



## MS&D looking at a complex future

For the 10 th anniversary the conference presented a more multi-dimensional view of maritime security than ever. A »highly steamed international audience«, as Rear Admiral Thorsten Kähler said in his keynote for the international conference on maritime security and defence at SMM. Talking about developments in the worldwide maritime security situation, he set the scene for a mixed outlook defined by US/China/Iran crisis, Somalia and Yemen next to further regional and global tensions but also signs of cooperation and a shifting focus of German naval forces towards more quality and quantity. »Freedom of the seas, the most important prerequisite for development of all countries,« as he said, is challenged by new threats like multi-dimensional warfare. He gave the example of a radar detected »swarm of seagulls« which might actually break formation and turn out to be a drone attack when it is too late – a real scenario. He addressed the 2016 German White Paper as a basis for a growing German fleet but also the security dimension of the Baltic Sea: »Germany has to deliver in this domain.« The new type 125 frigate as a role model was not such much debated as autonomous systems: »We need assistance

by machines as long as humans have the trigger – no machine with self learning will pull the trigger«, he confirmed.

While a renewed sense for German homeland defence drives new equipment, China is going for both quality and quantity as Sarah Kirchberger pointed out. »Within years China has added ships the size of an entire navy,« she said and also approached Chinese-Russian naval co-operation. In contrast to such imminent challenges, Christian Webersik presented ideas on how global warming may affect maritime security and recognized infrastructure failure as most likely threat. Based on his experience with Somalia he presented figures suggesting an influence of rising temperature or water scarcity but also storms. His projections of



Photo: Gutschmidt

Patricia Schneider (Hamburg University) talked about submarine threats

Arctic challenges led over to Patricia Schneider's lecture on the impact of ice melting on the maritime security in the Arctic. She showed sea ice thickness projections to undermine the changing scene with more competing players. SG

## Vision for icy explorations

Pushing the limits – new technologies for future needs were trending at this years' Offshore Dialogue at SMM.

The Arctic loomed large with deep sea mining as a side show. While panel I descended into »the unknown oceans - exploration for the balance between use and conservation«, panel II was »heading north – technologies for responsible development of the Arctic«. Those were much in demand. Opening up to new points of view regarding the Arctic was Anu Fredriksons's message. Having spent much

time in northern Finland, she showed why the Arctic is »a region where industrial activity takes place with an excellent track record« though the Arctic »has an image of an area with low industrial potential, it is not a natural museum«.

Speaking on behalf of the Arctic Economic Council (AEC) perspective, she strongly advocated freedom of trade and a »sustainable framework, a regulatory framework as strong as possible with strict regulations for strong business«. Robert Tustin (Lloyd's Register) invited

the attendees to talk about »some issues and implications of opening of the Arctic« concentrating on climate change as a driving force and Arctic traffic regimes which may need to adapt to a diversity of ship types. Teus van Beek (Wärtsilä) focused on clean shipping in an Arctic environment. Thus new routes where ships will occasionally meet the ice will establish, ice-loads have to be addressed and robustness weighed against efficiency in ship design – the ideal Arctic vessel is thus a robust combination of clean technology. SG

# SMM area plan



## Conference Programme

monday 3 september	tuesday 4 september	wednesday 5 september	thursday 6 september	friday 7 september
Maritime Future Summit	SMM	SMM	SMM	SMM
	TradeWinds Shipowners Forum	gmecc	Offshore Dialogue	MS&D
			MS&D	Maritime Career Market
			MS&D Reception¹	MaritMatch
			MaritMatch	





**SIEMENS**  
*Ingenuity for life*



## What if your vessels could be cleaner than the loads they carry?

**Imagine a world of emission-free ferries  
with SISHIP solutions**

The new electric BlueDrive solution that powers the Ampere – the world's first fully electric car and passenger ferry – is a perfect example of our innovative strength. Our SISHIP electrification, automation, and digitalization solutions for ferries are paving the way to environmentally friendly transportation at sea.

[siemens.com/marine](https://www.siemens.com/marine)

# Networking for your career

On the last day of SMM 2018, the third edition of the Maritime Career Market will once again provide numerous companies and visitors with a unique platform for job hunting, careers and professional development. The event allows companies access to potential employees, while giving job applicants and people looking at their career options the chance to gain fascinating insights into different career opportunities in the maritime industry. The Maritime Career Market also offers the latest information on various training and study programmes and on personal and professional development.

