



SMM launches with high-profile guests



Photo: HMC

Kitack Lim, Esben Poulsson, Frank Starke, Bernd Aufderheide, from left

Current challenges facing the shipping industry« – with a panel discussion and highly distinguished speakers, the SMM was officially opened yesterday. Kitack Lim, Secretary General of the International Maritime Organization discussed with Esben Poulsson, Chairman of the International Chamber of Shipping, Frank Starke, Global Product Manager Medium Speed Engines, Caterpillar, and Bernd Aufderheide, President and CEO, Hamburg Messe und Congress.

Aufderheide emphasised the great importance of SMM as an international and interdisciplinary platform for decision-makers and experts from the maritime world to share thoughts, ideas and experiences. In challenging times such as these, he said, the industry demonstrates its determination to pull together, discuss solutions for the future, and deliver impetus for long-

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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	gmic	Offshore Dialogue	MS&D
			MS&D	Maritime Career Market
			MS&D Reception ¹	Maritime Match
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term political decisions. »Almost every exhibitor has a digital topic this year,« said Aufderheide, touching upon one of this year's SMM's topics: green shipping.

Kitack Lim stressed the importance of the International Maritime Organization's ambitious ecological agenda: As soon as 2020, the global »Sulphur Cap« will come into effect, limiting the sulphur content in ship fuels to 0.5%, said Lim: »The entry into force of the sulphur limit on 1 January 2020 is a landmark decision for both the environment and for human health. It demonstrates a clear commitment by IMO to ensuring shipping meets its environmental obligations. The major focus for IMO and the industry now is to ensure consistent, global implementation of the new limit,« Lim added. By 2050 the industry wants to cut its CO₂ emissions in half, and by the end of the century ships are to operate entirely without emissions to contribute their fair share to the implementation of the Paris Agreement. Lim com-

mented: »To have this overall international framework within which the technical discussions can now take place is a truly historic breakthrough. The next step is to agree the precise measures that will enable these ambitions to be achieved. Communication and collaboration among Member States and all stakeholders is essential.«

*»2050 greenhouse gas targets
can only be achieved by
combining technologies«*

Shipowners must invest enormous amounts of capital to meet the stricter emission limits and the ambitious climate protection goals, from scrubbers and other filter technologies to alternative propulsion technologies and ballast water management systems.

Poulsen said: »ICS fully supports the implementation of the sulphur limit and accepts that postponement is not an option.« What is crucial now is careful planning, he said. »It is important to consider that shipowners must begin purchasing

compliant fuels as early as the middle of next year.« A survey by Swiss bank UBS revealed that from 2019 until 2023, more than 250 bn \$ of equipment investments and operating costs will have to be shouldered by owners to comply with green shipping requirements.

Engine manufacturers play a key role in the maritime energy transition. Frank Starke of Caterpillar, is well aware of the challenge. »The ambitious 2050 greenhouse gas target can only be achieved by combining several technologies, including innovative engine technology, various fuels, new fuel production methods – such as Power-to-X – and exhaust gas aftertreatment,« he predicted. Special applications will require special solutions, such as battery operation in short-sea shipping. It is of paramount importance that all stakeholders act in concert, Starke stressed: »The required massive investments of creative intelligence and capital can only be justified if there is a predictable, globally harmonised emission regulation regime.« ■

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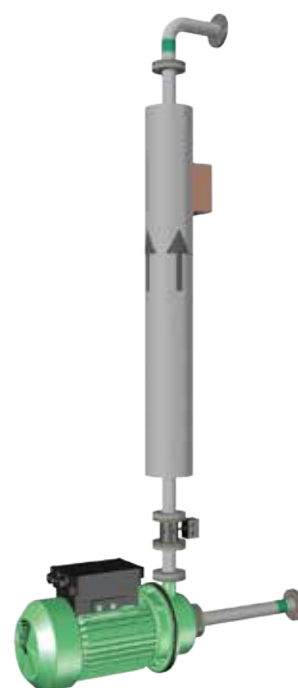


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Towards a Green Future – gmec 2018

Low-sulphur ship fuel, decarbonisation, ballast water management: Stricter international emission limits have moved environment protection to the top of the maritime industry's agenda. The topic will also feature prominently at SMM, for example at the global maritime environmental congress (gmec), taking place today.

