centre is also working to step up its training provision for seafarers and has added further courses to its roster, gaining prominence as a niche training centre in India.

In April, the UK's Maritime and Coastguard Agency (MCA) awarded accreditation for the Centre's ECDIS course, which is IMO model 1.27 compliant, and Bibby has noted the importance of type specific training, particularly as navigating officers must be trained on a vessel's specific ECDIS equipment prior to joining the crew.

ECDIS provider FURUNO has also established a training solution, based on its own training policy, which is a set of training standards for quality, content and provision schemes. The training solution consists of two training platforms – classroom training and computer aided training and both

solutions are to be delivered under FURUNO's training brand, NavSkills.

NavSkills training centres, which are based in Germany, Turkey, Greece, India and The Philippines, conduct training in the same manner as FURUNO-operated training centres (INS Training centres) in Denmark and Singapore, with local instructors educated by FURUNO and assessed prior to being certified as FURUNO instructors. The training centres are also audited on an annual basis by FURUNO and their performance is continuously monitored to ensure quality. FURUNO is also working to set up NavSkills training centres in the US, Africa, Middle East and South East Europe.

The type specific ECDIS training course is a two day training course, ending with a written test which the trainee must pass to receive the certificate, ensuring the navigator has increased his competences and providing validation to the ship owner that his investment in ECDIS training has paid off. ■

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As budgets remain tight, product manufacturers and suppliers warn against buying poorly made equipment

As competition increases in the supply of essential engine equipment, many companies supplying pumps, compressors and turbochargers are having to emphasise the quality service and products they provide to attract business.

With buying budgets remaining tight, more and more cut-price firms are taking advantage of this and setting up in low-price regions such as China and Eastern Europe but the quality of their products is a cause for concern.

So much so, that those offering top-notch products are now fighting back and trying to persuade purchasers of the pitfalls of buying poorly made equipment.

One such company, TurboNed, based in The Netherlands has just launched a new marketing campaign 'Nine Drive' which pinpoints nine good reasons to use its service as a spares and repair service – one of which is 'Zero tolerance on quality parts'.

It states that the company uses only the best quality materials, with all parts

designed and tested to provide the highest level of life expectancy. 'That's why our skilled inspection team tolerates zero defects in quality control inspections of all incoming and outgoing parts for turbochargers. Zero. Which means none at all.'

TurboNed, which was established 26 years ago in Zwijndrecht close to both Rotterdam and Antwerp, is a major European turbocharger repairer with worldwide facilities, another point it boasts in its Nine Drive campaign.

In its global network, it has over 40 support service centres and sales

agents, and is currently developing additional warehouse space for its turbocharger spares.

Coert Kleijwegt, Chief Executive Officer of TurboNed Group, said: "We have a large stock of spares and this enables us to respond swiftly to the demands of our customers. This is not only in terms of service kits, but also in major parts such as rotors and casings.

"We are rebuilding our warehouse to optimise the work and material flow and to broaden our product line."

Since it was founded in 1986, the company has worked hard to position itself to deliver a complete service to the turbocharger market and it now handles more than 5,000 turbochargers for overhaul and repair each year, dealing with commercial shipping, inland shipping, fishing vessels and power stations.

It now employs a staff of 85 and its global network reaches as far as Europe, North America, South America, the Middle East and the Far East. It says its certified service engineers can arrive with the spare parts anywhere within the world within a maximum of 48 hours.

TurboNed's workshop is fully equipped to handle every aspect relating to the repair of turbochargers including dynamic balancing, steam cleaning, glass bead blasting, TIG welding and ultrasonic inspection.

"We have a service centre that can offer exchange programmes," added Mr Kleijwegt. "Above all we can handle all types of turbocharger,

including ABB, MAN, MHI, Napier, Holset, IHI and PBS. In addition, our field service team can be mobilised at short notice and all work is covered by a comprehensive one-year warranty."

Other points in the Nine Drive include its aim to look forward and not backwards at what it has already achieved.

The mission statement reads: "Most turbocharger service companies presume that local clients are aware of their long history in the market and that this must provide for future business. Never us. We believe in stronger efforts and less resting on our laurels. More output and more change. It's how we stay open-minded after long years of experience. Less talk about how we did it in the old days. More thoughts on how to better assist with our customer's next turbocharger service."

Keeping in tune with customer needs is also crucial for KRAL, an Austrian-based international manufacturer of positive displacement pumps and flowmeters for all types of marine fuels and lube oils.

With regulations and standards in place such as MARPOL Annex VI or EC Directive 2005/33/EC in force, sulphur emissions are limited in Sulphur Emission Control Areas (SECAs) and this is a key issue for its clients, along with ship efficiency.

Technical Editor Josip Coric explained that compared to heavy fuel oil, marine fuels DMA, DMB and DMZ have a lower viscosity and while

the screws of the screw pumps require lubrication, the lubrication becomes less effective with increasing pressure and sinking viscosity.

"That can result in rapid wear of the pump housing," he said. "In order to assure our customers the highest degree of operational security and a technological leadership, research and development play a very important role at KRAL. Reliable pumping of low-viscosity, low-sulphur fuels is ensured by specially developed processes for the surface treatment of the screws and the screw housing."

Mr Coric said that in the course of developing solutions for low-sulphur fuels, KRAL carried out long-term tests with ultra-low sulphur diesel. "The tests were successful, so KRAL pumps are already suitable for the fuels of the future."

With ship suppliers constantly battling pressure from vessel owners and operators over rising equipment and parts costs, what is KRAL doing to ensure good value for customers, while retaining quality?

"We concentrate on customers that are under pressure," said Mr Coric.

"Close contact with leading shippers has made it possible for us to develop unique, customised solutions, an example of which is the pump stations for low sulphur diesel.

"Our goal is to ease the tension with our solutions so they can then concentrate on their core business - the economically attractive operation of their vessels." ■

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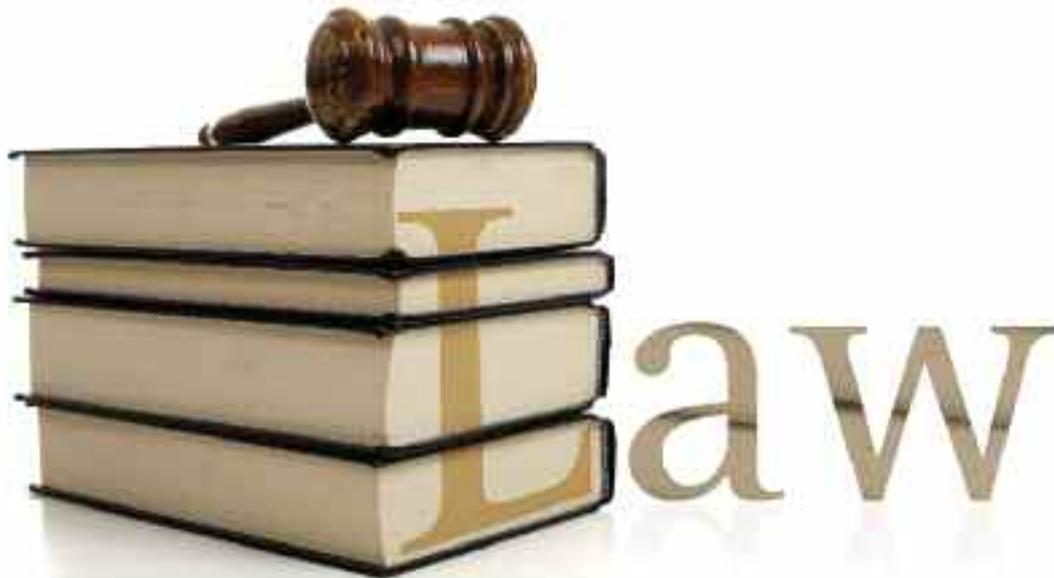
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Suspicious cargo

Vicente Velasco, Analyst at specialist maritime intelligence, investigation and crisis management company Gray Page, analyses the maritime fight against drugs



As the world turned its attention last month to Colombia's port city of Cartagena for the sixth Summit of the Americas, attended by leaders of 33 of the hemisphere's 35 nations, the international drugs trade dominated discussions, led by Colombian President Juan Manuel Santos, who used the summit as a platform to urge a profound review of international policy on drugs. In a call for reform that Gray Page believes may have real impact on maritime trade regulations, the Colombian President urged world leaders to consider the formation of a global drugs taskforce charged with both modernising and re-examining global strategy in relation to the trade in narcotics.

The summit comes just under a year from the discovery of a record 12 tonnes of cocaine, valued at approximately \$360 million, hidden within a cargo of unrefined cane sugar bound for Veracruz, Mexico, via regular liner services. Colombian law enforcement attributed the drug shipment to one of Colombia's most powerful trafficking organisations, "Los Rastrojos", led by drug baron Luis Enrique Calle Serna, alias "Comba". Such organisations regularly utilise commercial shipping in order to deliver thousands of tonnes of cocaine into Central America, where it is then picked up by Mexican cartels for onward distribution.