Whether you are an experienced engineer or a newly graduated from university: the Maritime Career Market (MCM) brings applicants and companies together at SMM. In addition to renowned companies and educational institutions, associations such as Women's International Shipping & Trading Association Germany (WISTA) are also represented. For the first time, a career forum will offer tips and presentations on maritime careers.

Technologically innovative and versatile: the fascination of the maritime industry can be experienced up close at SMM. A total of 2,200 exhibitors from 69 countries is presenting themselves in the Hamburg exhibition halls from September 4 to 7. Among them are market leaders and start-ups, large corporations and successful niche providers, many of whom are looking for qualified personnel. The Maritime Career Market (MCM) is the link between companies and applicants on the last day of the fair. It offers junior staff the opportunity to exchange ideas directly with company representatives. The »Job Route« points the way to the already fully booked job exchange and to companies at SMM that are look-



Photo: HMC

ing for employees. Companies participating in the »Job Route« are especially highlighted in the SMM visitor guide as well as in App and the online exhibitor directory.

## MCM facilitates career entry

The Career Forum celebrates its premiere this year with lectures on maritime careers and career tips. Experts inform about the different training and study offers as well as job profiles in the maritime industry. The offer is flanked by professionals' tips for the CV and for sustainable communication in everyday working life, among others by the engineering service provider Brunel. Smart Shipping is very much in vogue – and requires em-

ployees who want to help shape the digital transformation. At the »Hackathon @ SMM – hands-on Marine 4.0« initiated by Bosch Rexroth, students and graduates of technical universities can demonstrate their programming skills, team spirit, and creativity. The winning team of the data competition will receive an attractive prize.

But it is not only IT talents and software professionals that are sought – engineers, project managers and sales experts are also on the recruiting list of maritime companies. At the MCM, interested specialists and junior staff can exchange directly with companies and educational institutions. This year, Fraunhofer CML, Hapag-Lloyd and Becker Marine System as well as universities such as the Univer-

## Meer erleben im Herzen der HafenCity

KAISPEICHER B  
KOREASTRASSE 1 | 20457 HAMBURG  
TEL. 040 300 92 30-0 | WWW.IMM-HAMBURG.DE  
GEÖFFNET: TÄGLICH 10 BIS 18 UHR



Internationales  
Maritimes Museum  
Hamburg



HSBA

Hamburg School of Business Administration

# Maritime & Logistics

## Shipping (MBA)

- Part-time / full-time
- Scholarships available
- Application possible without university degree

**Apply now!**  
For programme start  
in October 2018!

## Logistics Management (BSc) Maritime Management (BSc)

- Dual study courses in cooperation with logistic & shipping companies

## Executive Education

- Seminars on maritime & logistics topics

## Events & Networking

- Practice-oriented presentations and conferences for the industry

sity of Duisburg-Essen are among the participants. »We hope to meet many young professionals looking for new job options,« says HR Manager Wibke Wolf of Becker Marine Systems. The Hamburg-based company is primarily looking for competent employees with an electro-technical and maritime background. »Through the personal exchange at the MCM we also want to gain insights into the expectations of the young professionals towards their future employer,« she says.

### Young, competent, maritime

Whether young career starters, schoolchildren, students or trainees: The MCM is intended to make the professional entry into the maritime industry tasty and easier for high-potentials. WISTA Germany also pursues this goal. The network for the promotion of women in the maritime industry will once again be represented at the MCM. »The proportion of female students in maritime studies is currently 16 %,« says Claudia Ohlmeier, newly elected CEO of WISTA Germany. »This is not enough. We would like to raise awareness of this and show those interested the colourful bouquet of career opportunities after a maritime studies.« Ohlmeier has been a WISTA member since 2010. »For us at WISTA, it is important to be present at the MCM and to signal that we are available as contacts for women in the maritime industry,« she says. At the SMM, the association will once again select a female »Personality of the Year« (PotY WISTA Germany).

The MCM will take place on Friday, 7 September with the Career Forum being located in the Foyer East and the exhibition in the area between the Foyer and Hall B4.EG (see area plan on page 2). The Nordmetall employers' association will also be present with an information truck at the east entrance to the exhibition grounds. The 20 m semi-trailer truck offers state-of-the-art career guidance with multimedia presentations, high-tech experiments and personal information from the consultants on board.