Will low-sulphur fuel be available in sufficient quantities at reasonable prices? Are exhaust gas scrubbers a smart investment? Or would it be better to opt for LNG right away? Questions like these will be discussed at the gmec. Speakers such as Katharine Palmer, Global Sustainability Manager at classification society Lloyd's Register, will advise the industry on how to best comply with current regulations and prepare for future ones.

In addition, numerous exhibitors will present innovative green technologies, and at the accompanying subject-specific conferences, experts will discuss current trends.

Creating an ambitious goal, the International Maritime Organization (IMO) has announced its targets of cutting greenhouse gas emissions from global shipping in half by the year 2050, and to make ships entirely CO₂-neutral before 2100. But long before that, the so-called sulphur cap will take effect: From 2020 all ocean-going ships must run on fuel that contains no more than 0.5% of sulphur. According to estimates by the classification society DNV GL, up to 70,000 ships will be subject to this requirement. Shipowners must make highly consequential investment decisions regarding propulsion technologies and exhaust gas cleaning systems. Additional investments are necessary for ballast water management. The relevant IMO Convention requiring owners to install appropriate systems went into force last year.

At SMM, leading manufacturers such as MAN Energy Solutions or Wärtsilä will showcase low-emission propulsion solutions. Of particular interest is liquefied

natural gas (LNG) as a ship fuel, which is generally considered by the industry to be an ideal transitional technology on the way to zero-emission shipping. While ferries and passenger ships pioneered the technology, container ship owners have followed suit recently, ordering numerous LNG-powered container vessels. Meanwhile, the bunkering infrastructure is taking shape, as well, and more and more ports can call themselves »LNG ready«. Furthermore, solutions such as the »LNG PowerPac« by Becker Marine Systems demonstrate that LNG is also a great way to supply electricity to ships at berth.

As for the fleet in service, retrofitting LNG equipment and machinery

principal Engineer, Operational Environmental Performance (OEP) Team, ABS and others will provide valuable insights

»As at the previous SMM, the Green Route will guide visitors to exhibition stands relevant for green technologies in all 13 exhibition halls. Hall A5 will again be dedicated exclusively to green propulsion, and at the gmec international experts will gather to share their views. This event should not leave any questions unanswered,« said Claus Ulrich Selbach, Business Unit Director – Maritime and Technology Fairs & Exhibitions at Hamburg Messe und Congress.

Many of the 2,289 exhibitors have made the protection of the environment a core concern, for example the classification society ABS, the heavy machinery company



The »Regional ECO Feeder«, a green project from Denmark

Source: OMT

is often unfeasible for financial reasons. Exhaust gas cleaning systems, so-called scrubbers, can be a viable alternative for ships in operation. Shipyards offering installation services will be represented at SMM, as will be all major system suppliers, such as Alfa Laval in Hall A1.

Another hot topic still is ballast water treatment. According to experts, the enormous demand for these systems may lead to supply shortages in the medium term. The roster of exhibitors includes all the leading vendors whose systems have been vetted and certified by IMO and the U.S. Coast Guard.

A gmec expert panel including Debra DiCianna of the US consulting firm Choice Ballast Systems, Tim Wilkins, Environment Director at Intertanko, the International Association of Independent Tanker Owners, Stamatis Fradelos, Prin-

Caterpillar, the coating specialist Hempel, the transmission manufacturer Reintjes, or the engine manufacturer Voith Turbo. The initiators of »The World's Greenest Cruise Ship« will likewise be present at the fair.

Under the chairmanship of Andreas Chrysostomou, acting Secretary General of the European chapter of CLIA, the Cruise Lines International Association, a gmec expert panel will focus on the cruise industry's pioneering role in environment protection. The panel will include Bud Darr, Executive Vice President, Maritime Policy and Government Affairs at MSC Cruises; Lex Nijsen, Vice President and Head of Four-Stroke Marine, MAN Diesel & Turbo; Rolf Sandvik, CEO, The Fjords and Jan-Erik Rasanen, Head of New Technologies at the Finnish engineering firm Foreship, among other experts. ■

DNV GL

New solutions for the future of shipping

Remi Eriksen, Group President and CEO of Norwegian-German classification society DNV GL sees positive signs for the shipping industry with a »very different outlook« than during last SMM. »The industry has always adapted to new challenges. I am rather optimistic«, Eriksen said yesterday. In order to continue to play a vital role in the industry of the future, DNV GL has released some new products and services.