Although finds of such enormous quantities remain relatively rare, the daily battle to separate legitimate cargo from illegal contraband remains one of the shipping industry's foremost concerns, and detection technologies are constantly being improved. Containerisation has now developed sophisticated scanning technologies to accurately detect contraband at a molecular level. These newer

technologies are also becoming much faster, enabling more realistic, real-time use to bulk scanning of containers at a much higher volume.

The greater success of such technologies with containerised shipping means that the risk is being displaced to the bulk sector, where such mechanisms are difficult to implement for both dry cargo and tanker shipments. Gray Page has seen recent cases that suggest drug cartels are focusing greater attention at non-liner shipping as a short-haul distribution mechanism, at a time when demand on the streets of the US and Europe is growing.

It is important for owners, operators and port agents trading in Central America to increase their vigilance in expectation of the growing risks they face. Ship owners and crews embroiled in even innocent situations – such as where cartels weld 'packages' to the hull – still face serious penalties in financial and reputational terms that can severely impact their business, so it behoves being aware of that ever growing risk in daily operations. ■



With a barrage of industry policies and guidelines to keep abreast of, ship suppliers, agents and service providers are constantly kept on their toes but in a climate where environmental regulations and safety policies have retained much of our focus, it's important not to lose sight of other strict laws, particularly those concerning trade sanctions.

Bruce Hailey of DRG Solicitors, a UK-based law firm which specialises in shipping, transport and international trade and insurance law, said suppliers

A costly mistake

US-led sanctions prove a challenge for ship suppliers

may unintentionally break sanctions, such as by unknowingly trading with an Iranian company which has disguised the origins of its fleet.

"The message for suppliers is if they breach sanctions, particularly US sanctions, then they may themselves face penalties. If you trade as a supplier in the US dollar, then payment has to pass through the New York clearing banks. If the US authorities think this money is tainted in some way, they may stop it in its tracks." Mr Hailey said.

"If you do unwittingly breach sanctions, you need to think very carefully about what to do, so as not to compound the problem by committing additional breaches in seeking to receive payment. It is even possible that third parties, such as lawyers, who seek to assist clients in collecting payment in breach of sanctions may themselves get into

trouble. It's an area people need to be aware of, given the increasingly long list of companies and individuals against whom sanctions have been imposed."

But what warning signs can suppliers look for to ensure they don't inadvertently break sanctions? Mr Hailey said if a request for supplies comes from a company in Iran, ship chandlers should be cautious. However, not all shipping fleets with connections to Iran are subject to specific sanctions.

It is sensible to investigate the origins of all new and unknown business. Has the vessel a current or recent connection with Iran, or other countries where sanctions are widely in force? Suppliers would be wise to check the US Specially Designated Nationals List (www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx) to see whether they appear. ■

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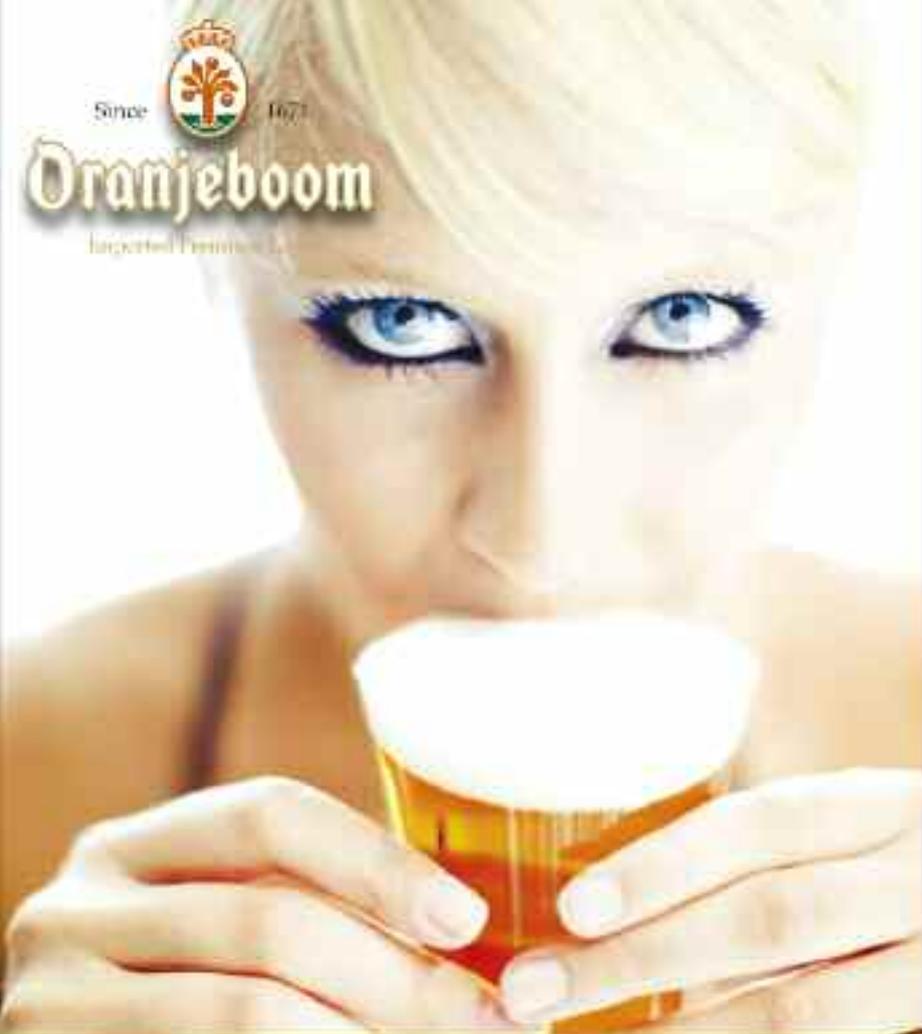
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 See the website for details

Broadening horizons

More and more ship suppliers are trying to expand their range of products in a bid to satisfy customers who want a 'one-stop shop' for obtaining all their onboard goods.

That's according to Cor van Esch, Managing Director at Dutch company B & S Bosman Global, an international wholesaler and distributor supplying to ship chandlers.

"What we hear from our clients is that there are less and less specialists," he said. "What people are looking for are general ship suppliers. Today, ship suppliers have to be able to supply the tools, cabin products and all the materials and spare parts but at the same time the provisions and bonded stores.

"More and more people are trying to enlarge that assortment," added Mr van Esch. "On the other hand, you see that in shipping a lot of ship owners apparently do not want so many stores onboard. They do not want the crew drinking and also smoking is, of course, a problem."

"B & S Bosman Global has always been a supplier of a very broad assortment of goods. We are not doing anything technical or tools but we have everything in food, provisions, all the stores and cabin products."

Another company which promises a one-stop-shop approach is MSX, based in Southampton, UK. Last year, the company relocated from Southampton Docks to a high-tech facility on the outskirts of the city, expanding its warehouse space and therefore opening up new opportunities to stock an even bigger range of goods.

It recently launched its new branded image as MSX - which stands for Macintyre Scott Extra - "it means extra services, extra solutions and extra helpful" explained Managing Director Nicola Ridges-Jones.

The company, founded in 1974, offers a series of solutions to cater for a wide range of needs, primarily bonded warehousing and mainly in the travel retail sector and as Mrs Ridges-Jones

explained, the bond works in several ways.

Much of the work is consignment stock with brand owners storing their products in the warehouse.

"What will happen is that, for example, on a Monday morning we will get an order from Brittany Ferries for products from multiple brand owners and what we specialise in is consolidation of bonded products. So, we will go and pick a case of a Maxiium product, we'll get a case of a Remy Cointreau product, a case of chocolate from Mars or Kraft and we will put the whole order together. They will ask us to do this in a special way and the end user - the client - will also stipulate to us if they want it delivered in roll cages or pallets."

The business has certainly changed since Mrs Ridges-Jones' father started it nearly 40 years ago. When he took over the firm, after a management buyout, they were mainly selling deck and engine equipment, provisions

including meat and they even repacked flour for the Falkland Islands, for Antarctic survey ships.

Then with the introduction of rules and regulations covering food, the company was re-invented to cater for the duty free market.

“Of course, they abolished duty free, so he then had to re-establish himself again as travel retail,” explained Mrs Ridges-Jones.

“Today, our main business is travel retail but who knows what will happen in the future. We’ve got our bond, we’ve got our own fleet of vehicles and we have our own logistics and that, I think, is one of our major strengths.”

She said this was especially vital in the travel retail sector due to supplying passenger transport such as cruise ships, ferries and airlines.

“They don’t stand still for very long and if you miss the ferry or the cruise ship, that ship suffers.”

Customers of MSX include cruise ships, ferries, World Duty Free Group, the UK Armed Forces (NAAFI) and producers, wholesalers and retailers in the Falkland Islands and Channel Islands. Stock comes in from around the globe and brands include Remy Cointreau, Maxium who produce Famous Grouse whisky and AB Inbev which has brands such as Budweiser, Stella Artois and Boddingtons.

“We are consolidators for NAAFI and that means we can have anything in here from a gaming machine to football socks!” said Mrs Ridges-Jones.

The company also buys and sells in its own right so there are some products that are MSX owned, but this makes up only around a fifth of the business.

