

# ALPHATRON

## Marine Magazine

Magazine of **JRC** and Alpatron Marine | Year 3 Issue 1 March 2019

A LOOK BEHIND THE SCENES  
AT THE NAGANO JRC PLANT

THE PROLINE: A PROVEN,  
COMPLETE AND  
ONE-STOP-SHOPPING  
EQUIPMENT LINE-UP

THIRD ROTORTUG  
IN USA WITH  
CUSTOM-MADE  
BRIDGE

SEA ASIA  
SINGAPORE

5 YEARS OF PARTNERSHIP  
JRC & ALPHATRON MARINE

## COLOPHON

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## PROFILE

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

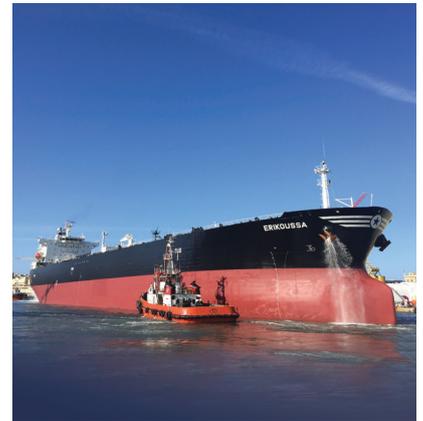


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**Marine**



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TORM is a pure play product tanker company and one of the world's leading carriers of refined oil products such as gasoline, jet fuel, naphtha and diesel oil.

Read more about it in the next edition.

# ALPHATRON

Global customers

We have kicked off 2019 with a good vibe! There are great challenges ahead for us. It is expected that the slight recovery of the maritime market in 2018 will continue this year. We are facing an increase of newbuild projects and are looking forward to be present at worldwide exhibitions like Sea Asia in April.

In this issue we are looking back on five years of strategic partnership with JRC. More and more we act as one entity towards the market. Of course there are still cultural differences, but we both benefit from that. It is precisely the combination that makes the triple A brand JRC and Alpatron Marine able to act more global. Our customers all speak the same language; they are independent of culture and are active worldwide.

Quality and the human touch in business are key. It is integrated in our corporate culture that we think along with our customers in a problem-solving way. Despite the increasing number of newbuilds we see reluctance among ship owners. They have to invest in matters like the purifying of ballast water and exhaust gasses. These mandatory investments have an effect on investments in navigation and communication equipment. We understand the shipowner and have therefore developed maintenance contracts that ensure that customers continue to sail safely and sustainably with the right equipment.

Talking about customer satisfaction, I am very glad to say we will be expanding our service in the Caribbean. This spring the office on Curaçao will move to a larger building where we will welcome more employees. And for better operation we're relocating the headquarter in France as well this spring. It will move from Le Havre to Mougins, where it will be strategically positioned close to the southern part of France. Like I wrote, we made a good start in 2019. I hope the stories of our employees and customers will inspire you.

Enjoy reading!

Bart Brom | [CEO Alpatron Marine Group](#)





# 5 YEARS OF PARTNERSHIP

**“TOGETHER WE ARE A UNIQUE COMBINATION AND READY TO EXPAND THE MARKET SHARE.”**

On 1 January 2014 JRC and Alpatron Marine established a far-reaching strategic partnership. Since then a lot has happened! Built on the synergies of both companies the industry specific Centers of Excellence have combined the operating offices. The service networks of both companies have ensured that JRC and Alpatron Marine can act more globally while they are working more locally at the same time. That was not an easy job to do. We spoke with the Dutch Jeroen Kortsmiit, General Manager Business Planning & Strategy, and the Japanese Reiji Miwa, Division Manager, about last 5 challenging and inspiring years. About culture and traditions, about results and changes.



“As a brand JRC is world known as manufacturer of reliable hardware. JRC has delivered unsurpassed quality marine electronics all over the world for more than 100 years. Alpatron Marine in its turn was known as a Dutch oriented company with global ambition and in the last 3 decennia it has gained ground in the highly competitive market of electronic equipment on the basis of a simple recipe: deliver what you promise. Together we embraced the challenges and opportunities the marine industry presented to us,” begins Jeroen Kortsmit about the partnership. To strengthen the position of both companies, it is not only necessary to work on the highest level of technological innovation and deliver proven solutions, but also to benefit from each other’s cultures. Reiji Miwa: “Mixed cultures can be more creative. In the past years we all have learned a lot about the Dutch and the Japanese entrepreneurship and the differences between the two companies. For example the JRC product designs are more about reliability and cost savings, while user-friendliness is an important starting point

when developing Alpatron Marine designs. It is the same with mentality. We do not always act the same. Generally Dutch people are straight forward and Japanese people proud, for example. It is the combination that makes our companies able to act more global and be successful.”

### **Same horizon**

“To work together is one thing, but to really understand each other, that takes time,” Reiji Miwa continues. “We are still at the beginning of an intense cooperation. All Alpatron Marine and JRC people need to admit the discrepancies between cultures. Try to understand why someone thinks differently, to respect the reasons behind the behavior. At the end, everything is based on respect. As a Japanese I used to stay longer at the office and have an after work drink with my colleagues, but I was not used to checking my e-mail at home. But now I have adapted the Dutch way! That means: getting home earlier, but answering my e-mails in the evening or sometimes in the weekend.” ▶

**“Together we embraced the challenges and opportunities the marine industry presented to us.”**

Jeroen Kortsmiit adds: “In turn I have learned that sometimes you have to wait for answers. Respect each other’s ways is key to what you need on a global scale. For me a partnership is the same as a relationship. We are not just colleagues 15,000 km apart. We all have the same point on the horizon and have to take the same road to get there.”

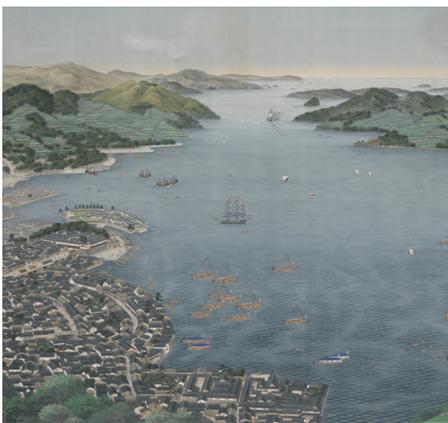
### **Adapt traditions**

“In the beginning we started working together with a small group of already international oriented employees. We have got to know each other quite well now and I think the time has come to safeguard our relationship and strengthen the teamwork,” tells Jeroen Kortsmiit. Reiji Miwa shares his opinion. “We are at that moment in the company process where all employees have to adapt traditions. And we experience that as difficult. Everyone has to find his or her own way in this process. We have to harmonize our other ways of thinking and different opinions on all levels;

find ways to work as one worldwide team. Like finding the right time for Skype meetings. Despite the eight-hour time difference between the Centers of Excellence in Rotterdam and Tokyo, we can have daily contact this way.”