To help build a safety culture around the new technologies of digitalization and autonomous and remotely operated ships, a new class guideline was announced. Knut Ørbeck-Nilssen, CEO of DNV GL – Maritime said: »Increased automation, whether in the form of decision support, remote operation, or autonomy, has the potential to improve the safety, efficiency and environmental performance of shipping. To reach this potential, the industry needs a robust set of standards that enables new systems to reach the market and ensure that these

technologies are safely implemented.« The guideline covers new operational concepts that do not fit within existing regulations, and technologies that control functions that would normally be performed by humans.

DNV GL has also released the first approval of manufacturer scheme for additive manufacturing producers. This segment covers processes that create three dimensional objects by adding layers of material, including technologies as 3D Printing, Rapid Prototyping, Direct Digital Manufacturing, layered manufacturing and additive fabrication. »AM is a technology that holds a great deal of promise for the maritime industry,« Ørbeck-Nilssen said. The AoM programme is

designed to verify a manufacturer's ability to consistently manufacture materials to given specifications and in accordance with DNV GL requirements.

In addition, DNV GL revealed its new »Alternative Fuels Insight« platform. It is said to offer a comprehensive and continually updated overview of alternative fuel projects, bunkering infrastructure, suppliers, and technologies. ■



Photo: Meyer

DNV GL's Group CEO Remi Eriksen

KONGSBERG

Integrated condition monitoring

During this years SMM, Kongsberg Maritime showcases its new integrated Condition Monitoring solutions. They were developed to improving asset performance, ensuring safe operating conditions for engines and rotating equipment and reducing operational expenditure (OPEX) through precise predictive maintenance, the Norwegian company says. Personnel on board and ashore shall be enabled to establish and evaluate local maintenance plans and conduct fleet-wide comparisons and benchmarking. All data is accessed through user-friendly displays, providing the ability to extract reports automatically and define online KPI dashboards. The solutions are said to be applicable to all vessel types in relation to diesel and dual fuel engines, generator sets, compressors, thrusters, pumps, fans, blowers and chillers, and gears and bearings. »With comprehensive data available on a single platform, customers can develop new condition monitoring strategies, where informed decision support provides the key to unlocking tangible efficiencies that result in more equipment and vessel uptime, while significantly reducing maintenance and operational costs«, Kongsberg states.

»Our on-going and close collaboration with class societies has positioned our new Condition Monitoring solutions as a catalyst for ship-owners to migrate from interval-based to condition-based maintenance, and through this realise significant savings,« said Bård Bjørlov EVP Sales and Marketing, Kongsberg Maritime. »Making this change can be a big-step for vessel operators, but as a holistic solution, our service engineers will work closely with the customer to build and integrate the relevant technologies, ensuring that the most effective decision support information and control is always available through our Condition Monitoring solutions.« ■

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SHELL MARINE

Engine protection beyond 2020

Lubricant choices to address IMO restrictions on fuels used from 2020 must be based on verifiable cylinder oil performance data and engine testing to cover all operating conditions, the new General Manager of Shell Marine, Joris Van Brussel, says.

»Recent months have seen some movement by mainstream shipowners towards exhaust gas scrubbing to meet the 2020 marine fuel sulphur cap,« said Van Brussel.

»These customers will continue using high sulphur heavy fuel oils with two stroke engines, and demand lubes that are proven to protect cylinders against cold corrosion under extreme stress, such as Shell Alexia S6 or the higher BN Shell Alexia 140.«

He adds, with just over a year to go before the new restrictions enter into force, a significant part of the market will shift to fuels with less than 0.5% sulphur, where other cylinder oil formulations with a

lower BN number is expected to deliver optimum performance.

»The two-stroke product portfolio for 2020 is largely in place, but we expect that there will be a requirement for significant volumes of higher BN cylinder oils to be replaced by BN40 or BN70 grades.« Shell uses test engines installed at the Marine & Power Innovation Centre (MPIC) in Hamburg, with the most extreme conditions oils can face before field trials and OEM validation tests. Latest work at MPIC is focusing on the final tests of a new 40BN cylinder oil for two stroke engines.