Admission to the MCM and SMM is free for pupils and students on Fridays. On the other days of the fair, students pay a reduced entrance fee of 15 €. Further information about MCM here: [www.smm-hamburg.de/mcm](http://www.smm-hamburg.de/mcm) ED



Photo: HMC / Nicolas Maack

At SMM 2016, Natallia Dean of Pella Sietas shipyard won WISTA Personality of the Year – who will win this year?

**Excellence.  
Commitment.  
Fairness.**

Information & Details

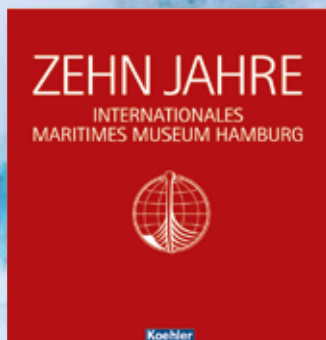
T +49 (0) 40 36138 700 · [info@hsba.de](mailto:info@hsba.de)

SMM 2018, Hall F0.0G, Stand 1

[www.HSBA.de](http://www.HSBA.de)

Our Values. Your Success.

# FASZINATION SCHIFFFAHRT



€ (D) 9,95 • ISBN 978-3-7822-1322-6



€ (D) 24,95 • ISBN 978-3-7822-1312-7



ca. € (D) 29,95 • ISBN 978-3-7822-1316-5  
erscheint im Oktober 2018



€ (D) 16,95 • ISBN 978-3-7822-1309-7



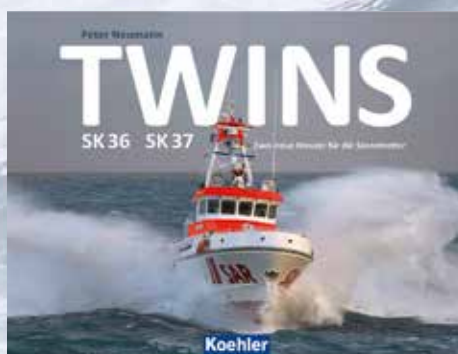
€ (D) 24,95 • ISBN 978-3-7822-1291-5



€ (D) 19,95 • ISBN 978-3-7822-1300-4



ca. € (D) 29,95 • ISBN 978-3-7822-1306-6  
erscheint im September 2018



€ (D) 29,95 • ISBN 978-3-7822-1298-4



€ (D) 24,95 • ISBN 978-3-7822-1265-6

HAMBURG • GENUSS • GESCHICHTE • KUNST • REISE • WERFTEN • REEDER • TECHNIK • KALENDER • E-BOOKS

**Koehler**  
koehler-books.de



# Videotel gets onboard with crew training

UK-based e-learning company KVH Videotel has launched the next development of its training product for seafarers. In its latest launch Videotel looks at making task-based competency more efficient through its latest software solution that is integrated on its platform system. »Competency comes from demonstrating what they (seafarers) can do,« says Mark Woodhead, senior vice president for EMEA, KVH Videotel.

In today's modern world where time is short supply and promotions can be hard to come by the Videotel solution looks at addressing these needs where seafarers can be assessed and a record of their assessments and qualifications can be easily recorded and identified, even if they move from ship to ship. The idea is a step change that could potentially see the end of the manual task book and create more career opportunities for seafarers.

The results are then made available to shore staff in interactive reports within the Videotel performance manager. In conjunction with regulatory training, Videotel says that this information can help identify high-performing staff eligible for promotion, in a gold, silver and bronze award system, or help ensure that all staff are performing to the same recognised standards.

Woodhead adds that testing for the tasks would be carried out by senior officers that would be qualified by Videotel as assessors. The solution also offers the opportunity for self-assessment for if a crew member would like to take a more



Photo: Videotel

Videotel's idea could create more career opportunities for seafarers

proactive role in their career, has the option to through this feature.

The task-based competency system has been designed and built in collaboration with class societies, institutions, select groups and ship managers in order to create and understand the tasks that are needed in the system and also the features that would be most required.

Videotel provides its own core set of task-based competencies that are applicable to various vessel types, with each

mapped to Videotel's own training catalogue, and can help develop content for specific topics where required. The task-based competency solution also allows customers to add their own existing task books to the platform to create new content within the application.