### **Centers of Excellence**

And not only the Centers of Excellence in Tokyo and Rotterdam are interconnected, it is the same with Singapore and Houston. The collaboration between JRC and Alphatron Marine is organized from the Centers of Excellence network. Each Center of Excellence offers local sales and support, marketing, training, technical support, onboard service and distributor management for the region. Reiji Miwa: “We are able to share information within the same system, to be continually up-to-date, regardless of the time zone or normal opening hours of each Center of Excellence or office abroad. At the core of our Centers of Excellence is a highly committed team that is available 24/7 to listen to our

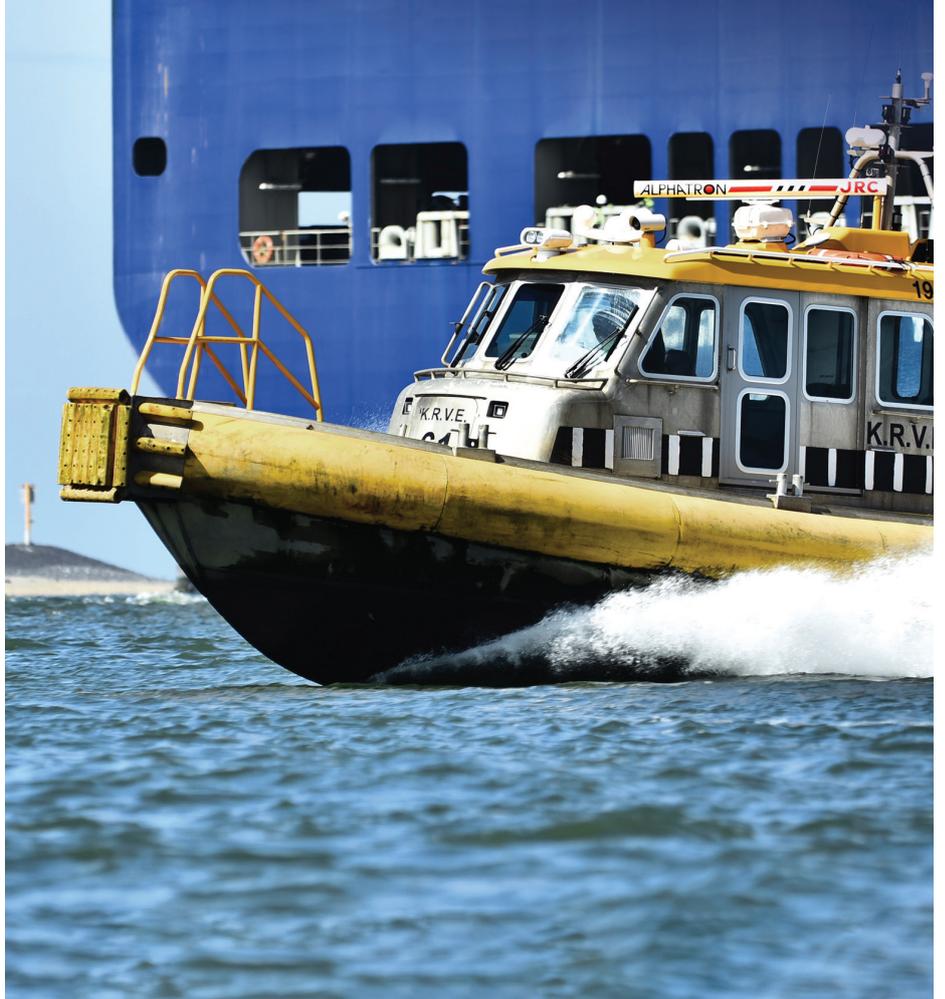


Picture by Shutterstock.

### **400 YEARS OF JAPANESE AND DUTCH RELATIONS**

*Four centuries ago the Dutch traded exotic Asian goods such as spices, textiles, porcelain, and silk with the Dutch East India Company. One of the trading outposts was at Hirado. When the Shimabara uprising of 1637 in Japan happened, in which Christian Japanese started a rebellion against the Tokugawa shogunate, it was crushed with the help of the Dutch. As a result, all Christian nations who gave aid to the rebels were expelled, leaving the Dutch the only commercial partner from Europe. In those days the Dutch trading post moved from Hirado to the Nagasaki harbor on an artificial island called Dejima.*

**“We harmonized  
our ideas to  
approach the  
market as one.”**



customers and to focus on innovative solutions for a myriad of needs. That makes us able to act globally and locally at the same time!”

### **Communicating worldwide**

“Another example of good integration is our special academy Alpha Study, meant for our colleagues to learn about the Japanese culture at our academy in Rotterdam this spring. All easy steps with great benefits,” explains Reiji Miwa. “It is the same with our communication and marketing department,” adds Jeroen Kortsmid. “We harmonized our ideas to approach the market as one. Also to be more cost efficient. We combined the design for our exhibition stands. You will see

that new look and feel at Sea Asia in April (page 8). Also sharing ideas about brochures and leaflets, using the same business cards and of course publishing this magazine are good examples of communicating worldwide as one company.”

### **Bright future**

On the question how to summarize last 5 years of cooperation, Jeroen Kortsmid answers: “As an Alpatron Marine-man I saw a Dutch company with some Japanese influence at the start, which now has an increasing JRC involvement. Best of both worlds, and yet we are on the eve of the start of the real partnership.” Reiji Miwa saw the change from the other side. “JRC was a conservative

company and thanks to the Dutch it is now more open minded and international. But it actually does not surprise me. Japan and the Netherlands have a long relationship; Over four centuries ago the first trade liaisons were established.”

Although the market is a challenging one these days, Jeroen Kortsmid and Reiji Miwa both see a bright future for Alpatron Marine and JRC. “Together we are a unique combination and ready to expand the market share. As long as everyone stays passionate, cooperative and act international, success has no boundaries.”

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# ALPHATRON MARINE AND JRC PRESENT AT SEA ASIA 2019

Asia's widely recognized maritime and offshore event Sea Asia is being held from 9-11 April 2019. Alpatron Marine and JRC will be present at this interesting exhibition in the Sands Expo & Convention Centre at the Marina Bay Sands in Singapore.



At this 7th edition of Sea Asia you can expect to see some well-known JRC and Alpatron Marine products. Of course we will introduce our brand new ProLine range on the South East Asia, Oceania and the Middle East market. We will show how the ProLine provides a complete package of globally recognized professional navigation and communication products and solutions for various sized SOLAS and non-SOLAS vessels. You can read more about it on pages 24 and 25. But the best thing to do, is to come to Sea Asia and visit our informative stand!



## THE BIGGEST ALPHABRIDGE EVER BUILT IN SINGAPORE

In February 2019 sea trials were held for two IHC TSHD Beagle 6,000 m<sup>3</sup> dredgers. Last year Alpatron Marine was awarded the order to supply AlphaBridges for these vessels. The dredgers have been built under CCS

class by ZPMC in Qi Dong China for the Shanghai Dredging Corporation. "For Alpatron Marine it was a prestigious project. These were the biggest AlphaBridges ever built in Singapore!" tells Monica Fu, Sales



The graphic is a three-panel invitation for the Sea ASIA event. The left panel features the JRC logo in a red box at the top left, an illustration of the Marina Bay Sands hotel, and a cargo ship at the bottom. The middle panel contains the 'Sea ASIA' logo, the text 'INVITATION Tuesday 9 April at 16:00 Join us for a drink and bite', and a red button labeled 'Booth B2- D01' above an illustration of three drinks. The right panel shows the Alpatron Marine logo and a fishing vessel at the bottom.