»That work has to be part of MILES, where we address the most pressing operational concerns customers have,« continues Van Brussel. The »Integrated Lubrication and Expert Solutions« (MILES) programme aims to help by combining purchasing options, services and an extensive lubricant range into a strategy that addresses these pressing operational concerns. ■



Joris Van Brussel,
General Manager – Shell Marine

BUREAU VERITAS

Co-operation with bluester

The classification society Bureau Veritas is integrating its digital platforms with bluester's online marketplace and providing independent vendor qualification services through bluester.

The marketplace covers the full range of maritime procurement requirements says Christoph Kiese.

»Whether it is diving inspections, lifeboat maintenance and repair services, compass calibrations, CO-2 bottle refills, load testing of cargo cranes through to dry docking or hull or damage surveys, bluester is providing visibility,

transparency in a competitive market place,« he describes some of the services. The online marketplace enables buyers and suppliers to settle through a common interface using a set of streamlined processes. Ship managers and service providers automatically, impartially and transparently match against their own predefined criteria for direct contract conclusion on the platform. Desktop and global online verification of bluester listed service providers by Bureau Veritas will add to the safety, reliability and efficiency of direct contracting through bluester as service providers' qualifications and documentation will benefit from impartial validation. Deep integration of the platform into Bureau Veritas' own digital tools VeriSTAR Info, My VeriSTAR, BV Approval Explorer and PSC Ready provides added value and benefits to customers of the [11,000+] ships, classified by Bureau Veritas. BV customers will have access to the [bluester] marketplace via a single sign on and receive special user benefits. Once registered with [bluester], BV customers access the portal with the click of a button from their familiar BV desktop and mobile platforms. The special benefits inter- alia include easy transfer of data. ■



Matthieu de Tugny, COO Marine
Bureau Veritas, and Christoph
Kiese, CEO of bluester

Photo: Meyer



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»FLEET DATA«

Inmarsat unveils »major new IoT service«

Inmarsat yesterday unveiled Fleet Data, a new Internet of Things (IoT) service, »which will enable ship owners and managers to access and analyse real-time on-board data more efficiently, and as a result will help accelerate the adoption of IoT across the maritime industry.«

Developed in partnership with Danelec Marine, Fleet Data is supposed to record data from the onboard Voyage Data Recorder (VDR), and other vessel sensors, pre-process that data, and upload it to a central (cloud-based) database equipped with a dashboard and Application Process Interface (API). With this ship owners and managers may »quickly and easily« identify equipment issues and failures and seamlessly link 3rd party applications to monitor vessel performance and fuel efficiency, Inmarsat announced.

Latest research by Inmarsat indicated that, on average, ship operators and managers plan to spend 2.5 mill. \$ on IoT-

based solutions within three years and expect, on average, to achieve IoT-driven cost savings of 14% over the next five years. The research also suggested that a greater maritime appetite for IoT-based solutions would emerge if more data could be delivered and analysed in real-time.

»Fleet Data is the only service that offers a highly reliable, dedicated bandwidth-inclusive service, on a sensor agnostic platform that allows ship owners and managers to access the full potential of IoT and efficiency-enhancing vessel performance applications, in real time«, Inmarsat stated.

»Fleet Data will overcome key difficulties faced by those frustrated with the challenge of aggregating vessel data on-board and getting it efficiently onshore,« says Stefano Poli, VP, Business Development, Inmarsat Maritime. »It will allow ship operators and managers to access, control and exploit their own data, and/or to make that data available to select-

ed third-party applications as required, via a secure platform that is fully scalable, fleet-wide.«

»Fleet Data can make data available either via a dashboard or via APIs«, says Poli. Data reports can be customized and modified, then sent back as a configuration file to update the Fleet Data equipment software on-board.

Trials are due for completion this month aboard two ships operated by a leading ship manager, which have been verifying performance over a six-month period by relaying data collected through fuel optimisation software.