KVH Videotel says that it is currently talking with ship managers and class societies about the latest development and expects to see uptake of the software soon.

*Samantha Fisk*

No one's understanding of  
maritime marketing **goes deeper**



Photo: Selzer

## German union calls for more core workforce at shipyards

**G**erman union IG Metall Küste has called on German shipyards to further expand their core workforce.

»Instead of temporary contracts, we need more permanent jobs with collective agreements,« said Meinhard Geiken, district manager of IG Metall Küste, at the presentation of the 27th works council survey carried out by the Agency for Structural and Personnel Development (AgS) on behalf of the trade union. »The companies themselves have it in their hands to do something about the alleged shortage of skilled workers - with more training and good working conditions instead of precarious employment,« he added.

According to the survey, the number of employees at the shipyards rose by 7.3% to 16,900 compared to the previous year. The increase in employment in Mecklenburg-Western Pomerania was particularly clear – above all due to the MV shipyards – and Lower Saxony and Schleswig-Holstein also reported positive figures. »Cruise ship construction, as well as yacht and naval orders, provide work,« explained Geiken. The utilization of German shipyards by special shipbuilding is significantly better than that of companies in Southeast Asia,

where the crisis in the construction of standard ships is having a full impact. There are uncertainties in naval shipbuilding.

The trade union, on the other hand, is concerned about the continuing high proportion of temporary workers. With a rate of 12.1%, this is four times as high as the average for the economy as a whole, according to the survey. Geiken described the number of contract workers at individual shipyards as »far too high«. »If there is a contract worker for every regular employee, something is wrong,« said the trade unionist.

IG Metall Küste is also demanding more training places from the shipyards. »At 6.2 percent, the training quota has fallen to its lowest level for more than ten years,« district manager Geiken explained. »In order to maintain their future viability, the companies urgently need to take countermeasures. It was pleasing that all trainees were taken on after their training. This was due to the corresponding provision in the collective agreement.«

Works councils from 39 shipyards and 14 supplier companies, representing a total of more than 21,000 employees, took part in the survey. ■

### COMPACT DUCT

## Loewe Marine and BlueSky cooperate

German company Loewe Marine and BlueSky Holding Corporation announced a new partnership at SMM. When using the Loewe Compact Duct – a proven system for increasing the efficiency of ship propulsion systems – shipping companies can receive subsidies in the future. BlueSky, which is initiating an innovative promotion concept for environmental protection with Maritime Climate Protection (MCP) Sponsorship, is working worldwide with service partners. »Measures to protect the climate and increase efficiency are urgently needed in shipping,« Carsten Löhmer, CEO of Loewe Marine said. »Our Compact Duct can be retrofitted without requiring any conversions or changes to the propeller design of the ship.« ■

### BOS

## New player for BWTS

There are about 100 companies focused on ballast water treatment. One new player in the market is BOS. The management announced its first of its kind Ballast Water Treatment System called BOS Natural Ballast at the SMM fair.

Currently, tests on two vessels are going on, the company says. BOS Natural Ballast uses a ballast water measuring and monitoring feedback methodology to ensure compliance to D2 standard without the increased GHG emission and enormous CAPEX/OPEX. According to BOS, the solution is said to be easy to ship to stop operation. Furthermore it has a small ecological footprint, the developer emphasize. The first systems will be available in the course of 2019. ■



**Der FOTOSPEZIALIST** für Luftaufnahmen aus allen Bereichen der Schifffahrt  
Dieselstr. 17 | 27574 Bremerhaven | Tel. 0471-31063





**Mitra Ariatabar**  
Ingenieurin Netzplanung

# Wir machen **Energiewende**

## Wir suchen Dich!

Bei TenneT machst Du nicht irgendeinen Job. Du bewirkst etwas und gestaltest die Energiewende aktiv mit!

TenneT ist einer der führenden Übertragungsnetzbetreiber in Europa. Mit rund 4.000 Mitarbeiterinnen und Mitarbeitern versorgen wir circa 41 Millionen Endverbraucher in den Niederlanden und in Deutschland rund um die Uhr mit Strom. In den nächsten zehn Jahren investieren wir 28 Milliarden Euro in den Ausbau und Betrieb unserer Netze.