There is also a growing contract packing side to the business: “It is an area we have just moved into and contract packing under bond is quite rare,” explained Mrs Ridges-Jones.

“The travelling public are very astute about what they can buy in the supermarket and the whole point about travel retail is that you are going to get something different and so we can pack items together, such as a fine cognac with hints of chocolate in with a special box of chocolates.”

The firm also recently packed London 2012 Olympic mascots, and the games which started at the end of July are promising to give an extra sales boost to bonded stores suppliers with the increase in footfall through airports and on the cruise ships and ferries.

“They are gearing up for it on the ferries and in the airports,” said Mrs Ridges-Jones. “People are predicting an 8% to 12% increase on their stock movement. I think beers and wines will do particularly well and, these days with responsible drinking, chocolates too.”

Mrs Ridges-Jones said tailoring the business to provide solutions for customers was crucial. Their services include taking products to Europe and bringing them back. They also export in containers to the Falkland Islands, Iraq, Afghanistan, Belize, Gibraltar

and anywhere a cruise ship can pull into the port.

There is even a customer in the Channel Islands who uses the bonded warehouse to store cider, made with his apples on the UK mainland, until it is ready to go back to the Islands.

Despite ship suppliers counting their pennies, B & S Bosman Global’s Mr van Esch said his firm was still doing a good trade.

“Sales are still growing so we are satisfied with what is happening in ship supply at this moment and if that continues nobody will hear me complain!”

So, what products are selling well for B & S Bosman Global?

“Meat is always one of the most important items and also bonded stores,” he said.

“I feel that if our customers look first at the prices for meat and bonded stores and thereafter at the prices of dry provisions.

“People are also looking at dairy products, and then there are a lot of products of which the volumes are small but nevertheless, these have to be supplied. At the same time it is difficult to split up where you buy your items from. Nobody is interested in having too many different suppliers – they want a one-stop shop.

“I think it helps if you are always able to supply a very, very broad assortment.”

Some companies are struggling with general ship supply sales, so they



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MSX's new high-tech premises



Nicola Ridges-Jones, Managing Director, MSX and Sally Lynsey CEO, Business Solent

are turning to the cruise market. Indeed, B & S Bosman Global's sister company, B & S Global Cruise Supply, is enjoying brisk business.

Claimed to be the largest cruise supplier in Europe, it offers a wide variety of products including food and beverage, hotel supplies, uniforms, bonded items and many more.

"For most people it is still difficult to increase sales in general ship supply so everyone is looking to see where they can do additional business. For ship supply the cruise market is obviously very logical to look at."

"It is not only about prices any more in cruise supply. It is about who can finance it and store it, who has the proper licences and the logistics. It's a whole package which you have to be able to fulfil."

Another company looking to increase sales in the cruise sector is Hutton's, based in Hull, UK.

General Manager David Greenwood said that with a push towards staff welfare and healthy eating across the industry, alcohol and tobacco sales were falling.

"It is a difficult one to tackle. It's not as though you are losing market share to a competitor or there are less vessels. The combination of market forces is working against us a little – we can try and supply more vessels but I wouldn't be entirely surprised if, looking at statistics, vessels are ordering less bonded items year on year."

He said the cruise sector was a relatively new market for Hutton's to tap into, and an area in which he had experience after working in Dubai.

"Month on month we are doing more cruise business and I would like to think that next year we'll do a lot more than we have done."

In terms of what is selling well for Hutton's, branded beers are still popular, in particular Beck's, which has always been a good seller though the cheaper brands of cigarettes are gaining popularity.

Markets too are changing – along with the increase in the cruise sector, the offshore, oil and gas and wind farm sector has continued to grow.

"It is a massive area for us at the moment and continues to be so," said Mr

Greenwood. "We now have a whole division dedicated to it."

Mrs Ridges-Jones agreed ship supply was all about flexibility and being able to offer a tailored package.

"I think we are exceptional at what we do and we also like to innovate – we are very responsive to the needs of our clients and I think that is what we are going to get known for."

She said the re-branding would allow the company to blow its own trumpet and highlight its strength as a solutions provider.

"Up until now we've kept ourselves to ourselves and I think, moving forward, the benefits of the new site are going to allow for flexibility, scalability and it's going to allow for expansion."

She added: "When a brand owner comes to us and says 'can you do this?' we will provide a solution. If we can't do it exactly the way they want it, we will provide a solution. So, each one of the brands that is in our warehouse is probably offered a different solution. We are not constrained and there is no one-size-fits-all in the travel retail market." ■



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Moroccan magic

Established in Casablanca in 2006, Mahmoudi Shipping is a general ship supply company serving all ports in the scenic North African country of Morocco. Mohamed Bakkali, Operations Manager, explained how in these competitive times, Mahmoudi Shipping has garnered much success by focusing on a wide range of products, rather than on one particular form of supply: "Since 2008, we have expanded – we are seeing more customers and have become more widely known; now we have customers from all over the world, from Singapore, India etcetera – they are coming to Casablanca and the other ports of Morocco from all regions."

Following new regulations for suppliers in the port of Tanger-Med, Mahmoudi Shipping has worked to follow these fresh rules and in June, the company gained official authorisation from the port. Mr Bakkali said that although Tanger-Med is a competitive port, with companies from Spain and the US having already formed strong business links there, he is confident that his

company's broad product range will be a positive selling point. This is especially important in a climate where some suppliers, specialising in one form of product only, are suffering: "The advantage we have is that we deal with all kinds of products and can cover all the requirements of our customers," Mr Bakkali said.

The company currently specialises in fresh and dry provisions, bonded stores, safety equipment, mooring ropes, life raft servicing, fire-fighting equipment, charts and publications, gas refilling, deck and engine stores, chemical products, marine paints, underwater services and more. Mahmoudi Shipping is seeing an increase in demand for its marine services, including inspections for fire-fighting and lifesaving equipment and underwater services. A recent example of such work occurred at the Port of Casablanca, when the company provided interventions to free nets and ropes from a ship's propeller.

The firm prides itself on training staff to a high standard and currently employs 20 people, though this is expected to increase as at least four or five additional staff will soon be required for the Tanger-Med office.

But has Mahmoudi Shipping experienced any problems owing to the dreaded late payments of ship owners? Mr Bakkali said although he is cautious in this difficult global economic climate, his firm has rarely experienced such problems as it makes efforts to work with credit-worthy customers only.

Describing his plans for expansion, Mr Bakkali said he intends to import more technical materials from China and other regions in order to respond to customer requests.

"Asian vessels are not like European ones but here in Morocco, we follow European norms 90% of the time. Now, there is a tendency to search other potential suppliers from Asia, in order to fulfil all the requirements of visitors calling to Moroccan ports from all over the world." He explained that depending on whether a ship was built in Europe or Asia, slight manufacturing differences in spare parts are a cause for customer concern and can determine vessel requirements. This, in addition to customer cost concerns, means the need to branch out and keep a broader range of technical materials in stock is unavoidable – especially considering Mahmoudi Shipping's international customer base.

The company also holds a classification certificate from Bureau Veritas and, as Mr Bakkali said, this has benefited his company greatly, as customers realise they are dealing with a trustworthy supplier. "Customers look for companies that are certified, that are quality reliable," he said, noting that the firm also holds the ISSA Quality Standard – a mark which customers are always on the look-out for: "It makes them feel more confident when they see this mark," he said. Mr Bakkali concluded that customer satisfaction is vital and can only be ensured through a high level of service and customer care. "You must be ready for any problems the client may have," he said. ■

Diary Dates 2012

16 - 19 August ----- COMPASS meeting
Ontario, Canada nams@namshiphandler.com

4 - 7 September ----- SMM
Hamburg, Germany www.smm-hamburg.de

12 - 13 September ----- IMPA Exhibition & Conference
London, UK www.impalondon.com

26 - 28 September ----- Seatrade All Asia Cruise
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Shanghai, China www.asiacruiseconvention.com

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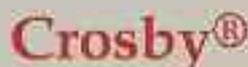
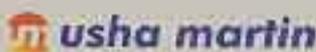
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Troubled waters

As shipping companies are painfully aware, a lack of ballast water management has led to the introduction of invasive species in foreign seas, including the North American Comb Jelly (pictured), a self-fertilising jellyfish which rapidly reproduces and has proven a major economic and social drain to ecosystems and fisheries in the Black and Azov Seas, largely owing to its voracious appetite for zooplankton.

The International Convention for the Control and Management of Ships' Ballast Water and Sediments was adopted in 2004 at the International Maritime Organization (IMO) and stipulates that by 2016, vessels must have ballast water management systems onboard, in order to prevent the introduction of further unwanted stowaways.

Unsurprisingly, manufacturers hoping to make strides in the competitive business of ballast water

treatment (BWT) are working hard to keep up with demand as strict regulations governing this vital component of marine environmental protection loom ever closer – though shipping associations have warned of supply and demand problems, as some 50,000 vessels will require retrofitting with BWT equipment by 2016 in order to comply.