**JRC**

**ALPHATRON  
Marine**

**Sea  
ASIA**

**INVITATION**  
Tuesday 9 April at 16:00  
Join us for a drink and bite

**Booth B2- D01**

Manager China, Alpatron Marine Singapore.

Thanks to the good collaboration between Royal IHC in Kinderdijk The Netherlands, IHC Tianjin China, the Alpatron Marine Centers of Excellence in Rotterdam and Singapore and the office Dalian, the project went smooth from start to finish.



**“For Alpatron Marine this was a prestigious project.”**

# JRC AND ALPHATRON MARINE DISTRIBUTOR SALES TRAINING



Sharing new technology and upcoming products was the central focus during the annual distributor sales training in Singapore. “New products such as the GPS JLR-8400/8600, the VHF JHS-800S and the AlphaPilot MFM were introduced. As well as new technologies and software development such as radar LAN technology for the JMR-5400,” explains Roger Toh, Sales Manager Middle East and India for Alphatron Marine Singapore.

Delegations from most of our distributors in South East Asia, Oceania and the Middle East gathered at the Amara Hotel in Singapore on 29 and 30 January. The training was given by Alphatron Marine Singapore’s local product specialists, assisted by product specialists from Japan and the Netherlands. Roger Toh: “To get a real feel for the products, we made it possible for the distributors to get a ‘hands on’ experience. They could use the product, instead of just reading or

hearing about it. We made this experience possible for all the products discussed, including the NeCST which got a re-introduction. The attendees appreciated this very much.”

Roger Toh looks back at a successful sales training: “It is not only an extensive, productive and informative training session. Because we all come from other countries, it is also a good opportunity to catch-up with each other.”



**“To get a real feel for the products, we made it possible for the distributors to get a ‘hands on’ experience. They could use the product, instead of just reading or hearing about it.”**



# ORDER FOR THREE NEWBUILDS DAMEN AXE BOWS

Alphatron Marine has secured the order for 3 newbuilds FCS 3307's Damen Axe Bows. These vessels are being built under a new concept for standardization throughout the Axe Bow-series at the Damen Shipyards in Singapore. The FCS 3307 comes in two types: a crew and patrol version. The first edition of this order will be outfitted in the patrol version. Alphatron Marine will be delivering an AlphaBridge

console with communication and navigation equipment. Maurice Rutten, Director Alphatron Marine Singapore: "For Alphatron Marine it is always a pleasure to work together with Damen Shipyards Singapore on their projects."

Alphatron Marine has already delivered equipment for 27 FCS 3307's built in Singapore and Vietnam. This new order makes for a total of 30 vessels.

*Picture with courtesy of Damen Shipyards Group.*

# UEDA JAPAN RADIO CO. LTD.

## “HERE WE CREATE NEW POSSIBILITIES.”

In the historic former castle town built by Japan’s strongest and most popular samurai clan, you can find Ueda Japan Radio Co. Ltd. This factory started in 1942 and is the vital contributing factor for the ever-developing JRC Group. We spoke to Vice General Manager Hideharu Yokoo about the high precision and technological integration of the Navigation Equipment Section, Radio Communication Manufacturing Department and Manufacturing Business Unit.



“From wireless modules to large-scale systems. Here we create new possibilities in a variety of fields by honing our wireless technology, which has allowed us to stay one step ahead of times,” tells Hideharu Yokoo with pride. For over 33 years he has been working for UJRC. Electronics is his passion. “When I was a little boy in elementary school I would already listen to a transistor radio every day. Short wave radio was very popular in the beginning of the seventies. During the night you could even listen to music from other continents! It was a kind of magic to me. It started my interest for radio communication technique.”

**“Listening to a transistor radio was a kind of magic to me. It started my interest for radio communication technique.”**

**Hideharu Yokoo**  
**Vice General Manager**  
**Ueda Japan Radio Co. Ltd.**

### Dedicated team

There are around 600 employees working in Ueda. Hideharu Yokoo is responsible for different product lines and works with a dedicated team of 60 people. During a tour of the factory Hideharu Yokoo shows us the efficient production lines. “Our production management system supports the entire process of production from product planning to the final shipment. We work with expert engineers and flexible production capability so we can quickly respond to our customers requirements,” he explains while we see the engineers making and testing the latest communication equipment.

### On top

After all parts are meticulously tested, the equipment gets the characteristic JRC logo and is ready for transport to the customer. On top of the roof, the supervisor shows us the radars in operation! “Look, this is how they work,” says Hideharu Yokoo. With the backdrop of the beautiful mountains of Ueda and the rotating radars above our heads he lets us know he loves his life. “I am a happy man with a son (25), two daughters (23 and 20) and lovely wife. And working here is a dream that has come true: The boy who was dreaming at his transistor radio, is now responsible for radio communications at UJRC!” he ends with a big smile.



# A LOOK BEHIND THE SCENES AT THE NAGANO JRC PLANT



In the center of the Japanese Archipelago, surrounded by green mountains, you can find the high-tech plant of Nagano Japan Radio Co, Ltd. The plant, which was established in 1949, counts almost 1.700 employees. We from the Alpatron Marine Magazine, were offered a look behind the scenes and love to share our interesting visit to the Nagano plant with you.

When you arrive at the plant of JRC in Nagano you understand why the Japan Institute of Design Promotion decided to reward the Advanced Technology Center with the Good Design Award for architecture and facilities for commercial use in 2015. The building designed by Nikken Sekkei is amazing. Hideo Otsuki, Manager Marine Communication Group, welcomes us in the award winning laboratory for research and experimentation on wireless and satellite communications. "It aims to study and carry out experiments not only in the building but also on the decks," Hideo Otsuki explains the setup of the inspiring building, where the outdoor and indoor areas form one integrated space. The exterior features overhanging balconies



Picture left, standing from left to right: Takeshi Tokoi, Minoru Akatsuka and Jun Takahashi. And sitting: Hideo Otsuki and Kazuhiro Shiraiwa. Picture right above: Temperature and humidity test chamber. Picture below: Hideo Otsuki in cabin where water resistance is tested.



in all directions which are used for communications experiments, while a spiral-shaped open ceiling space in the center connects all floors three-dimensionally.

### New equipment

Kazuhiro Shiraiwa, General Manager Marine Electronics of the Engineering Department, tells us about the new equipment which his team of developers and engineers is working on every day. Such as the new Marine VHF radio-telephone JHS-800S with touchscreen and the new GPS navigator JLR-8600. "We are constantly actively developing new products to respond to changes in the market. Apart from the technical innovations we are doing here in the

Advanced Technology Center, we must always take into account the environmental- and energy-friendliness of our products. At JRC we see it as our responsibility to provide a safe and secure living environment and contribute to realizing a sustainable society," says Kazuhiro Shiraiwa.