Für diese Aufgaben suchen wir Verstärkung in den Bereichen:

**Ingenieurwesen – Elektro-/Energietechnik – Projektmanagement – IT**

**Bewirb Dich jetzt!**

[karriere.tennet.eu](https://karriere.tennet.eu)



# »Be ready to learn something every day«

**H**ow well does the apprenticeship prepare young shipping agents and shipbrokers for day-to-day operations? What skills and interests should job starters have and what should they take away from their apprenticeship? HANSA spoke to Sebastian Köhler und Johannes Pfeiffer, two of the organizers of the annual Youngster Shipbroker Meeting (YSM) in Hamburg, a networking event for young professionals.

After school, Sebastian Köhler startet an apprenticeship as a shipping agent at UCA at the Brunsbüttel Locks on the Kiel Canal. After this, UCA employed him for one year until he moved to Hamburg and became a Crew Superintendent with shipping company Ahrenkiel. The company was shut down due to the shipping crisis and Sebastian changed to Reederei Böhe, Lubeca Marine Management in Lübeck, where he is a Senior Crew Operator today.

»It never gets boring, every day brings new challenges and you always have to have a plan B and C as a backup,« he says. »I love to communicate with people all over the world on a daily basis, this is what brings me joy since I started.«

His YSM-colleague Johannes Pfeiffer had started his apprenticeship in 2009 with Hanse Bereederung in the chartering and operations departments but has also been working in a multitude of departments at Columbia Shipmanagement, both part of the same holding company. He even got the chance to work in the Cyprus office for a few months, »a wonderful part of my education«, as he says looking back.

Gathering experience abroad is definitely a bonus for the career. »In the best case, the apprenticing company will offer you to work at a partner organization abroad, a shipping agent in a foreign port or a charterer in the UK for example. You get to know working processes and acquire language skills,« says Sebastian. Johannes agrees on that. Although he is working for a different company now, he still has a lot to with his former colleagues in Cyprus. »This has also eased the start at my new employer enormously and has also helped him,« he says.

According to the YSM organizers, the education prepared them quite well for the tasks in their later jobs. »As a port agent at the lock you are fully involved in all processes after initial training, so af-

ter the apprenticeship, the tasks did not change much,« says Sebastian Köhler. Johannes Pfeiffer came across the job as shipping agent more or less by chance, with no clear idea what terms like tramp or liner shipping meant: »Today I just can say how lucky I am to have found this profession, as it still brings me a lot of joy.«

Sebastian had to acquire a lot of new knowledge, when he changed from the lock in Brunsbüttel to a shipping company in Hamburg. Training took half a year, as the new tasks had not been part of the education. Johannes says: »Of course, the

pects for young professionals. The same is true for job changes later on, also internationally, as the German education has a good reputation. »If you want to go abroad, there are a lot of head hunters who can help you. The German education is in high demand at international shipping companies,« says Sebastian. Johannes adds: »In shipping an international job change is particularly easy. You can either go to a foreign subsidiary of your own company or chances are good that you find a company that also has offices in Germany.«



Fabian von Pfeil, Johannes Pfeiffer and Sebastian Köhler organize the Youngster Shipbroker Meeting in Hamburg once a year

Photo: Selzer

subject matter in trade school cannot always be up-to-date. But in combination with what I learned in the company, I think it provided a solid foundation.« The lessons in school are quite universal and changing from simple owner operations to complex chemical tanker operations, Johannes could capitalize on that, using knowledge from his education, he hadn't needed for his first job. »Nevertheless, you have to be ready to learn something new every day and to inform and educate yourself constantly to keep up-to-date with new regulations and requirements.«

The job perspectives are quite good. »I know many companies that are looking for good and motivated personnel. In contrast to seafaring, where trainee positions with German shipowners are rare, education in shore based maritime professions is still attractive with good pros-

Sebastian Köhler and Johannes Pfeiffer recommend an apprenticeship to people interested in business and a diverse industry. They should also bring with them good command of English, be ready to work and learn a lot and have a passion for shipping.