Following the Annual General Meeting of the International Chamber of Shipping (ICS) in Port Douglas, Australia, in May, Masamichi Morooka, ICS Chairman, said: "ICS members identified genuine concerns about the availability of suitable ballast water treatment equipment, the robustness of the type approval process and the huge expense of retrofitting existing ships."

"A very large number of ships will need to be retrofitted, a process that cannot begin properly until the various IMO Guidelines have been finalised.

ICS has concluded that the issue of fixed dates needs to be addressed urgently and that a serious discussion is needed at IMO before the Convention enters into force."

Agreeing that ratification of the Convention will be vital in ensuring a smooth transition, William H. Burroughs, Product Line Manager for Severn Trent De Nora's BALPURE Ballast Water Treatment System, said: "Getting the Convention fully ratified and into force sooner, rather than later is important to avoid a huge bottleneck in the availability of BWT systems and dry docks to achieve the high-paced fit-out schedule required by the Convention."

The BALPURE BWT system has received type approval from Bureau Veritas and is in the process of obtaining type approval from a number of other classification societies. The product has also been subject to rigorous testing, including corrosion

testing and hydrogen gas dispersion risk analysis. As Mr Burroughs added, since development of the product began in early 2001, a number of changes have altered the BWT landscape.

“The USA will not be signatory to the Convention,” Mr Burroughs said, citing a separate United States Coast Guard (USCG) ballast water rule which is now effective, as of 21st June 2012. “The US Environmental Protection Agency (EPA) has issued the 2013 Vessel General Permit, the draft version of which utilises the USCG’s type approval and vessel inspection manpower under the USCG/EPA Memorandum of Understanding (MoU) with the same ballast water discharge performance standards.

“This US-based effort has brought new life to the market – the IMO Convention, while still not ratified (short on total gross registered tonnage), has begun to attract a few more Member States (Niue and the Russian Federation). We hope to see a

few more Member States ratify the Convention, thus getting the entry into force sooner.”

“ICS members identified genuine concerns about the availability of suitable ballast water treatment equipment, the robustness of the type approval process and the huge expense of retrofitting existing ships”

Masamichi Morooka, ICS Chairman

Mr Burroughs added that Severn Trent De Nora is fully understanding of the problems of making timely ratification of the Convention, including owing to problems with the G8 (Guidelines for Approval of Ballast Water Management Systems) and Port State Control (PSC) Inspection. “We are working with several governmental and non-governmental organisations to get the G8 improved.

“Additionally, we are discussing the problems with timely and effective PSC inspections and verifications wherever possible in the hope of getting a set of inspection procedures that everyone can accept. This is currently the biggest hurdle to the Convention ratification,” he said, concluding that the recent publication of the USCG Final Rule has made the development of the USCG’s Alternate Management Systems (AMS) even more vital. Severn Trent De Nora is working to gain USCG type approval and also intends to have dual-certified ballast water management systems available soon, allowing any vessel with a BALPURE to go anywhere in the world with unrestricted BWT operations.

Goltens Green Technologies (GGT), an independent service provider to the BWT market, based in The Netherlands, has also been stepping up its efforts to assist vessel owners with compliance to the BWT Convention and recently collaborated with Optimarin and Saga Shipholding (Norway).



Ballast Water Management

Optimarin's Ballast Systems are currently being used on 32 projects – eight vessels for GulfMark – the owner/operators of a modern fleet of offshore support vessels – and a remaining 24 vessels for open-hatch bulk carriers owned by Saga Shipholding (a subsidiary of Nippon Yusen Kaisha).

Optimarin Ballast Systems (OBS) are capable of handling all seawater salinities and fresh water in accordance to the BWT Convention. The OBS system uses ultra violet (UV) radiation as its main treatment, providing no negative effect on ballast water tanks. It is also fully automatic and self-cleaning and capable of removing large sediment particles, zooplankton and phytoplankton, under heavy sediment load conditions.

Jurrien Baretta, GTT Business Development Manager, said: "Our goal is to simply be a knowledge resource for ship owners and assist them to upgrade their existing fleet to meet the impending regulations. There is no

single solution that is right for every vessel, so we aim to help owners navigate the selection process and find the solution that best fits their vessels and operations, now and in the future."

SunRui Marine Environment Engineering Co; a research and development company focused on the design, production and engineering of corrosion and fouling control technology and products, has also been gearing up for an increase in demand for BWT systems and is working to promote its SunRui BalClor system.

However, Thomas Meyer-Stock, Director of International Marketing, warned it may take some time for manufacturers to see a pay-off for their efforts: "At the beginning everybody expected there to be a huge boom in sales for ballast water systems but unfortunately, the only huge boom is in manufacturing, not in sold figures. This is because, unfortunately, the IMO Resolution has still not been signed by the US – the USCG has created its own rules with the same basic

values...everything is pending and this is reflected in the ship owners' interests – they may keep the space on the ship, but they have not yet bought the system."

So, will there be a last minute bottleneck in supply and demand? "I don't know how much forewarning we will have, but I believe it will take around two years for there to be a boom where everybody will want BWT systems, then there will be some upset as people will want to purchase the systems but delivery times will be lengthier.

"Manufacturers can feed the market but when things are pending a bit longer, for another year or two, I'm afraid that some of the late-coming manufacturers (especially those who have been late to apply for Flag State Approval) will not survive. We have approval certificates from China Classification Society (CCS) and Det Norske Veritas (DNV), in addition to our IMO certificate but we are in a good position." ■

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A PLATFORM FOR INNOVATION



In September, the shipping industry will flock to SMM – Hamburg’s Shipbuilding, Machinery and Marine Technology International Trade Fair – and although this vast show is celebrating its 25th anniversary in 2012, it has retained all of its appeal and will welcome a record number of exhibitors.

Held at the Hamburg Fair site, exhibition spaces are already fully booked up and according to Peter Bergleiter, Project Director at show organiser Hamburg Messe und Congress, the show is “already better placed than the highly successful SMM 2010”. He noted that demand from the major shipping nations, especially those in Asia, has been particularly high and described the range of pavilions which will be present, including India and, in its first year at the event, Argentina.

A number of ISSA members, including Turkish ship supply firm GIMAS, Germany’s Uwe Kloska, Denmark’s Wrist Ship Supply and South Africa’s Express Ship Chandlers will be among the 2,000 exhibitors and it has been reported that owing to unprecedented demand for exhibition

space, SMM organisers created additional capacity by constructing an extra, temporary exhibition hall. With over 90,000sqm of in-hall space, this makes SMM the largest maritime exhibition in the world.

Danny Ingemann, Business Director for Marine Products, Wilhelmsen Ships Service (WSS), told *The Ship Supplier* why SMM is important to him: “SMM provides me with an unrivalled opportunity: global suppliers, customers and maritime institutions all get together in one place. Attending the show allows us to talk to our customers, suppliers and industry peers on a one-to-one basis and enables us to share ideas, take part in vital discussions and really become part of the international maritime conversation. Through this process, we can demonstrate a hands-on approach to ensuring that our customers’ operations are as efficient and cost effective as possible.

“WSS will showcase a number of products and solutions on our stand and our experts across marine products, chemicals, safety and ships agency will be available to discuss the challenges

ahead and how we can help support them. This year’s show will be extra special for us as WSS Germany is celebrating its 40th anniversary in 2012.”

The theme of “Green Shipping” will be discussed in-depth at the Global Maritime Environmental Congress (GMEC), to take place on 3rd and 4th September and this exciting event, which will comprise four workshops, represents an important addition to SMM’s supporting programme, where experts will debate the reduction of CO₂ and sulphur, ballast water management, and other essential issues. Describing the importance of competitiveness in such fields, Peter Hinchliffe, Secretary General of the International Chamber of Shipping (ICS), said: “Shipbuilders and engineers can compete to develop the best technology, and ultimately that will benefit the environment.”

The holding of a Ship Finance Forum (hosted in partnership between Hamburg Messe und Congress and Financial Times Deutschland), to take place a day before SMM on 3rd September, will also reflect current



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MS&D Conference (Maritime Security and Defence), which will be held during SMM. Vice Admiral (ret.) Hans-Joachim Stricker, Chairman of the MS&D International Conference on Maritime Security and Defence, Hamburg, said: "Free shipping routes are the vital arteries of our economic system and our prosperity."

The MS&D Conference, which will be hosted by Hamburg Messe and partners DVV/Griephan and the German Maritime Institute (DMI), will bring together high-ranking international naval delegates and security experts to discuss current challenges and possible solutions. Security equipment will also be prominently represented at the specially established exhibition space in the new Hall B8, where a number of technological innovations will be on display.

trends in the industry, particularly concerning the financing of newbuildings and strict legal requirements applicable to lending banks and alternatives to conventional forms of financing at international level.