### Testing prototypes

In other buildings of the Nagano JRC premises all prototypes are tested. Hideo Otsuki shows us the most advanced cabins. Products are tested for heat resistance, vibrations and water resistance. "Nothing is left to chance," he explains perhaps unnecessarily. It is very clear the dedicated engineers of the Marine Electronics Engineering

Department work with a 100 percent focus on the products of the near future. Except during the breaks when they do some stretching exercises or enjoy the beautiful view around the Nagano plant.

**"At JRC we see it as our responsibility to provide a safe and secure living environment and contribute to realizing a sustainable society."**

**Kazuhiro Shiraiwa**  
General Manager Marine Electronics  
JRC

# BRENNAN VICE: “THE AMERICAN MARKET HAS A GREAT DEAL OF POTENTIAL”

During the last year, Alpatron Marine USA has been working hard on building relationships and showcasing the latest Alpatron Marine and JRC products. In that time, Area Sales Manager Brennan Vice has become a familiar face for our client relations in North America. We talked with the enthusiastic Area Sales Manager about his work and how the company is evolving to be more of service to its customers in the Americas.

“Alpatron Marine USA is a great company to represent,” says Brennan Vice. “They make innovative products which are all – and I am not saying this just because it is my job – of good quality. Both JRC and Alpatron Marine listen to wishes from the market. With the information of our (potential) customers, we upgrade

our existing products and develop new products, as well as concepts. Last year, for instance, we introduced the ProLine, a complete package of globally recognized professional navigation and communication products and solutions. It is a new one-stop shopping concept fitted to the needs of our customers.

Something never seen before. It is the outside-of-the-box-thinking like this that makes my job even more interesting.”

## Brand awareness

For JRC and Alpatron Marine, the North American market has a great deal of potential. Brennan Vice: “Over the years, we have invested a lot of time and effort in brand awareness, and with success I might add. The product knowledge, however, often leaves something to be desired. That’s where my colleagues and I step in; showcasing the latest Alpatron Marine and JRC products at exhibitions and at the customers’ locations.”

## Trials

To get acquainted with new JRC or Alpatron Marine products, the company regularly sets up trials. “Hearing or reading about what a product can do, is not always sufficient,” explains the Area



**“With an extended network, technical support can be offered anywhere in our area of operations within a reasonable time frame.”**

Sales Manager. “In some cases, you have to use it to see what the benefits can be for you. So what is better than being able to say for instance ‘Here is our River Radar, try it!’. In the last year we have had several trials with the latest JRC sonar and solid state radar on the rough seas near Alaska. The crew was able to experience the products in operation in their neck of the woods, which is an extreme environment.”

### Expanding service network

This year the focus of Alpatron Marine USA is on the expansion of its service network. “Our products travel a vast area. Not just on the high seas, but also on the inland rivers. Therefore, it is important to have a structured service network. You cannot expect a captain or company to buy your product if you cannot offer any after sales service. That’s why we are investing a lot of effort in building new relations, contracting dealers and training their engineers on JRC and Alpatron Marine products. With an extended network, technical support can be offered anywhere in our area of operations within a reasonable time frame.” ends Brennan Vice.

**Read more about the ProLine in the interview with Country Manager & Global Manager ProLine Erik van Boom and Sales Manager ProLine Daniëlle van Zoest-Kulk on page 24.**



## BUSY TIMES AT THE INTERNATIONAL WORKBOAT SHOW

The yearly International WorkBoat Show in New Orleans from 28-30 November 2018 attracted around 15,000 members of the commercial marine industry who came to network, learn about the latest innovative products and solutions, and spot the trends for the upcoming year. JRC and Alpatron Marine were present at the Morial Convention Center where they introduced the ProLine.

“It was a busy couple of days,” tells General Manager Alex Gimenez looking back. “As it is the last exhibition of the year, it attracts a big crowd. We met with a lot of clients and potential customers. To evaluate the year, to show the latest developments, but also, I am happy to say, to discuss plans for the upcoming year.”

### Products and ProLine

At the JRC/Alpatron Marine stand, products aligned with the workboat

and fishing market were showcased. “There was much interest in our sonar and solid state radar,” explains Alex Gimenez. “But the main focus was on the introduction of the ProLine. We received many positive reactions and genuine interest. People could see the potential of a complete package of professional products. We are looking forward to further develop this new concept in the USA.”

# WE DON'T OFFER OUR CUSTOMERS A PRODUCT, WE OFFER THEM A SOLUTION

Customer satisfaction is very important at Alpatron Marine USA. Gerardo Molina, who has been working for the company as Sales Manager since 2017, has years of experience in the maritime business. According to the Sales Manager, the first step towards customer satisfaction is 'really listening' to your customer, before offering a solution, rather than a product.

**“In this nonstop 24/7 hectic environment, it is good to stop. To look your customers in the eye and listen to what they are saying.”**



**Gerardo Molina**  
Sales Manager  
Alpatron Marine USA

In today's world and with big areas of operation, more and more communication is being done digitally. "Nothing wrong with that," says Gerardo Molina. "It is fast, direct and therefore, an excellent way to communicate. But in this non-stop 24/7 hectic environment, it is good to stop. Look your customer in the eye and listen to what they are saying. Don't ask them what product they want, but ask: What is the problem? What is the necessity behind this problem? Let them focus on their business, so we can focus on ours. Because we don't offer our customers a product, we offer them a solution. By making their problem your problem and shifting your perspective, you can work with the customer to find the right products for their needs."

is one of the key languages. Even though most of them speak English (as well), a lot of clients are happy to hear me talking Spanish. It often is easier to explain your problems/situation in your native language," explains the Sales Manager. Within his business areas there is a diversity in markets. Gerardo Molina: "Different countries, or even areas, have different markets and requirements. So one minute I can be discussing sonar trials in California, and next it's all about integrated systems for a high sea vessel. It is important to keep up to date with the latest products and innovations of JRC and Alpatron Marine, so you can speak the language of any market and help your customer the best way possible."

## Speak the language

Gerardo Molina, who is originally from Venezuela, is responsible for Florida, California, the Caribbean and South America. "In my business area Spanish

# SPECIAL PREPARATIONS FOR RETROFIT ON THE KOBI RUEGG

## FACTS & FIGURES

First high-bandwidth  
**2 C-band**  
activations

MAINTENANCE  
CONTRACTS  
2018 RELATIVE TO 2017

+30% 

Growth of **175%**  
on vessels with  
Thor 7 KA Band  
in 2018 due to  
popular lease  
concept with  
JRC JUE-60KA  
hardware.

We're looking forward to a good orderbook for 2019.



**HIGHEST  
BANDWIDTH**

ON A SINGLE VESSEL IN 2018:

**16 MBPS DOWN/  
4 MBPS UP.**

FOR 2019 THIS WILL BE

**UPGRADED TO**

**20 MBPS DOWN/  
5 MBPS UP.**

Before a retrofit can be done, or even before a quotation can be made, an onboard pre-survey must be done. "To check what kind of equipment there is onboard and whether it can be interfaced with the new equipment," explains Miro Zovko, Sales Manager Deepsea (Retrofits) at Alphatron Marine. "You cannot rely on the old schematics. With older vessels it is often the case that the situation on the bridge has changed over time, but that this has not been altered in the drawings. That's why a technician of Alphatron Marine has to go on board to assess the situation and equipment."