Fleet Data is available on both Fleet Xpress and FleetBroadband – Inmarsat's mobile connectivity services – with making it accessible to over 45,000 vessels. To enable Fleet Data, ships need to install a Vessel Remote Server (VRS) and the solution is agnostic in terms of VDR manufacturer. ■



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VDMA

German suppliers are optimistic and aim to »learn from each other«

The German shipbuilding and offshore suppliers expect orders to rise slightly again this year, after order books were already successfully filled in 2017. At the same time, the market continues to consolidate and new business models emerge. »Suppliers must also make intelligent use of the digital possibilities in the interaction between operators, shipyards and their own companies,« says Martin Johannsmann, chairman of the Marine Equipment Working Group of the Mechanical Engineering Industry Association VDMA and Chairman of the Management Board of SKF. »Learning from each other across industries« is the motto of component and system providers. The same applies to the shipping industry: The entire logistics chain must be secure-

ly connected so that new ideas and business models can be implemented. This requires standardization of interfaces.

Climate neutrality at sea is the goal of the »Maritime Energy Transition« initiative of VDMA. The engine industry wants

to go down the road to CO₂ neutral solutions together with politics and supports the ambitious decision of the International Maritime Organization to at least halve GHG

emissions by 2050. »To achieve the target, immense investments are required, which can only be justified by transparent and technology-neutral framework conditions,« says Frank Starke, Managing Director of Caterpillar Motoren and member of the VDMA Engines and Systems Executive Board. »Only reliable international framework conditions create

an investment-friendly climate,« he said.

There are applications for which electrification is out of the question: mobile machinery, heavy goods traffic and shipping require other energy sources with high energy density. One of the most promising approaches is Power-to-X. »With Power-to-X it is possible to synthetically produce energy sources with a high energy density from electricity generated from renewable

sources,« explains Peter Müller-Baum, Managing Director of VDMA Engines and Systems.

VDMA and other members of global engine makers' association CIMAC yesterday announced a new Greenhouse Gas Strategy Group that will develop common positions of the industry regarding the IMO GHG strategy. ■



ALFA LAVAL

Novel ballast water solution plus

Alfa Laval promised a »world first« at SMM and has presented its 1,500 m³/h Ballast Water Treatment System (BWTS) PureBallast 3 reactor but also connectivity offerings and many varied solutions since. A wide range of maritime products is showcased by Alfa Laval at this SMM: waste heat recovery, cooling and heating, Exhaust Gas Recirculation (EGR), water treatment, gas combustion and many more, but ballast water, exhaust gas and fuel solutions take centre stage. The new UV reactor of the BWTS is increasing flexibility as »the world's first BWTS of 1,500 m³/h flow,« as Anders Lindmark,



Photo: Gutschmidt

Head of Alfa Laval PureBallast, puts it. It handles 50% more volume than the current largest reactor size, designed for

tankers and other vessels with large ballast water flows. It aims at making UV treatment an even stronger competitor to e-chlorination. The reactor will join the PureBallast 3 range that comprises 170, 300, 600 and 1,000 m³/h reactors.

PureNO_x LS and PureNO_x HS solutions are also on display, two differentiated systems optimized according to fuel sulphur level and the updated specifications of MAN Energy Solutions. Based on Alfa Laval's expertise in centrifugal separation, PureNO_x technology has proven successful in thousands of hours of EGR operation at sea. ■

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GEA

Cruise industry embraces green cooling technology

International technology group GEA signed a contract for its new transcritical CO₂ industrial refrigeration technology, with P&O Cruises, part of Carnival Corporation. The green refrigeration technology has already been installed on board P&O Cruises' 2,000-passenger ship »Arcadia«, where it will deliver the energy-efficient cooling for the ship's food and beverage refrigeration units. Discussions between GEA and P&O Cruises are ongoing with a view to rolling out the transcritical CO₂ refrigeration plants to additional ships in the fleet, and installing the it directly in new P&O Cruises ships as they are constructed.

Cooling systems that use CO₂ as an alternative refrigerant to chlorofluorocarbons (CFCs) and hydrochlorofluorocarbons (HCFCs) are already in use in the retail sector. Developing flexible CO₂ refrigeration systems that can be installed safely in the constrained, constantly moving environment of sea-going ships has up to the present been challenging.

GEA is currently presenting a whole series of innovations at SMM, e.g. the BallastMaster marineX that makes chemical-free ballast water treatment possible. Developed by Trojan Technologies (Canada), it is a highly efficient mechanical and physical 2-stage system that combines filtration and UV-C light. ■

RAYTHEON ANSCHÜTZ

New suite of navigational software unveiled

At SMM, Raytheon Anschütz unveils a new suite of navigational software, designed for intuitive operation and enhanced with smart functionality. The new Radar NX and ECDIS NX software complete the Synapsis NX series of innovative bridge navigation systems. Modern and consistent user interfaces, together with a lean and ergonomic bridge design, dominate the new integrated navigation system (INS). Raytheon Anschütz developed it in an agile development process leveraging the expertise of experienced navigators and specialized user interface designers. A new stack of software technologies enables a modular system design and provides the foundation for further development.