Ship suppliers interested in the impact of piracy on the industry will also find much to discuss at the show's

As a vital platform for presenting products, witnessing innovation, meeting new customers, enhancing relations and closing deals, SMM will welcome over 50,000 trade visitors through its doors and is the perfect event for ship suppliers and maritime professionals of all backgrounds. SMM's official opening will take place during the evening of 3rd September 2012, at CCH-Congress Center, Hamburg. ■

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Set against a spectacular backdrop of blue sea, white sand and the excitement of flamenco fever, the Andalusian province of Cádiz, south western Spain, played host to ISSA's annual Convention on 25th and 26th May, marking the 57th time this prestigious event has taken place. Based in the luxurious Hotel Meliá Sancti Petri; a stunning resort representing an architectural treat somewhere between Moorish palace and traditional Andalusian hacienda, delegates and accompanying persons were able to enjoy all the modern comforts of this five star beach resort, while exploring local landscapes and attractions – but in addition to a strong and compelling conference programme, ISSA 57 also offered unrivalled opportunities to network with industry friends old and new.

Convention kick-started on Friday 25th May with the Grand Opening Ceremony, overseen by the dulcet tones of Master of Ceremonies and ISSA Senior Executive Vice-President Rocky Rocksborough-Smith. ISSA President Jens Olsen and Rafael Fernández,

President of the Spanish Association of Maritime Suppliers (AESMAR), gave a warm welcome to all delegates prior to a presentation by Kate Bonner, Commercial Manager, Port of Cádiz Bay, which served as an informative introduction to the port and its commitment to “Leaner and Greener” operations. Then, with the symbolic bell-ringing by Ernesto Marin, City Mayor of Chiclana and ISSA President Jens Olsen, Convention was officially declared underway.

After the opening of the Exhibition Area, delegates were invited to the nearby beach paradise of La Barrosa to witness a traditional Andalusian horse show, where the impressive skill of female dancers wearing traditional “traje de flamenca” was combined with the fantastic strength and agility of these remarkable animals.

After the beach show, delegates were invited to the first session of plenary speakers, beginning with Ana Conesa, Chairman of the Spanish Association of MARPOL Agents, who discussed the importance of waste management in ports and provided a vivid history

of maritime disasters which have contributed to MARPOL regulations.

Next, Moritz Rohner, Chief Executive Officer and President, GARIV; a Madrid-headquartered firm specialising in meat products and services, gave a presentation on ‘The Global Meat Market & Smart Purchasing’, where topics included compensated cut purchasing and the EU requirement for meat traceability. Mr Rohner was congratulated by ISSA Executive Vice President Philip Prince, who presented him with a commemorative ISSA plaque.

After delegates enjoyed a buffet lunch, ISSA Lawyer Bruce Hailey gave a talk entitled ‘Tales from the Waterfront’, sharing tips on ensuring prompt payment from customers and offering advice on how to deal with those who refuse to pay; an unfortunate reality which modern ship suppliers know all too well. Some further legal advice from Mr Hailey, on the subject of state-imposed sanctions, can be found in this issue’s law feature on page 26.

Following the theme of how to gain a commercial advantage in challenging



Historic re-enactment, Plaza de España

times, Geoff Marchant, ISSA Vice-President Quality, was next to advise delegates, providing a presentation on the importance of gaining the desirable and much respected ISSA Quality Standard. Detailing the application process, Mr Marchant noted that the number of full ISSA members with the Quality Standard currently stands at 14.5%, compared to 30% of Associate Members and he emphasised the importance of the Quality Standard as a “benchmark” by which companies may be judged and assessed.

After a coffee break and further networking opportunities, delegates were treated to a theatrical performance in Cádiz’s Plaza de España (Spain Square), which detailed the historical importance of the city as a hotspot for art, literature, culture and finesse; while also celebrating its role as the birthplace of the Spanish Constitution, which was signed by the Cádiz Cortes 200 years ago and is celebrated internationally for its role as a significant step in the democratic process of the Hispanic world.

The evening was completed with a reception in Cádiz City Hall, hosted by the City Mayor, who spoke of his delight over ISSA’s decision to hold Convention in Cádiz, particularly considering the significance of 2012 as the bicentenary year of the Constitution. Delegates were then invited to experience the splendour of City Hall, including an abstract art

exhibition, while enjoying drinks and tapas canapés with friends.

On Saturday morning, accompanying persons were treated to a trip to Cádiz city centre and a tour of the celebrated González Byass Bodega; home of the famous Tío Pepe sherry, while delegates enjoyed refreshments and networking opportunities in the Trade Exhibition Area.

Seasoned ship suppliers are well-aware of the respect which authorized economic operator (AEO) status can gain them, in addition to the effort and admin which must take place to retain this and so, Plenary Speaker Olivia Fernandez’s (Head of the Excise Duties Office for Customs and the Excise Duties Administration Department in Cádiz) speech concerning excise goods, risk analysis and the implications of these issues for suppliers was most welcome for chandlers hoping to gain an insight into this challenging topic.

After a coffee break and further networking opportunities, the Purchasers and Suppliers Round Table Debate (moderated by Senior Executive Vice-President Rocky Rocksborough-Smith) took place, providing suppliers with an unrivalled opportunity to ask purchasers questions, without fear of losing business. With a respected panel consisting of Bob Blake, Chairman, British Association of Ship Suppliers (BASS); Rafael Fernandez, President of AESMAR; David Miller, Purchasing Manager, Lomar Shipping (UK) and Alexander Alexandrov, Director of Purchasing, IT & Communications,

Navigation Maritime Bulgare (Bulgaria), everything from e-supply to product quality and ship supplier training was discussed.

Noting that smaller suppliers may be reluctant to take up e-commerce, perhaps owing to a lack of personnel, Mr Miller said he believes a slow and gradual trend towards e-supply will occur. Mr Alexandrov noted the problem of a mismatch whereby software products commonly used by suppliers often cannot be linked up with e-supply software and he added that suppliers would benefit from a solution connecting these systems, allowing for faster quotations.

Mr Fernandez highlighted the reality of port admission payments for vessel access, which he described as a significant problem internationally, in addition to the cost of obtaining warrants when supplying to ports which one is not based in. Mr Alexandrov said this is an unfortunate issue which should be discussed with local port authorities in order to seek a resolution. On the subject of poor quality pirated spare parts, Bob Blake said manufacturers’ certificates should always be requested by suppliers in order to protect themselves and Mr Miller acknowledged the experience and skill required to avoid the purchase of pirated spares from “dubious sources”.

Following lunch, ISSA Executive Vice President Saeed al Malik presented delegates with a proposed programme for the ISSA Education Programme; a distance learning course which will provide those who are new to the ship



Ring in Convention

ISSA Convention Review

supply industry with a well-rounded education in both the theoretical and practical elements of marine supply. This comprehensive programme is designed to help young and new suppliers to understand their business more fully, over a study period of around five to six months. Mr al Malik said the programme represents a value-added service which will benefit the ship supply industry greatly, teaching young suppliers everything from stock management to product knowledge. ISSA President Jens Olsen said the programme will be of "great benefit" to young suppliers and their companies.

Next, the ISSA Members Open Forum, moderated by Mr Olsen, took place, during which the difficulty of getting onboard when supplying vessels was discussed in great depth. It was noted that private ports in countries such as Argentina have increased their fees, with one port charging \$50 for each pallet



Gala dinner 'bailaoras'

supplied. It was confirmed that ISSA will continue to raise the problem of unfair charges at the International Maritime Organization (IMO) and suppliers are encouraged to document such incidents and report these to Spencer Eade, ISSA

Secretariat. The idea of a 'Watchdog' programme, where ISSA members can help prevent loss of business in industry by sharing information concerning bad payers was also enthusiastically discussed and plans to start this scheme will be reviewed at the ISSA Executive meeting in October.

After delegates enjoyed coffee and further networking opportunities, free time was enjoyed prior to pre-dinner cocktails in the picturesque setting of the hotel's outdoor plaza. The opportunity to sample the local, yet world famous Tio Pepe sherry was relished by delegates and accompanying persons, while many took advantage of the opportunity to dress up with friends for a souvenir, flamenco-themed photograph, complete with Spanish fans, cordobés hats and castanets.

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course gala dinner, after which, a number of awards were presented, including trophies for the winners of local golf tournaments attended by accompanying persons and delegates. Special accolades were also provided to the AESMAR team for their work in organising the event, including Secretary General Eugenio Mediavilla, who was presented with an award for his efforts.

But the night was still young as BASS Chairman Bob Blake returned to centre stage to proudly accept the ISSA Flag, symbolising London's status as host to Convention for the next three years. As the sounds of the ISSA Hymn faded out, a further treat was to be had, as a troupe of bailaoras (female flamenco dancers), clad in bright red dresses, ascended the stage. As these feisty ladies gracefully moved to the beat of flamenco music, Mr Olsen joined them for a dance, marking a feel-good finale to a fantastic gala dinner.

A traditional Andalucían band with powerful female vocalist was next to join the stage before the party relocated to the



Passing the flag to London for 2013

dance floor and bar area, where a talented pop covers band set the scene for all to dance the evening away, leaving lasting memories of a colourful and productive Convention.