### Kobi Ruegg

For the Kobi Ruegg, a multi-purpose research vessel of Fugro, a world leading company that provides comprehensive information about the earth and the structures built upon it, going on board to do a pre-survey was not possible. "Fugro had contacted us for an urgent retrofit, however the ship was not able to get into port," tells Miro Zovko. "In close co-operation with the crew of the vessel and the super-intendent, we came to a working solution to do the pre-survey from a distance. A lot of questions, answers, pictures and measurements were sent back and forth to make it all fit."

At the end of March, the Kobi Ruegg will moor in the east Mediterranean and will be outfitted with a Wartsila Voyage Solution dual ECDIS, radar overlay, adapter plates for fitting the two ECDIS displays and a Glonass Sailor GPS-system.



Picture with courtesy of Fugro.

# ALPHAFACTS

# ALPHATRON MARINE DNA

## COLUMN

In 2018 we have seen our customers fighting their battles on tenders for newbuilds and contracts for their fleet while carefully reviewing their own cost of operation. The struggle with regulations and political conflicts worldwide have again demanded maximum ingenuity from our industry. 2018 was challenging for Alpatron Marine as well, but in a good way. Though we shared the pain of the significant decrease in newbuilds and refit programs in the Netherlands over the last few years, so many of our valued customers proved their resilience and allowed us part of their business. This partnership with our customers has kept motivating our business strategy and our innovations. We are blessed to have a strong connection with our customers. I believe that is because of the very distinctive flow of energy within our company that drives enthusiasm, passion and involvement. It is our Alpatron Marine DNA! Our Founder, Luuk Vroombout who, as an engineer himself, always strived for innovation without automatically accepting what was available in the market. He innovated by listening to the customers. This mentality is the foundation of being an 'Alpatronner'. This DNA has been the fuel for our passion ever since. A distinctive part of our DNA is also our partnership with other solution providers. The synergy between our mother Japan Radio Company, our representations of recognized manufacturers and our own line of complementing solutions allows our role as system integrator to keep evolving.

So what about 2019? Where different organizations preach about autonomous shipping we strongly believe in supported sailing. Our share will be in improving the human decision making capacity by evolving the way of how information is brought to the operator onboard, the human touch in technology! Apart from our investments in smart technologies we will continue working with industry partners on big data analytics, cloud services and further build upon our portfolio of Internet of Things (IoT). Also our market diversity is evolving. Being already successful in the river cruise industry we are very pleased that in the last few years big steps were made in the sea cruise industry. 2019 will also be filled with the delivery of a growing number of interesting and innovative newbuild projects, such as mega yachts, cruise vessels, ferries, transport vessels and vessels for governmental operations, the windmill industry and port operations.

Experts say this year will be a 'transitional year, a turning point for supply and demand balance'. We keep our focus, derived from our DNA, on innovation and staying close to our customers. It will not be a less challenging year for the industry and for ourselves. We are, more than ever, motivated to continue working on innovations and solutions that will shape our future to come.

Gerard van den Baard  
GM Sales Deepsea  
Alpatron Marine

# OFFICE CURAÇAO IS EXPANDING

Because of the expansion of business and personnel, the Alpatron Marine branch on Curaçao is moving to another location. The new office

building, located on the Mathey Wharf in Sint Annabaai, offers storage, service and maintenance facilities for bridge equipment for all IMO-vessels as well

as mega-yachts, fishing vessels and workboats. “We are looking forward to the opening of our new office,” tells Mark Meerveld, Manager Alpatron Marine Caribbean. “From this office we can provide even more service to existing and new customers. It will also give us the opportunity to improve the presence of JRC and Alpatron Marine in our area.”



**“From this office we can provide even more service to existing and new customers.”**

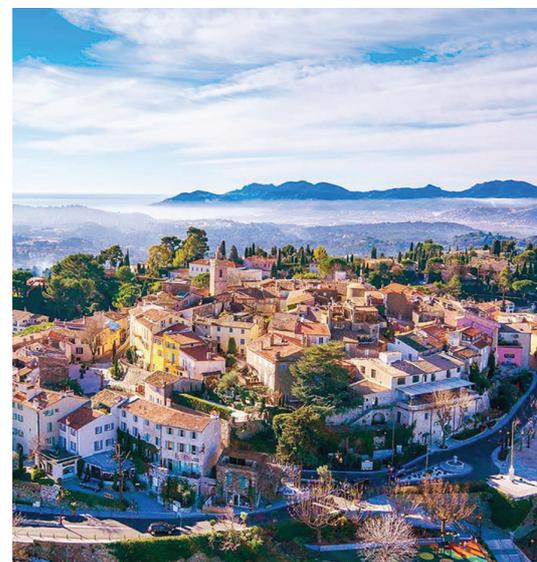
**Mark Meerveld**  
**Manager**  
Alpatron Marine Curaçao

The opening of the new office of Alpatron Marine Curaçao will take place on 29 March 2019. From 1 April the location on the Sint Annabaai will be operational.

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## NEW OFFICE FRANCE

Alpatron Marine France is pleased to announce the repositioning of their head office from Le Havre to a new office in Mougins as we continue to strengthen and grow our services for the French market. We have strategically positioned our new office close to the southern part of France. In combination with our professional dealer network, we are immediately available for service and support in all French ports. The new office will be open this spring and our Alpatron Marine France team will serve our customers from their existing premises in Le Havre until the new office is fully operational. Next issue we will introduce the new French office.



Eletson is well-established in the marine transportation market. The company owns and operates one of the world's largest fleets of medium and long range product tankers. Vasileios Moschovakos, Technical Manager from Eletson, tells that safety is key within the company: "We are dedicated to work with all our know-how and experience for the safety of our people, our environment and the cargoes entrusted to us. The importance of safety, as well as our other goals, has required us build a technologically advanced fleet, manned by a team of highly qualified people. It has led to the introduction of systems and processes which help us monitor, assess and improve our services."

The relationship between Eletson and JRC is already more than 50 years old. "Up to now, all newbuilds are equipped with the latest JRC hardware. For example our oil tanker MT Erikoussa is equipped with JRC navigation and communication equipment. As an operator, we are very happy with the sustainable and reliable products that JRC offers. The cooperation between our two companies is based on friendship and trust. We value our long-lasting relationships with customers, suppliers and business associates," states Vasileios Moschovakos.

When asked about the future, Vasileios Moschovakos replies: "We are determined to remain at the forefront of our industry and maintain our leadership position in maritime transportation of energy well into the future. We will continue to set higher standards for ourselves and the market we serve."