ECDIS NX simplifies routines, users can decide to hide panels with indications or operation controls to have a maximized chart window in support of route monitoring tasks. Route planning becomes a wizard-guided process and utilizes intuitive principles such as drag-and-drop. Radar NX introduces a new tracker that delivers optimized performance in tracking and anti-clutter processing. Users benefit from a high situation awareness and a fast interpretation of the radar picture. The system architecture includes implemented redundancies and grants scalability and flexibility. ■

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TX MARINE

TORXmeter and PMI mk II displayed

German supplier TX Marine Messsysteme GmbH has announced the launch of the electronic indicator PMI mk II as part of the »Performance« package. The PMI mk II is not only replacing all mechanical indicators for Main and Auxiliary Engines, it comes always as a package including setup service and diagnostic of the first readings from board. »This means the customer will be guided in use and diagnostic of measured data's. No extra costs for training«, TX Marine stated. Another offer is the service for measurement data evaluation and engine diagnostics.

In addition, the shaft power measuring system TORXmeter will be displayed on a shaft model on the booth as exemplary structure for an installation on board. It is described as a cost effective and easy to install system for permanent measuring of the shaft power, torque, and shaft rpm. »No strain gauge, no electronics on the shaft, easy to install, even for the crew«, it is said. It comes always as complete set including analog & digital outputs, prepared for connection to monitoring systems. If requested, installation training is offered free of charge on the shaft test bench in TX Marine premises near Hamburg.

To complete the package TX Marine is offering different types of flowmeter (mass flow & volume flow) and performance monitoring software and data logger systems. ■

SIEMENS

Scalable e-drive reduces emissions

Siemens is expanding its portfolio of green ship propulsion systems by adding a new member to the Siship BlueDrive Family: Siship BlueDrive Eco. Besides by integrating battery systems produced in-house, the company is now able to offer a scalable and flexible solution to cover every propulsion requirement, with different power graduations for small to medium-sized propulsion systems from 5 kW in auxiliary mode up to 5.5 MW for the main drive – from Siship BlueDrive Eco through to Siship BlueDrive PlusC. The solutions can be configured to individual customer specifications and are based on practically tested standardized components such as Sinamics converters. The Siship BlueDrive topology is based on DC technology and offers a wide range of benefits such as continuously reliable operation, a leaner design due to fewer components, an extended life cycle and fuel savings.

The regulations and requirements surrounding green propulsion systems for use on inland and coastal waterway transportation are growing ever more stringent, forcing the shipbuilding industry to rethink its approach. While new drive solutions are required to produce only minimal emissions, they also have to be economical for the operating companies. With its Siship BlueDrive, Siemens provides an integrated solution to address the whole range of drive requirements from 5 kW to 5.5 MW, produced in compliance with the technical regulations governing the maritime industry and certified by the major marine classification societies such as DNV GL. The solutions offered by the Siship BlueDrive Family are designed to be used in ship types which can be diesel-electric, hybrid or fully electrically powered such as ferries, yachts, cruise liners and work boats or research vessels. ■