Summing up his experience of ISSA 57, Mr Olsen told *The Ship Supplier*: "Convention was a success and this was down to the Convention Committee, including Rafael, Eugenio and the rest of the team. Everybody did an outstanding

job. The Education Programme, as discussed in the Open Forum, is challenging and there was also great interest in the Watchdog scheme. In October, when the executives get together, we will discuss how these strategies will develop; education is something we need, to get more young people in ISSA, but there were a number of new, young faces in Cádiz which is positive." ■



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After the fiesta

ISSA members share their views on Convention



After all the networking, new business opportunities and sheer fiesta excitement of a productive Convention, ISSA members have described their views on ISSA 57 to *The Ship Supplier*, revealing themselves to be captivated by Cádiz.

Martin Wirz, International Sales and Relations Executive, Kloska Management, said: "It was a successful event with a large participation and a spectacular location. We were able to meet the majority of our suppliers and co-operation partners from around the world."

Mario Adam, Managing Director, Cisam Ship Suppliers, added: "It was a real pleasure to meet such good old friends in Spain this time, to discover beautiful Cádiz together, and to have many of them visit Barcelona before and

after Convention. The ISSA family gets bigger every year and gives us the opportunity to share different views about business and the changes we are living in our industry."

ISSA Treasurer Alfred Borg also described Convention as "a great success" which was "well organised and of good quality" while Admiral Harding Director Bob Blake said the event was well-attended and that the "super venue" was "in a lovely part of the world".

Brian Pizarro, Logistics Manager, MH Bland, said: "I think Convention was well organised but has been entertaining; it's not all been business and the people involved locally have been excellent as hosts; I appreciate the work they have done."

ISSA Lawyer Bruce Hailey added: "I have enjoyed it, it's been exciting and

the sun has been shining! The surroundings strike a good balance between business and pleasure." Jojo Zhu, Deputy General Manager, Leader Marine (Europe), agreed: "We met a lot of nice people, the atmosphere is one of leisure; being relaxed. We met some possible new clients and may have found some new opportunities; talking face to face is important."

Daniel P. Kelleher, Senior Vice President, Marketing, Drew Marine, said: "ISSA Members are our partners in many parts of the world so to have the opportunity to meet with them in a group and discover how we can assist them; this is a great venue for that."

Erik de Vos, Channel Manager, Shipchandling and Cruising, Imperial Tobacco, agreed: "As a tobacco manufacturer, it's useful to get feedback from ship chandlers, to get a real feeling within the market. In Spain we work through a sole distributor and we are not in contact with the market itself, but through Convention, I can speak to their customers and find out what's happening in the market. Face to face contact is the best way to do business."

Jim Costalos, Executive Director, Southern Cross Marine Supplies, said Convention was worth travelling from Australia for and that he was pleased to have attended: "It's great because you meet up with people you haven't seen for a while, you renew acquaintances and make new contacts. You find out what's going on; in our industry, word of mouth is important. I thought it was



a great hotel; the Spanish Association did a great job.”

Sharing his views on networking, Tom Chen, Director, Golden Harvest Shipping Service, said: “I enjoy Convention because every year you meet old friends, discuss the situation of ship supply and share good advice. Because we export a lot of stores to other ship chandlers around the world, it’s a good chance to get some feedback from them so I’m glad to be here!”

Lars Kittel-Nielsen, Managing Director, Ship Shape Services, added: “I have had the opportunity to meet a lot of my principals – if you want to feel the market, ISSA is definitely one of the major tools for that. The setting is fantastic,” while ISSA Executive Vice-President Kouame Aduo Luc praised the opportunity to meet agents and ship owners, adding: “The weather is great, people are having fun and the meetings are also good.”

Fellow ISSA Executive Vice-President Philip Prince added: “It’s been a beautiful Convention, everything has gone the right way; the weather, the people; the organisation

has been marvellous. The AESMAR (Spanish Shippers Association) team has done a tremendous job; it’s a Convention that will remain in people’s memories.”

Tony Ng, Managing Director, Con-Lash Supplies, said he had enjoyed the hotel resort experience: “ISSA is for networking, we come to see our old friends; this is the primary reason but it’s also important to understand what is new from ISSA.”

Willy Fainberg, International Division Manager, Mattina, added: “It’s nice to meet people from so many different regions; there’s more than 40 countries represented here. We exchange points of view and it’s a good way for people to understand what the problems are.”

Summing up, AESMAR President Raphael Fernández said: “I’m very proud to see so many colleagues here today. Many people came a few days before Convention and some have planned to stay a few days after to visit the mountains, the beaches and to taste the good food and good wine – I think they like the area!” ■

New Associate Members

1st May 2012

Adrimed d.o.o.,
Ankaranska 5c, 6000 Koper,
Slovenia
Contact: Mr Robert Klun
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Alexia Shipping Agency,
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Alexandria, Egypt
Contact: Mr Ahmed Khashaba
E-mail: alexiashipping@link.net
Fax: +2034834640

Eltex Cruise Supply Ltd.,
Unit E, 2/F Sunview Ind. Bldg,
3 On Yip Street, Chaiwan,
Hong Kong
Contact: Mr Wallace Cheng
E-mail: eltexwc@netvigator.com

Gee Techniques,
104, Meghdoot Chambers,
85 Modi Street, Fort, Mumbai
400 001, India
Contact: Mr Ali Asgar Gilitwala
E-mail: geetechniques@gmail.com

Intro Marine Co.,
2-15 Haeandong, Junku, Incheon,
Korea
Contact: Mr Y.I. Song
E-mail: introcorp@hanmail.net

Marquis Oil (M) Sdn. Bhd.,
31 Jalan Mega 1/4, Taman
Perindustrian Nusa Cemerlang,
Nusajaya 79200, Johor, Malaysia
Contact: Mr Manimaran Nallianna
E-mail: sales@marquisoil.com

Associate Members in good hands

Though the strength and presence of national ship supply associations cannot be overemphasised, Convention was also a great success for ISSA's Associate Members – but according to ISSA Executive Vice President Wim van Noortwijk, Assembly Member for the Associate Membership, these ISSA members will need to work hard to ensure their voices continue to be heard.

“There are now almost 600 Associate Members, representing 40% of ISSA Member Companies – that’s a very fast developing movement,” Mr van Noortwijk said. “These members have to do everything themselves in their discussions with governments, port authorities etcetera; nobody is helping them and everything has to come from themselves.”

Mr van Noortwijk emphasised this position as a far cry from the collaborative efforts and support afforded to ISSA Members based in countries with strong national associations, where there is a common support and common strength. “Most Associate Members represent ship suppliers in areas where there is a very local maritime activity – these companies don’t have different

branches in their own country or around the world; they have to fight for their existence and prosperity alone – my job is to see where I can help via ISSA.”

He added that by attending Convention, Associate Members can collect information about current events and issues within industry. Describing his own motives for attending Convention, Mr van Noortwijk said: “One of the first reasons is to have a networking function – to keep the Executive and President 100% informed about what’s going on in industry, from the ship supply perspective. Then of course, having that knowledge available,

we see how we can use this for protecting Associate Members.”

So, as ISSA gears up for the London 2013 Convention, what advice would Mr van Noortwijk offer to Associate Members planning to attend? “If Associate Members play a serious role at Convention, this will bring them

up to date with industry. Associate Members can strengthen their activities by listening and sharing their experiences. Convention in London will bring another great opportunity, with the chance to meet ship owners and other maritime business representatives.” ■



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PTR Holland expands into new premises



Business has grown so much for Rotterdam-based PTR Holland, it has had to move into new premises.

The company started in 1985 as Perdon Trading Rotterdam, a rope ladder factory and supplier of safety nets, and since then it has grown enormously and currently stocks more than 1,500 items including

ladders, nets, scaffolds, safety and protection products and anti-piracy products.

Joris Stuij of PTR Holland, said: "This growth has been greatly welcomed but it meant that we could no longer fit into our office and warehouse!"

An official opening of the new premises was held on 7th June.

New Associate Members

PT Trias Tanjung Rejeki,
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14230, Indonesia
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E-mail: triascom@indosat.net.id

Rochem Maritech Egypt,
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Building, El Attareen, Alexandria,
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Contact: Mr Mohamed Kamal
Moustafa
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T K Marine Co. Ltd.,
37L Tran Xuan Soanb Street, Tan
Thuan Tay Ward, District 7,
Ho Chi Minh City, Vietnam
Contact: Mr Ken Dao
E-mail: info@tkmarine.net



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Cool Britannia



in 2013, as Convention comes to London on 31st May and 1st June.

With the focus on London as a dynamic centre for world shipping, ISSA 58 will take place at the Park Plaza Hotel, Westminster Bridge on the South Bank, where the majority of this historic city's attractions can easily be reached on foot, including Big Ben, the Houses of Parliament, the London Aquarium, the National Theatre and the London Eye.

This Convention will be particularly special as ISSA is organising the event to coincide with London Shipping Week – a special, five-day programme of maritime events, plans for which are well underway. With confirmed

speakers including Jeremy Penn, Chief Executive of the Baltic Exchange and plans for Boris Johnson, Mayor of London to speak at the opening ceremony, ISSA 58 promises to be the most dynamic Convention yet.

ISSA has recently revealed plans to include an English Country Garden theme within the exhibition space, complete with candy striped canopies, AstroTurf, Welsh daffodils and a variety of other flowers completing the look. Scottish shortbread and famous English summer tippie Pimms, served with slices of fresh fruit will also be available for delegates to enjoy.