## Networking for youngsters

Together with Fabian von Pfeil, Sebastian and Johannes organize the Youngster Shipbroker Meeting (YSM) in Hamburg. On this occasion, young maritime professionals can enjoy cold drinks and expand their professional network. Every year, more than 1,000 guests meet for the casual summertime event. Since 2017, when the YSM celebrated its 25th anniversary, HANSA is media partner. More information at [www.ysm-hh.de](http://www.ysm-hh.de) fs



## ALFA LAVAL

## Deckhouse solution solves Catch-22



Photo: Alfa Laval

A new deckhouse solution has been validated for product tankers with Framo ballast pumps. The solution allows Alfa Laval PureBallast 3 Ex to be installed without any changes to the ballast pumping system on board. The technical teams at Framo and Alfa Laval have developed a deckhouse solution that solved a catch-22. It incorporates a booster pump unit into the PureBallast 3 Ex system, as well as other modifications. They ensure that sufficient backflushing pressure will be generated by the ballast water treatment system itself. No additional certificates are necessary. The module includes also HVAC, lighting and necessary pipework. ■

## FURUNO &amp; RADIO HOLLAND

## Agreements for Distributorship

Furuno and Radio Holland prolonged their partnership with distributorship agreements. The senior management of both companies have signed the agreements during SMM in Hamburg. The companies have been working together in the global maritime market for more than 55 years.

Radio Holland is the distributor for Furuno in The Netherlands, UAE, Egypt and South Africa. In addition, Radio Holland is a dealer of Furuno in USA, Belgium, Portugal, Curaçao, Trinidad & Tobago, Hong Kong/China and Germany. The longstanding partnership involves the supply, installation and service of Furuno Navigation and Communication equipment.

Erik van der Noordaa, CEO of Radio Holland Group said: »Both companies have a long history in the maritime market. The combination of Radio Holland and Furuno is unique, providing added value to the maritime industry with quality products and service 24/7. We look forward to the continued cooperation with our esteemed partner Furuno.«

Radio Holland is known in the maritime industry as global NavCom, Connectivity, ICT on Board and Service & Maintenance provider.

Over the years, the companies have partnered to equip many newbuild and retrofit vessels with Furuno equipment. Recent examples include HAL cruise vessel bridge refits; the supply and installation of the Furuno Voyager integrated bridge on board the MV Western Rock and on board a megayacht, both built in The Netherlands, as well as various equipment supplied to the South African leisure market and the installation of FSV25 sonars on board vessels of Dutch trawler company Parlevliet & Van der Plas. ■

## WOODWARD L'ORANGE

## With combined forces



Photo: KF

President Chad Preiss, General Manager Andreas Lingens

For the first time since the announcement of the sale in April and after the completion of the takeover in June, the US company Woodward and the Stuttgart-based engine specialist L'Orange presented themselves on a joint stand at this year's SMM. L'Orange previously belonged to Rolls Royce. »The market has responded very well to our merger,« says President Chad Preiss. Together they now have a much broader portfolio to offer customers better market coverage. L'Orange supplies injection systems to some of the world's leading manufacturers of specialty diesel engines, including MTU. ■

## WHEELHOUSES

## Wessels wins order for Viking quartett



Photo: Wägener

Frank Albers, Eike Karsdorf and Jan Wessels (from left)

German specialist for interior fittings Wessels has signed a contract with Warnemünde-based Neptun Werft to deliver and equip four wheelhouses for Viking's Longship series of river cruise ships. Currently, twelve units are in the order book, says Eike Karsdorf from Neptun. Six of them are to be delivered next spring. Wessels is also responsible for the wheelhouses of these units. The new order includes four more ships of the Longship class. According to Wessels, the interior fittings should be completed in the course of 2019. The handover of the vessels is scheduled for 2020. The customer has decided to integrate a bridge height detection into the new units, says Jan Wessels. Especially when it comes to implementing short-term customer wishes, spontaneous cooperation and a quick solution are necessary, he emphasises. With Neptun Werft this has always worked out perfectly, Wessels manager Frank Albers adds. Karsdorf also confirms the good cooperation dating back to the early 2000s. ■



Arbeitsgemeinschaft  
Marine Equipment  
and Systems

## Presentation Programme

The German Marine Equipment association VDMA is providing a programme of presentations (15 min. in German language) held at VDMA main stand (A1/518). Attendance is free of charge. Experts will be available for discussion.