Arbeitsgemeinschaft
Marine Equipment
and Systems

Presentation Programme

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

Wednesday 05th Sept

- Vom Zusehen zum Mitschwimmen – Digitalisierungsstrategie für Zulieferer
Axel Sandvoß, VDMA – 10:30/ 13:00 / 15:30 / 17:15
- »Maritim 4.0« konkret: der neue Standard »MTP« im Schiffbau. Einführung, Vorteile, Mitarbeit
Norman Südekum, WAGO Kontakttechnik – 10:45
- **Podiumsdiskussion:** Neuer Standard für die Digitalisierung – MTP im Schiffbau – 11:00
Michael Thiemke, Centre of Maritime Studies Flensburg
Reinert Giere, Meyer Werft
Norman Südekum, WAGO Kontakttechnik
Sven Jadzinski, GEA Westfalia Separator Group
Andreas Lautmann, Wärtsilä SAM Electronics
- MTP im Schiffbau – Vorteile aus Sicht des Modulherstellers
Sven Jadzinski / Matthias Wiemann, GEA Westfalia Separator – 11:30
- MTP-Erfahrungen nutzen für den Schiffbau
Thomas Perschke, Phoenix Contact Electronics – 11:45
- Umsetzung Digitalisierung am Beispiel Bosch Rexroth
Alexandre Orth, Bosch Rexroth – 12:15
- Internationales B2B Online Marketing
Jean Hinz, web-netz GmbH
13:15 / 15:15 / 17:00
- German Cruise & Ferry Equipment – VDMA-Fachgruppe kurz vorgestellt **Hauke Schlegel**, VDMA – 13:30
- Digitaler Service in der Schifffahrt – Ergebnisse der VDMA-Studie
Lutz Kretschmann, Fraunhofer-Center für Maritime Logistik und Dienstleistungen CML
Jörg Mutschler, VDMA – 14:00
- Marktausblick Maritime Industrie: Highlights aus dem VDMA-Konjunkturspiegel 2018
Hauke Schlegel, VDMA – 15:00
- The introduction of electronic tags under the European Marine Equipment Directive
Maik Schmahl, European Commission Directorate-General for Mobility and Transport – 16:00
- MED e-Tag: Wie geht es und was hat Ihr Unternehmen davon
Jens Slama, GS1 Germany – 16:30
- Serialisierung von Komponenten und Ersatzteilen – Potenziale durch eindeutige Identifikation
Daniel Dünnebacke, oneIdentity+ – 16:45

JOTUN

New Coatings for tanks



Photo: Jotun

Jotun has introduced the new Tankguard Flexline, a coating for tanks, which allows greater load flexibility. The product is based on Flexforce technology, which is cargo resistant, ensures fast port turnaround times and long and therefore cost-effective maintenance intervals the company stresses. Jotun's Solvoxiran chemistry is the heart of the solution. Standard tank coatings typically absorb low molecular weight, aggressive cargoes leading to swelling that stresses the structural network of the coating film. However, the composition of the Solvoxirane chemistry provides greater coating flexibility, minimising structural stress over repeated absorption/ desorption cycles Jotun describes. ■

CARGO STOWAGE SOLUTION

MacGregor optimises asset utilisation

MacGregor, part of Cargotec, has introduced a new breakbulk cargo stowage solution, the Breakbulk Optimiser. The product enables operators to rapidly and optimally plan the stowage of many different cargoes, increasing vessel utilisation rates significantly and therefore improving business performance. »The MacGregor Breakbulk Optimiser is the first automated, cloud-based application for the optimised stowage of breakbulk and general cargoes,« says Magnus Sjöberg, Senior Vice President, Cargo Handling, MacGregor. »It makes full use of MacGregor's expertise in cargo handling systems combined with Navis' expertise in loading computers and stowage planning know-how on container ships.«

With the new application breakbulk vessel could optimise stowage plans by taking into consideration all influencing factors including what cargo is already on board, incoming cargoes, available cargo space, the actual capability of the cargo handling system, port rotations and vessel stability. Currently, breakbulk stowage planning mostly relies on time-consuming, manual planning processes based on the capability and experience of an individual planner or team of planners informs Cargotec. No-shows of cargoes and last-minute changes can further add to the time it takes to complete an optimal stowage plan. »The new solution can easily accommodate these last-minute changes and enables customers to identify predefined key performance indicators at a ship, voyage, rotation or fleet level,« notes Tommi Keskilohko, Director, Customer Innovations, Cargo Handling, MacGregor.

The new Breakbulk Optimiser is available for new and existing vessels and can be used for one vessel or the whole fleet. ■

WEATHER INTELLIGENCE

StormGeo acquires Nautisk

StormGeo, a provider of weather intelligence and decision support services, has announced to acquire Nautisk, a supplier of maritime charts and publications to the merchant marine from NHST Media Group. According to Per-Olof Schroeder, CEO of StormGeo, »the acquisition of Nautisk is a natural complement to our existing solutions. Nautisk has developed state-of-the-art software for planning and navigation, while maintaining one of the industry's best run operations for delivering paper charts and publications to vessels worldwide. The power of the combined StormGeo-Nautisk solution will directly benefit customers as we advance our vision as a premier shipping services player.« This all-in-one platform will allow StormGeo and Nautisk customers to optimize routing, obtain appropriate charts, and create a voyage plan without switching between disparate systems. Integrating navigational information with weather intelligence and proprietary route optimization algorithms will enhance quality and offer significant usability and cost benefits to customers, StormGeo stresses. Nautisk has formed part of NHST Media Group since its inception in 1896. »This combination with a broader maritime solutions business has a strong strategic logic that should further enhance its potential for success in a rapidly changing market,« said Andreas Emblem, Head of Division at NHST Media Group. ■