## VESEL PARTICULARS - MT ERIKOUSSA

Length overall:	228.08 m	Speed:	15.66 Kn
Width:	20.4 m	Load:	70,000 dwt
Draft:	32.2 m		
Scantling:	13.7 m		



# ALPHATRON BOARD MT ERIKOUSSA

# THE PROLINE: A PROVEN, COMPLETE AND ONE-STOP-SHOPPING EQUIPMENT LINE-UP

With the newly introduced ProLine product range (ProLine), Alpatron Marine is taking a new approach to the marine industry. Because of the unique strengths of key manufacturers JRC and Alpatron Marine, we are able to unburden customer or shipyard by globally offering a proven, complete and one-stop-shopping equipment line-up. We talked to Country Manager & Global Manager ProLine Erik van Boom and Sales Manager ProLine Daniëlle van Zoest-Kulk about the benefits of the ProLine and how Alpatron Marine is working on the visibility of the ProLine product range on the market.

“Customer service is very important within our company,” begins Erik van Boom. “We always look for ways to unburden our customers. The introduction of the ProLine was the next logical step for us. With the ProLine we can now offer a broad and complete package for customer and shipyard, in an easy and clear way. It includes equipment for all markets: deepsea,

fishery, inland and yachting. Basically if it floats, we have a ProLine solution for it.” Daniëlle van Zoest-Kulk: “Right now the market is focused on single items and single solutions. It is normal to renew one item at a time and to order parts from intergraded systems from different brands, which not always mean the equipment reaches its full potential. It is also typical to focus on the specifications



and conditions of a (refit)project and work within that frame, rather than taking a step back and look at the broader picture. Basically shipowners are restricting themselves. With the ProLine concept we can show our customers all their options in one go: equipment that is proven and that can all be integrated, but also software, upgrades and licenses. A one-stop-shopping experience.”

### Training

The introduction of ProLine also means adopting a new approach from our Alphatron Marine sales managers. “It requires a different, broader way of thinking. That is why we have started the year with an interactive sales training for the European branches,” explains Daniëlle van Zoest-Kulk. “By organizing

the training on an international scale rather than national, we gave ourselves the opportunity to share knowledge and ideas from various markets and areas. It helps with developing the right tools to approach the market actively and to advice our customers in the best way possible so they get a complete solution that lives up to its potential.”

### Visibility

This year Alphatron Marine will mainly focus on the visibility of ProLine on the market. “That means introducing the ProLine in other regions as well,” tells Erik van Boom. It will also continue to play a big part in our exposure at exhibitions around the world. “We will be showcasing a variation of equipment from within the ProLine product range on international

exhibitions like Sea Asia in Singapore, and local ones like the Belgian Dredging Days. We are always looking for ways to show the actual products instead of in a leaflet or brochure, because seeing and using the products always gives a better understanding. So far we received nothing but positive reactions from different branches. We are looking forward to see what the rest of the world thinks,” ends Erik van Boom with a rapt attention.



**PROLINE**  
*ProLine is a total package with professional equipment applicable for various sized IMO and non-IMO intercoastal, workboats, tugboats and fishing vessels ranging from <500GT up to 10.000GT. It consists of a full range of mandatory or non-mandatory equipment. From searchlight to GPS, gyro to autopilot, echo sounder to sonar and even a newly designed command chair, the comprehensive ProLine includes the most suitable products available to fit a wide range size and type of vessels. For professionals by professionals with the highest quality and good conditions.*

*The ProLine package will be sold with a 3-year limited warranty on parts. Essentially all equipment will be delivered ex-factory and can be integrated where needed.*

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

# DANNY DE KORTE TO THE SPECIAL OLYMPIC WORLD GAMES

While this magazine was being printed, over 7,000 athletes from over 170 countries were preparing for the Special Olympics World Games 2019. One of these sportsmen training hard for the games in March, is the 15-year-old Danny de Korte from the Netherlands.

The Special Olympics World Games is world's largest sport event, which focuses on the empowerment of people with intellectual disabilities. Danny de Korte, will be participating as a member of TeamNL and comes out in athletics for the 100 meter sprint, shot put and 400 meter relay race. Under the motto 'Changing lives, Changing attitudes' the Netherlands have sent a delegation of 80 athletes to the games hosted in Abu Dhabi. Danny is the son of colleague Hans de Korte, senior Embedded Software Architect at Alphatron Marine. "Our son was born with very low muscle power, not able to cry or to drink by himself. After 4 weeks Danny was diagnosed with Prader Willi Syndrome," explains Hans de Korte. The following years Danny became stronger and was able to go to school and even started at the local athletics sport club. "We never dared to dream Danny would be participating in a sports event like the Special Olympics. During these games, athletes can show their talents and skills on a world level and show that they deserve as much respect and appreciation as anyone else. I cannot express in words how proud we are of Danny!" tells Hans de Korte. And so are his colleagues from Alphatron Marine who are sponsoring Danny in his goal to win a medal at the Special Olympics World Games.



SPECIAL OLYMPICS  
**WORLD  
GAMES**  
ABU DHABI 2019

You can find the latest information on the website of the Special Olympics: [www.abudhabi2019.org](http://www.abudhabi2019.org) and the website of the Dutch Special Olympics: [www.specialolympics.nl](http://www.specialolympics.nl)

## IN MEMORIAM Keimei Kojima



### April 2013 Executive officer (Marine systems Division)

In 2013, Keimei Kojima made efforts to acquire and make Alphatron marine B.V. a subsidiary of JRC under his strong leadership.

In 2015, JRC Marine segment achieved 54 billion yen in sales and 2.3 billion yen in segment profit, which were the record-setting performance.

### June 2017 President of JRC Marinfonet

He strove to advance the total maintenance business of marine equipment.

# ALPHATRON ON THE JOB

## SHO MIKUNI

DEPUTY MANAGER BUSINESS PLANNING JRC

**Sho Mikuni is the Deputy Manager Business Planning of the marine systems division at the JRC head office in Tokyo. Just three years ago he started in this job. His daily tasks exist out of sales support such as market research and creating tools. No day is the same and that is exactly what makes Sho Mikuni love his job. "I enjoy discovering new things and to combine them with experiences from the past."**

Although Sho Mikuni started working at the Japanese Radio Company from 1 March 2016, he has been familiar with JRC for a much longer period. "I am born and raised in Tokyo. As a child I already heard of JRC, because I was fascinated by radio's. It was no surprise to my parents that I chose to work at a Japanese electronics company after my studies! I worked there for 30 years, before I came to JRC." In his former job Sho Mikuni was responsible for the global marketing. "JRC is also a Japanese company that acts globally. That means you constantly have new experiences, meeting people from all over the world who are working with other values. That really is an interesting part of my work!"

### **New challenges and cultural background**

Talking about different cultures we asked Sho Mikuni what his experience is with Alphatron Marine? "The cooperation with my Alphatron Marine colleagues is good. I don't only talk with them about products and challenges, but I also try to understand more about their background, culture and history. Vice versa I explain our background to them, so they get to know us better," he explains.