### Friday 07th Sept

- Marktausblick Maritime Industrie: Highlights aus dem VDMA-Konjunkturspiegel 2018  
**Hauke Schlegel**, VDMA  
10:00/ 11:45
- Brexit – What to expect?  
**Alexandra Dreyer**, VDMA  
10:15/ 13:15
- »German Cruise & Ferry Equipment« –  
VDMA-Fachgruppe kurz vorgestellt  
**Hauke Schlegel**, VDMA - 10:30
- Offshore-Themen und Aktivitäten im VDMA  
**Alexandra Dreyer**, VDMA  
10:45/ 13:00
- Herausforderung Maritime Messen:  
Aktuelles aus dem VDMA-Arbeitskreis Messen  
**Hauke Schlegel**, VDMA - 11:30
- Arbeit 4.0 – Thesen zur beruflichen Qualifizierung von morgen  
**Michael Patrick Zeiner**, VDMA  
12:00/ 14:00
- VDMA Maschinenhau – Initiative für mehr Studienerfolg in den Ingenieurwissenschaften  
**Eva Franziska Schmid**, VDMA  
12:15 / 14:15

LLOYD'S REGISTER & GE

# Suite of software for the digital health management

Lloyd's Register's (LR) newly released Digital Compliance has been validated through a co-creation project with GE, resulting in an AiP to »Digital Twin READY« for GE's Predix Asset Performance Management (Predix APM).

GE's Predix APM is a suite of software and service solutions designed to help optimise the performance of assets. Each asset can have a digital twin, including the gas turbine, diesel engine, compressors, pumps, alternators, etc. This digital health management system uses digital twins and advanced diagnostic/prognostic techniques – increasing asset reliability and availability while optimising maintenance costs, mitigating operational risks, and reducing total cost of ownership (TCO).

Nick Brown, LR's Marine and Offshore Director said: »Without practical, effective

assurance techniques supported by a marine oriented compliance framework – the evaluation of diagnostics, prognostics and accompanying digital health management technologies will always be subjective.«

He continued, »LR's Digital Compliance now provides this assurance framework, defining how to demonstrate trust in using digital twins and associated digital health management (DHM) systems.«

»Ship operators now can feel confident that by using GE's Predix APM solutions, they can meet the requirements of classification as well as data assurance – all the while improving ship maintenance and operations,« said GE's Brien Bolsinger, General Manager of GE Aviation Marine.

LR's Digital Compliance provides an assurance and approval framework for DHM system providers and operators applying digital twin technology. ■



## ACO MARINE

### Smart solution for wastewater

Aco Marine has launched its latest lavatory system on to the market, along with this comes its smart monitoring solution presented at the SMM in Hamburg.

The AVT 100 and AVT 150 (Vacuum Toilet) series, the company's first in-house designed and manufactured toilet, has been developed to provide ship operators and shipbuilders with a total wastewater management solution, from first use to discharge overboard.

The toilet systems are aimed at the commercial market to save time and cost for both the ship owner and engineering teams onboard a vessel.

Along with the toilet system Aco is also introducing its monitoring solution which, incorporating a fully-programmable microchip in the control system, ship engineering teams can, for the first time, remotely control, monitor and maintain all the toilet's functions. Development and testing of the system is currently under way, with first sales expected late 2019. The addition of this toilet and monitoring system now completes the Aco Marine sanitation range and also continues with the environmental consideration that Aco is promoting through its products. *sf*



## RENOLIT

## Convincing results with protective coating films

The first ship to be covered with Renolit's biocide-free Dolphin S film was the mooring boat »Lütt Deern« managed by the shipping company H.S.H. Schleppgesellschaft in 2016. The owner Benito di Racca reported on Thursday in an interview at SMM about his experiences.

The reason for him to choose this new technology was to find a better antifouling solution. A few months ago the ship came out of the water for the first time. Di Racca was curious how the hull would look like. »The coating film looked as good as expected,« he said. »There were no adhesions on the film, no barnacles, simply nothing,« he added.

The Dolphin S reliably protects the surfaces of ships and offshore power generation plants such as tidal power stations and turbines in both fresh and salt water areas – and for up to five years. The fouling release technology gives the surfaces of working boats a water-like, smooth

finish, Renolit emphasizes. Fouling organisms have difficulty attaching themselves to hulls and are washed off when the ship moves (above 7 kn). Fuel consumption is reduced significantly.