Though Convention will bear a distinctly British feel, traditional thinking has been put aside in place of innovation and a themed Gala Dinner is also planned, which is certain to bring creative thinking to the table! With the theme of a 1930s Art Deco Ocean Liner, affectionately nicknamed the RMS ISSA, Delegates and Accompanying Persons are requested to get into the spirit of this and to attend the Gala Dinner dressed in clothing which reflects this era, so ladies should remember to pack their feather boas and sequin dresses, while gentlemen are advised to bring classic suits and battered fedora hats for a fun and themed Gala Dinner experience. Entertainment will be provided by the Piccadilly Dance Orchestra, celebrating the best music of the Charleston and jazz era, giving a luscious, vintage soundscape for dancing into the late evening.

A reception is also planned, to take place in the splendour of Guildhall, the medieval Grade I listed building which stands as home to the City of London Corporation and for 800 years has impressed locals and tourists alike with its imposing yet striking architecture.

With its ultra-modern, contemporary design, the Park Plaza hotel will offer Delegates and Accompanying Persons a range of spacious guest rooms, including 65 impressive suites and penthouses and over 500 studio rooms. A number of on-site restaurants also feature, including the much acclaimed French

London continues to dominate the mainstream media, with the Queen's Diamond Jubilee and Olympics having stormed the English capital for summer 2012, but ship suppliers and accompanying persons can enjoy their own British experience

New Associate Members

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Lithuania

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E-mail: info@marilita.lt

PT. Multi Prima Semesta Abadi,

Plaza Hayam Wuruk Tower, 7th
Floor Room 7C, Jl. Hayam Wuruk
No. 108, Jakarta 11160, Indonesia

Contact: Mr Jonny Pon
E-mail: multiprimasa@indo.net.id



eatery Brasserie Joël. From the hotel coffee shop, fantastic views of the Houses of Parliament and Big Ben prove what an unrivalled location this venue truly is.

Delegates will enjoy meeting friends and maritime colleagues in the comfort of this remarkable hotel, where a 1,200sqm ballroom and 450sqm exhibition space (both of which are, thankfully, void of pillars!) will form the setting for Convention. Additional luxury meeting rooms, free wi-fi and an executive lounge will also serve to enhance the business experience, while the hotel's Mandara Spa and Fitness Centre, which features a 15-metre swimming pool and offers a range of spa therapies, will no doubt offer some much sought after relaxation time for delegates and accompanying persons.

An Invitation Golf Day, to take place at Royal Blackheath, the oldest golf club in the world, is also booked to take place on Tuesday 28th May, where groups of four will traverse the course together, making for a properly staged, professionally managed golf tournament.

The British Association of Ship Suppliers (BASS) is playing a key role in helping to organise Convention and according to Bob Blake, Chairman, work is well underway to ensure a successful event: "Though Convention is quite far away, a lot of work has already gone on towards the arranging of it. One has to remember it is an ISSA Convention, not a BASS

Convention, but we are hosting it because it's in the UK and it will be in London for the next three years. We have the Park Plaza Hotel arranged so you'll be able to go outside and look straight at the Thames, Westminster etcetera."

He added that London is a popular destination with ship suppliers and is easy to travel to, while accompanying persons also enjoy visiting London and the opportunity to take in all the sightseeing which the capital offers. Though 300 delegates are expected to

attend Convention, BASS has confirmed plans to be able to seat a total of 500 people down for the Gala Dinner. *The Ship Supplier* will be keeping a close watch as plans unfold for Convention and will continue to bring suppliers news on this unique event so watch this space! ■



Hutton's backing for race yacht youngsters



Black Diamond



James Cook

Hutton's Medical has sponsored three yachts taking part in races, which belong to UK-based organisations helping disabled and disadvantaged youngsters.

The ship supply company, based in Hull, has supported all three boats in previous years, providing essential medicines and loaning equipment for use in the races.

Two of the vessels – *Black Diamond* and *Moosk* – will be competing in the Tall Ships Races which take place during July and August, kicking off in Saint-Malo in France on July 5th and taking in Portugal, Spain and Dublin. The Tall Ships Races make up the world's largest international sailing event with up to 30 nationalities taking part.

Black Diamond belongs to Sailing North East, an organisation based in Hartlepool, County Durham which offers people the chance to experience 'hands on' sailing on ocean going

yachts. It was a class winner in the 2011 Tall Ships Race and also took silverware in 2008 and 2010.

The 58ft *Moosk*, a large traditionally-rigged sailing boat, is owned by The Island Trust, based in Exeter, Devon, an organisation which offers disabled and disadvantaged young people, aged 10 to 25, the chance to experience sailing. Last year, it helped nearly 1,000 people from all backgrounds and abilities.

The third vessel Hutton's has sponsored is the *James Cook* belonging to Ocean Youth Trust North, in North Shields, Tyne and Wear. It too helps young people and adults from disadvantaged backgrounds and those with disabilities, and received sponsorship to take part in the ASTO (Association of Sail Training Organisations) London to Portland Small Ships Race in June, coming second in its class.

"All of the organisations we are sponsoring are charitable organisations

who offer places to disadvantaged children. So, the reason we sponsor them is purely because they are charities," said John MacDonald, General Manager of Hutton's Medical.

"The *Black Diamond* and the *James Cook* are also both from the North East region where we, as Hutton's, are based, and we have traditionally sponsored The Island Trust vessels and the *Moosk*. We look forward to seeing the photographs they have said they will take!" ■

A sea change: Restyling The Ship Supplier

As regular readers of *The Ship Supplier* will have noticed with interest, this current issue represents a new look for the magazine following a design makeover, while continuing to bring you the most pressing news and features from the world of ship supply in a fresh, updated format.

Following a special meeting between ISSA Executive Board Members and *The Ship Supplier* team at the ISSA 57 Convention in Cádiz, Spain, a brand new design plan for the magazine layout was presented and it was agreed that a new approach, with an emphasis on clean, contemporary design and striking imagery would inject some added zest to this globally respected publication.

The innovative new design layout, which was carefully developed by *The Ship Supplier's* talented designer Mike Argles, has also seen the introduction of

two new pages at the back of the magazine, with 'After Hours' providing readers with a taste of art, culture, dining and literature through informative reviews from around the world and 'Play' offering new insights into the latest music and gadgets.

These new features, which are the perfect read for a ship supplier's coffee break, complement the magazine's more hard-hitting components and are designed to give readers a quick snapshot into the world of art and entertainment with an international flavour.

Regular features, including both news sections and the Regional Focus have also been transformed, while the addition of a glossy cover also adds to the overall look and feel of the publication.

Commenting on the success of the redesign, Sean Moloney, Publisher and Editor of *The Ship Supplier*, said: "I am



absolutely delighted with the way *The Ship Supplier* team have worked to bring this redesign to fruition. *The Ship Supplier* is the market leader in its sector and we will continue to deliver the best coverage of this vibrant market, albeit now in a striking new design. Well done to everyone involved, it looks great!" ■



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Drew Marine in £32million venture

Technical solutions and maritime services provider Drew Marine has reached a £32million agreement to acquire the maritime interests of the Chemring Group, which specialises in marine distress signals such as hand flares, man overboard buoys, line-throwers and other rescue equipment.

Drew Marine, which is headquartered in Whippany, New Jersey and specialises in Water Treatment, Fire, Safety & Rescue, Cleaning & Coatings, Fuel Management, Welding and Refrigeration and Sealing Products, has confirmed that under its ownership, the business will be renamed Drew Marine Signal and Safety (DMSS).

The Chemring Group's wide range of products from brands such as Pains

Wessex (such as hand flares, pictured), Comet, Aurora and Oroquieta are produced in Bremerhaven, Germany; Pamplona, Spain and Lara, Australia. With its new name, the business will continue to be headquartered in the British county of Hampshire.

Len Gelosa, President and CEO of Drew Marine, said: "The acquisition of Chemring Marine is a perfect fit with our strategy to provide essential products for safety, reliability and compliance to the global maritime industry. Like Drew Marine, Chemring Marine is known for supplying the highest quality and best performing products to the markets that we serve.

"The addition of these high quality brands is in keeping with Drew Marine's philosophy of bringing the best of the market to our customers. In



addition, we add a new distribution model to Drew Marine's capabilities, which should allow us to broaden our customer base and explore additional products suitable for the Company's global distributor network."

Completion of the transaction, which is conditional upon regulatory approvals, is expected by the end of July. ■

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Wärtsilä Hamworthy

wins major Santos Basin inert gas contract

Wärtsilä Hamworthy, an environmental and liquid cargo handling solutions provider, has underscored its technical prowess in the offshore sector by winning the contract from Brazilian shipyard Ecovix-Engevix Construções Oceânicas S.A. to deliver Inert Gas Generator units to eight floating production, storage and offloading vessels (FPSOs) in the Santos Basin.

Six of the units will be deployed for the Tupi fields with the other two being utilised for the Guar field. The first two units will undergo full scale testing at the factory in Moss prior to delivery starting as soon as the end of December this year, up to the end of January 2015.