### **Roots and harmony**

"I felt a click with JRC and the marine business from the very beginning. Which is not that strange actually, because my grandfather was a fisherman in Hokkaido. I grew up with marine stories," Sho Mikuni continues telling with his charming laugh. "And our office feels familiar to me. I was born and raised in this part of Tokyo. I lived in Nakano from the age of 2 until I was 22 years old." For the deputy manager the most beautiful thing about living and working in Tokyo is that he can enjoy harmonization of traditional and modern things. "You see traditional buildings such as shrines and temples in a canyon of skyscrapers. Sometimes you can even enjoy the view of Mt. Fuji from the busy capital!" Sho Mikuni also feels harmonization when he plays and listens to music. As a cello-player he adores European composers like Bach, Brahms and Mozart. "Sometimes music heals me, sometimes it inspires me, sometimes it is my endless challenge," he tells about his passion.



## COVERSTORY:

# THIRD ROTORTUG IN USA WITH CUSTOM-MADE BRIDGE



Seabulk Towing, Inc. is a leading tugboat operator with operations along the US Gulf Coast and South-eastern seaboard port system. The company, part of SEACOR Ocean Transport Inc.'s harbor towing group, is the first in the USA that has three Advanced Rotortugs in operation. All three vessels have a bridge custom made by Alpatron Marine. The last in the series, the Trinity which featured on the cover of the previous Alpatron Marine Magazine, was put into service last year and operates in the waters of Mobile, Alabama. We talked to Russ Jones, Director of Technical Services for Seabulk Towing & SEACOR Island Lines, about this special vessel.



**Russ Jones**  
**Director Technical Services**  
Seabulk Towing &  
SEACOR Island lines

An Advanced Rotortug is a tug designed by Canadian naval architect Robert Allan Ltd. with a triangular propulsion system. "This system, a triple Z-drive configuration, offers an enhanced omni-directional maneuverability and control, with a redundant propulsion machinery configuration," states Russ Jones. "Because of this system the Trinity can always maneuver into a safer position and the vessel can also turn around and re-establish a towline connection, in case one fails. All-in-all it contributes to a safer working environment, which is one of the reasons we chose an Advanced Rotortug."

### Ergonomics

All three vessels, Trident, Triton and Trinity, are equipped with a custom-made bridge. "During the design phase we had several

meetings with Alpatron Marine," tells Russ Jones. "They really take the time to get to know their customer and the requirements and wishes for the bridge. Our main issue was the ergonomics and proper control and visibility to go with the maneuverability of a Rotortug. Alpatron Marine designed the bridge in such a way that from a seated position the operator is able to navigate, communicate and perform winch operations while maintaining full situational awareness." By designing the bridge consoles as compact as possible, an optimized visibility is achieved. And together with the design of the vessel and placement of the funnels, almost a full 360 degrees of visibility is delivered. Russ Jones: "The right positioning of the equipment, improved situational awareness, a clean and calm design...

Alphatron Marine created the ergonomic bridge design we wanted. Not only does it look good, but it also helps delay the fatigue moment of the operator. Again improving safety.”

### Trinity

In March of 2018 the Trinity, the last in the series, came into service. “In the waters of Mobile, Alabama the Trinity is delivering exceptional service ever since. From docking oil barges and small tankers to providing terminal support. The crew is very content with the Rotortug, its custom-

made bridge with the delivered equipment. The features are very well received and they help by making a part of the captain’s work a little bit easier. At first the yards were a bit skeptical when we said we wanted an Advanced Rotortug, which had never been built in the USA, with a custom-made bridge by Alphatron Marine. Now that they have seen the results: the possibilities of the vessel and the ergonomic bridge with excellent plug and play equipment, they understand why we are proud of Trinity and her sister vessels,” concludes Russ Jones.

**“The right positioning of the equipment, improved situational awareness, a clean and calm design... Alphatron marine created the ergonomic bridge design we wanted.”**

*Picture with courtesy of Master Boat Builders.*





# CHANGES IN THE GREEK FISHING INDUSTRY

The fishing industry is very important for Greece. Due to the rich coastline and many islands, Greece has over 500 fishing ports. The quality of the fish in waters surrounding the country and the courage of the people involved in the fishery, have kept the Greek fleet alive for centuries regardless of the economic crisis. Nevertheless, in order to stay afloat and keep up with the times, the industry has to change and focus more on sustainable fishing. The European Commission has set up funds to help fishermen adapt to this new challenge. Therefore more and more fishing vessel captains and owners are investing in marine electronics, such as JRC's brand new JFS-280 Omni-directional sonar.

"The Greek fishing industry is very versatile," tells Yiannis Melissourgakis, owner and Head of Sales at El Mare, official distributor for Fishing for JRC and Alpatron Marine equipment in Greece since 2017. "The Aegean and Ionian Sea are filled with many different species and each are caught with different type of vessels. Trawlers, seiners, tuna vessels and general smaller net vessels, can all be found in the Greek fishing fleet." The country's fishing industry has always been based on family businesses, but in the last five years changes are visible. Yiannis Melissourgakis: "More and more young, educated people are becoming captains or ship owners. This new generation has a more technical

approach to fishing. From the start they are looking for technics to make their job easier and therefore often invest in marine electronics."

## Marine electronics

But it is not just the new generation investing in marine electronics. "Most of the vessels in the Greek fishing fleet now use Electronic logbooks and have vessel monitoring systems, following EC regulations," explains Yiannis Melissourgakis. "But we also get a lot more interest in marine electronics such as sonars, radars and PC plotters. People become more aware of the benefits of this kind of equipment, from catching the right kind of fish, hauling



**"It is amazing to see how a product changes over time and how JRC has been able to take sonar systems to a whole new level."**

**Yiannis Melissourgakis**  
Owner & Head of Sales  
El Mare Marine Electronics



Picture by Shutterstock.

## FISHING EQUIPMENT

We also deliver specialized fishing equipment, including ultrasound and sonar systems, for different types of fisheries. A lot of fishing equipment can be found within our ProLine range, including the JFC-800E Fish Finder and the JFP-185 Searchlight Sonar as well as the JFS-280 Omni-directional sonar with its greatly improved detection range, crisp images and stabilizing function.

For more information on JRC and Alpatron Marine fishing equipment visit [www.alpatronmarine.com](http://www.alpatronmarine.com) or contact [sales@jrc.am](mailto:sales@jrc.am)

bigger catches and having to work less hours.” Marine electronics from Japanese companies are very popular among the professional fishing companies. Yiannis Melissourgakis: “Japanese companies like JRC are known for their reliability and therefore get a lot of interest. Our company has been cooperating with JRC long before we became an official distributor. Customers appreciate the technical support and service JRC and Alpatron Marine offer. In which, of course, we are more than happy to contribute.”

### Sonar

Over the years the sonar has become more and more popular in the Greek fishing industry. “Sonar equipment is

continuously evolving. Take the new JFS-280 Omni-directional sonar. It is really made to find fish. Even in bad weather conditions this sonar can still detect a small quantity of fish. It also has a long distance reach, even in shallow depths. Our company has been installing sonars for a long time, and I can honestly say, the JFS-280 is different. Very easy to

.....  
*Recently El Mare Marine Electronics installed a JFS-280 Omni directional sonar on a purse seiner, the Liveris Fotini. Owner and fishing captain Manolis Georgios is positive about the results. “The sonar is really impressive. Where other sonars have difficulties to detect fish schools, the JFS-280 is living up to its expectations. We mainly fish for sardine and anchovy and this sonar is very suitable even for small fish quantities. The fish are easily detected and appear clearly on the sonar screen. It almost makes it look like a computer game!” tells Manolis Georgios. “But joking aside, it helps us a lot by reducing the time needed to find the fish. I would recommend it for any kind of vessel.”*

install and very easy to use. It is amazing to see how a product changes over time and how, in this instance JRC, has been able to take sonar systems to a whole new level. Because of the fish density histogram the JFS-280 may even be EC-funded,” ends the enthusiastic owner of El Mare.