According to Renolit this solution is unique in the market. The fouling release film develops an amphipathic effect. The molecules of amphipathic surfaces exhibit both hydrophilic (water-loving) and hydrophobic (water-repellent) areas. Studies show that certain types of barnacles adhere to hydrophobic surfaces and others to hydrophilic surfaces.

»Previous solutions were only hydrophobic and could therefore not prevent fouling from the hydrophilic area. The Renolit Dolphin S, on the other hand, combines both effects and therefore provides reliable protection,« the company states.

In addition to the fouling release film, Renolit also offers anti-corrosion, an-



ti-slip and weathering-resistant films for the maritime industry. All films can be easily applied, cleaned and removed and help to reduce costs and to increase operational efficiency.

Di Racca stressed out that there is a five-year warranty on the product, while conventional antifouling coatings need to be renewed every year. The investment has a payback time of two to three years. After the good experiences with »Lütt Deern«, di Racca plans to equip its entire fleet with films as early as next year. ■

# Reduce risk and stay compliant

ENSURE  
YOUR VESSEL'S  
COMPLIANCE

OPERATE IN  
ENVIRONMENTALLY  
SENSITIVE WATERS

REDUCE YOUR TOTAL  
LIFECYCLE COST



## WÄRTSILÄ WATER LUBRICATED STERN TUBE SOLUTIONS

Designed to keep your sea routes operational and your vessel fully compliant with environmental regulations, including the 2013 US EPA Vessel General Permit. Wärtsilä Water Lubricated solutions now include an extended 25\* year warranty for its stern tube composite bearings.

\*Terms and conditions apply.



[www.wartsila.com/seals-bearings](http://www.wartsila.com/seals-bearings)



# HANSA-FORUM

## SHIPPING | FINANCING

# Investing into a new era. Strategies for 2020 and beyond ...

Save the date for another must-attend conference  
and networking event:

The HANSA-Forum »Shipping | Financing« is going  
to tackle some of the most pressing issues, trying to  
capture the shape of things to come.

Join us

# 22. November 2018

Sofitel Hotel | Hamburg







A recovery in shipping markets and rising expectations are fuelling investor interest in shipping again. However, there are huge unknowns, causing uncertainty for vessel buyers, financiers and operators.

The 0.5% global sulphur cap for marine fuels in 2020 is bound to shake up economics in shipping while the effects of new ballast water regulation are just beginning to show. Finally, an ambitious carbon emission strategy has been agreed for shipping, potentially leading to a new set of incentives and penalties.

The changes that are coming up are probably the most fundamental in a long time. Further, the world of ship

financing remains in transformation, forcing shipowners, managers and investors to find new solutions.

Huge non-performing shipping loan portfolios wait to be restructured or sold off while some new players dip their toe into the market – an opportunity? Also, after 10 years of crisis, some former German KG players are studying options to revive retail equity-placing for shipping – are private investors ready for it?

As every year, we aim to provide sharp analysis, guidance and debate through a diverse and exciting programme of keynote speeches, insightful presentations, interviews

and roundtable debates with international decision-makers and experts in shipping.

Join us to network and mingle with hundreds of colleagues in a relaxed atmosphere with cocktails and food in the splendid surroundings of the Sofitel Hotel.

With more than 450 high-level delegates from ship owners and managers, banks, investors, brokers to advisors and other service providers, the HANSA Forum »Shipping | Financing« has proven to be one of the must-attend shipping conferences around the world – now in its 22nd year.

#### Sponsors & Partners



The Marshall Islands Registry  
[www.register-iri.com](http://www.register-iri.com)



**SKULD**



Lloyd's  
Register



**MAZARS**

Roever Broenner Susat Mazars



# HANSA**Digital** — More than just news.



**Unrivalled in the German market.  
Best content. Best price.**

## For subscribers:

- HANSA's in-depth articles combined with constantly updated news
- up-to-date market analyses
- exclusive expert articles
- special reports
- integrated keyword search
- Buyer's Guide
- full access to HANSA news, articles and archive
- FREE: HANSA hard copy delivered to your desk
- FREE: E-Paper download: HANSA digital edition

**Fees: +4.50 € per month for HANSA readers  
19.50 € per month for new subscribers**

**Count on us.**

Never miss what matters.

Try us now: [www.hansa-online.de/abo/](http://www.hansa-online.de/abo/)