Odd Ivar Lindl, Wrtsil Moss Offshore Business Unit Director, said: "Having successfully supplied inert gas systems during the last few years to the FPSOs Goliat, USAN, Pazflor, AKPO and most recently to BP's QUAD 204 FPSO, this latest contract – by far our largest yet – puts us firmly at the forefront of the industry.

"We draw on the experience gained during deliveries to Petrobras FPSOs stretching back more than 14 years and we have developed a reputation for supplying reliable and technically astute solutions to the offshore market."

Each of the units, measuring 7.5m x 6m x 7.5m and with a weight of approximately 45 tons, will be installed on

the utility module on the FPSO inside a dedicated compartment. Each will be of the dual fuel type and the eight skids will be delivered complete with a control system, a diesel and gas fuel system and power distribution including VSD starters. Each skid will include two 100% systems, providing the required redundancy.

The eight FPSOs are currently under construction in Rio Grande do Sul State.

Wrtsil Hamworthy also recently won a contract to supply its Flare Gas Recovery packages to four FPSOs for the same pre-salt fields off Santos, Brazil.



New regulations

on davit design

New regulations on davits used in the offshore industry on both sides of the Atlantic are driving a change in safe davit design, according to Norwegian boat handling specialist Vestdavit.

In a recent newsletter it said from 2015 regulations would come into force in both the US and Norway applying to davits and lifting appliances used on offshore installations and specifying many new design features and safety systems.

In Norwegian waters, NORSOK R002 will be retrospective requiring every davit on an offshore platform to be inspected and updated to the new standards and although applying strictly only to fixed installations, the new standards are already being seen as raising the bar for offshore boat handling systems on ships serving in the offshore industry.

The newsletter states: "It is likely that the majority of offshore contractors and labour organisations

will demand the same standards of safety on ships as on fixed rigs."

The first offshore support vessel fitted with NORSOK-compliant davits recently entered into service.

Vestdavit designs and supplies a range of boat-handling systems and davits to navies, coastguards, seismic survey operators, pilot authorities and offshore operators who need to be able to operate small boats safely from larger vessels.

Launch of Greek ballast water system

ERNA FIRST, a new Greek ballast water treatment system, was unveiled at the official opening of the recent Posidonia exhibition in Athens.

Lloyd's Register Regional Marine Manager Apostolos Poulouvasilis said ERMA FIRST was the first Greek

manufacturer of ballast water treatment systems to obtain type approval of their equipment in accordance with IMO regulations. It uses an advanced mechanical separation and electrolysis technology.

He said: "Lloyd's Register has worked closely with ERMA FIRST from the concept stage through to design, manufacturing and testing of the system, providing expert advice and witnessing throughout the whole certification process which demonstrated that the system is in full compliance with the requirements of

the International Convention for the Control and Management of Ship's Ballast Water and Sediment."

A company spokesman said: "This type approval is an achievement derived from the extensive knowledge and experience of ERMA FIRST scientific and engineering personnel. Our company is an answer to the recession our country is going through. With the support of the Greek shipping community, we hope to progress further expanding the Hellenic Maritime Cluster expertise."



DeLorme has announced that its two-way personal satellite data communicator, inReach, now connects with iPhone, iPad, and iPod touch offering seafarers the opportunity to send personal texts.

The device, which won a 2012 National Marine Manufacturers Association Innovation Award, offers two-way messaging, interactive SOS, global coverage and Follow-Me/Find-Me Tracking and Location for use outside traditional wireless coverage areas.

Through Iridium, it can be used to send and receive messages to and from mobile phones, email contacts, and post messages to Facebook and Twitter. Compact and lightweight, inReach is dustproof and waterproof, buoyant and impact-resistant.

In the event of an emergency, the interactive SOS capability provides an automatically triggered remote tracking service.

"While the inReach is not intended to replace broadband satellite connections for crew phone and internet access, it does provide a low-cost solution for personal texting when at sea beyond the range of shore-based mobile networks," said Mike Heffron, CEO of DeLorme, which is based in Yarmouth, US.

"DeLorme is now extending the unique inReach two-way SOS personal communication, and tracking capabilities to a far broader universe of users worldwide. This underscores our commitment to making affordable two-way satellite communication solutions available to as many people as possible."

Keeping in touch



PLAY

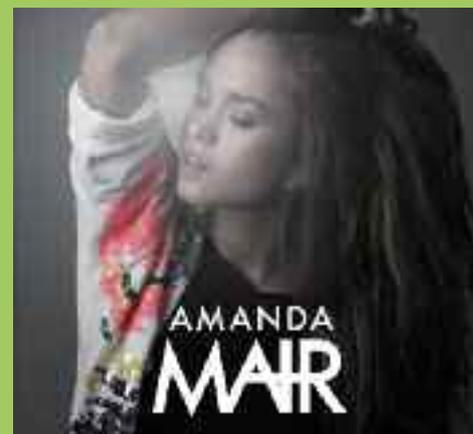


On the surface

Although previous efforts to gain a bite of the Apple pie have left a sour aftertaste, this innovative laptop/tablet hybrid, with Windows 8, apps galore and a rubber cover which doubles as a keyboard, is tipped to rival the iPad and represents a definite boost to Microsoft's product portfolio.



Microsoft Surface
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Amanda Mair

Swedish songstress Amanda Mair is comfortably enjoying that difficult territory between beautiful yet melancholic artist and all out pop goddess. With comparisons to fellow queens of kookiness Kate Bush and Stevie Nicks, Ms Mair's sweet vocals tell tales of love and loss against a smooth electronic, occasionally orchestral, soundscape.

Amanda Mair
Labrador Records

Neneh Cherry & The Thing



With the charm and excitement of a thriving jazz club, this new release from Neneh Cherry and accomplished free style trio The Thing is a partnership made in music heaven. Though at times quite frenzied in its approach, the honey-like vocals and combinations of effortless bass and classic jazz drumming make for a cherry sweet arrangement.

The Cherry Thing
Republic of Music

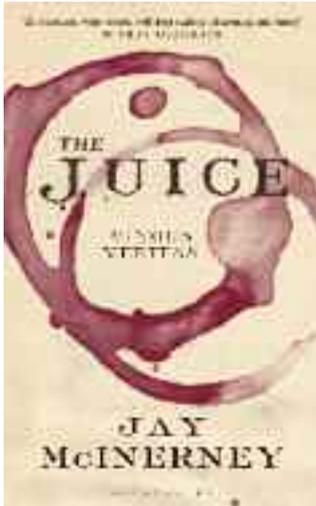
Belling good time



This intriguing timepiece uses a series of glass-nylon belts which regulate the time and date in tune with an optical recognition system which is constantly aware of each belt's position. The crystal shield casing completes the look with bullet-proof (and scratch resistant, no less) polycarbonate. Mr Bond, eat your heart out.

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After- hours



Taste matters

When it comes to wine, pleasure is definitely a matter of personal taste but for the professional wine critic, sharing a lifelong love affair with their beverage of choice is no easy feat – some choose to depict taste alone, but for the truly talented critic, romance and symbolism reign supreme and Jay McInerney's *The Juice* evokes this writing style with aplomb. Based on his *Wall Street Journal* wine column, this new collection from the famed “brat pack” author shows McInerney at his best; a heady mix of celebrity and city excitement but which doesn't claim to know it all – the author himself confesses he “has no idea what malolactic fermentation is” and thank goodness because his musings on fast cars, beautiful women and New York glitz are pitch perfect and liable to generate much envy!

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If you have a taste for tapas, it's time to take this culinary obsession to a higher level at Tickets; a classy, conceptual tapas restaurant in the Catalan capital of Barcelona. With a theatrical facade, Tickets is formed from a number of different bars, each with a different gastronomic concept to surprise diners, with themes rooted somewhere between the Dada cultural movement and a colourful cabaret. Themed bars which demonstrate the vision of respected Chef Ferran Adrià include *La Presumida* (the vain), which mimics the unique light and Mediterranean splendour of waking up to a Barcelona morning and *La Dolça*, which offers sweet tapas desserts. With bars dedicated to everything from seafood to grilling and salads, this theatrical setting is as romantic as it is eccentric.

Tickets Restaurant
Avinguda del Paral·lel
Barcelona
www.ticketsbar.es



Portrait of the artist

As art aficionados will be aware, Picasso's passion for portraiture went beyond paint into photographic realms – a medium through which the great master was free to explore the human form while also documenting his life, loves and friendships. This new exhibition at the Museum für Kunst und Gewerbe (Museum of Arts and Crafts), Hamburg, brings together over 250 portraits, including those by famous photographers such as Henri Cartier-Bresson, Man Ray and Cecil Beaton. In addition to Picasso's studio-scene self-portraits and staged poses, a number of candid images of the artist's models also bring a new perspective to his work. From his student days in Madrid to his time with bohemian artists in Paris and his twilight years in Southern France, this exhibition showcases the delicate balance between each photographer's unique style and Picasso's own vision for self-expression.

Ichundichundich:
Picasso in Photo Portrait
13th July to 21st October 2012
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