SUPPLIER ASSOCIATIONS

VSM and RIC MAZA MV join forces



Photo: VSM

from left: Reinhard Lüken, Managing Director VSM, Antje Abert, Network Manager RIC MAZA MV, Thomas Kühmstedt, Member of the Executive Board of VSM and MAZA and Technical Director Ostseestaal

The maritime supplier alliance Mecklenburg-Vorpommern RIC MAZA MV becomes a member of the German Shipbuilding and Ocean Industries Association (VSM). The regional cooperation network has been providing valuable services for its growing membership base of currently 47 members for ten years. In recent years great importance has always been attached to close coordination with VSM, so that a uniform course has always been followed, especially in the representation of national political interests. With this step, the will to work together is now also formally documented, thus making a small contribution to consolidating the association landscape in the maritime industry.

In Mecklenburg-Vorpommern, the shipbuilding industry is now developing positively after challenging periods. A particular highlight are the investments and construction projects of the Genting Group at the three locations of MV Werften. ■

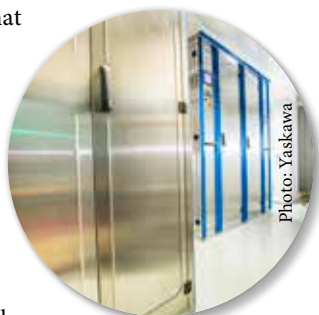
YASKAWA ENVIRONMENTAL ENERGY

The Switch enables »future proofing«

Yaskawa Environmental Energy / The Switch has developed a solution that provides shipowners with the flexibility to embrace any potential energy source, while saving money, increasing efficiency, and delivering optimal system redundancy.

It is, according to Asbjørn Halsebakke, General Manager, Yaskawa Environmental Energy / The Switch Norway, the key to »future proofing« fleets. The Switch's DC-Hub, uses this drive expertise to create a game-changer for smarter, greener operations. »Nobody knows exactly what

the future is going to bring in terms of energy sources. Planning for an uncertain future in this regard is obviously problematic, so shipowners need to embrace a degree of flexibility.« The DC-Hub allows any power source to be easily connected to a vessel's DC grid. Shipowners can tailor the optimal energy mix for their purposes. Alongside the flexibility it offers simplicity – eliminating the need for a main AC switchboard – reliability and cost effectiveness. ■



The DC-Hub

V.GROUP

Digitalization goes mobile

V.Group will be demonstrating its ShipSure 2.0 marine digital platform at SMM. Taking its cue from the ambitious principles of V.Group's ShipSure platform, a forward-thinking concept in delivering a breadth of integrated data to the marine industry, ShipSure 2.0 is a continuously evolving digital solution which offers ship owners the ability to gain insights from real-time asset data anywhere, via the ShipSure 2.0 interface.

Available on desktop and mobile devices, ShipSure 2.0 affords users the ability to obtain secure safety, operational, crewing and financial data on the move, from a single digital platform – a transformative approach to ship management that literally places real-time business insights and the ability to make swift decisions into the palm of the user's hand. Its empowering combination of control, insight and flexibility illustrates the core benefits of ShipSure 2.0, allied to new levels of transparency that enables ship owners to clearly oversee operations at sea and ashore. Four pillars form the foundations of ShipSure 2.0 – marine, procurement, crewing and finance. This infrastructure provides a range of asset data to be analysed and shared only with the client and approved team members. Ship owners can supervise every aspect of their business at a glance: from safety, compliance and operational performance to procurement cycles, marine HR and real-time financial data. ■

Together for vessel performance

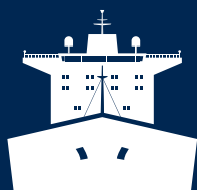
Hall A1, Stand A1.226

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