# JRC MARINE SERVICE CENTER TOKYO

## “LOCAL SERVICE IN A BIG MARKET”



**Hajime Hirota**  
General Manager  
Marine Service Department  
JRC Tokyo

The port of Tokyo is just 14 nautical miles west of the port of Chiba and about 23 kilometers northeast of the port of Yokohama. It is the biggest industrial and urban area in Japan and one of the major centers of the world economy. Over 32,000 ships visit the port of Tokyo for services. The JRC Marine Service Center is situated close to this important harbor. We talked to Hajime Hirota, General Manager Marine Service Department, about the Marine Systems Division of JRC in Tokyo.

“We have our office, warehouse and workshop in Koto-ku, this ward is located east of the center of Tokyo with the Sumida River to the west and the Arakawa River to the east. In minutes we are on the highway on our way to the harbor,” explains Hajime Hirota on the roof of the office from where you can see the immense harbor. The Marine Systems Division of JRC exists of 6 different divisions, the Marine Service Department being one of them. Hajime Hirota has joined the



Port of Tokyo. Picture by Shutterstock.

team in 1985. After 15 years working as an engineer, he became responsible for all sales and after sales in service. “So I have many experiences in this department,” he continues telling enthusiastically. “I understand what sales have to deal with, but also know the problems like time pressure, the daily reality of our service engineers.”

### **Quickly and efficiently**

The office of the Marine Systems Division of JRC in Tokyo consists of 5 floors. There is a truck yard, a big warehouse, showroom, training rooms, a workshop and repair center. “It’s a great advantage to have everything here in the same building. Our engineers can instantly have all the amenities for their onboard repair and technical support,” tells Hajime Hirota. “And that’s necessary when you want to anticipate quickly and act efficiently. To give local service in a big market.”

### **Best database you can have**

Talking about the good and fast service of the Marine Systems Division, Hajime Hirota emphasizes the importance of the MS-WEB. “With this service control system, we know everything, from diagnosis to billing, that is happening onboard of all relevant ships 24/7. This ship register database is the best you can have! Alpatron Marine and JRC Marinfonet are both connected with the MS-WEB so they can act immediately if there is a problem with a vessel anywhere and anytime in the world. But it is not only a very valuable system when it comes to rush jobs, it is also very worthwhile in annual maintenance contracts.

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## **JRC MARINFONET**

*Part of the Marine Systems Division of JRC is JRC Marinfonet Co., Ltd. This company, established in 2000, provides service for JRC marine electronics installed on board vessels all over the world and provides communication services.*

### **JRC MARINE SERVICE CENTER TOKYO**

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# THE PERSONAL ASPECT IN SERVICE IS REALLY IMPORTANT TO CHEMSHIP

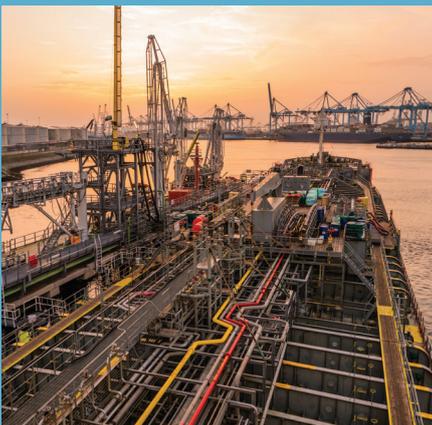
In the big world of chemical logistics Chemship is a small, dedicated operator. The company, with its head office in the Netherlands, has a long tradition of servicing parcel tanker routes to and from the east Mediterranean. To operate on such a big market, Chemship has found a good balance between strong contract business and spot availability. The personal aspect in operating globally is very important to the company which is celebrating its 50th anniversary.

“Our multi-grade chemical tankers are designed for the transportation of a wide variety of liquid bulk materials, including specialized chemicals, acids, vegetable oils, lube oils, aromatics and clean petroleum products,” summarizes Niels Grotz, Managing Director of Chemship. “They operate on two major trade lanes: From northwest Europe to the east Mediterranean and from the US Gulf coast to the east Mediterranean and vice versa. We can guarantee a monthly departure from the USA. From northwest Europe we call at all main ports four times a month. I am proud to say that in our 50 years of operations

we have become market leader on these trade lanes.”

## **Personal aspect in service**

Being a small dedicated operator in this market has its advantages. “We are ‘boutique’,” says Niels Grotz laughing. “We can provide contracted business for large oil chemical companies, and, when needed, we can also offer tailor-made solutions for smaller players on the market. That personal aspect in service is really important to us. We encourage our employees to place our customer’s requirements above everything and offer sustainable seaborne solutions.”



## **GADOT GROUP**

*Chemship is the marine division of the Gadot Group. What basically started with the installation of a tank and a jetty near the port of Haifa, has grown into a leader in the field of management and operations in the chemical value chain, including marketing and distribution to industries in Israel and Europe, procurement, marine transport, storage, and distribution of bulk commodity chemicals, oils and other materials for various industries. From the office in Capelle aan de IJssel, Chemship operates a modern fleet of 11 stainless steel tankers.*

**“JRC and Alpatron Marine have offices and service points along our routes. When there is a problem , you can contact them 24/7.”**

**Niels Grotz  
Managing Director  
Chemship**

Operating the same trade lanes for 50 years has given Chemship the necessary experience. “We use our history to provide better service for our customers. Knowing the ins and outs of these trade lanes we can advise them on matters like port restrictions and other events that can delay shipments. It makes us able to anticipate developments and respond to them quickly.”

### **Renewing the fleet**

“At Chemship we always opt for the best means available for our customers,” states Niels Grotz. “That is why we are investing in new vessels. Not to extend our fleet, but to renew it. Last year we have welcomed three new tankers: the Chemical Contender, the Chemical

Explorer and the Chemical Enterprise. In 2019 two new vessels will follow.” The new additions to the Chemship fleet are all built in Japan. “And so is the equipment on the bridge,” adds Niels Grotz. “The majority of the navigation and communication equipment is provided by JRC. We have a long history with JRC and have always been very satisfied with their products and service. JRC and Alpatron Marine have offices and service points at all main ports along our routes. When there is a problem, you can contact them 24/7. They can always find a solution and spare parts are never a problem. JRC and Alpatron Marine treat their customers like we treat ours: with a personal touch.”



*Pictures with courtesy of Chemship.*

# INNOVATIONS



*Cora van Nieuwenhuizen, Dutch Minister of Infrastructure and Water Management in the captains chair of the AlphaBridge ashore  
Picture with courtesy of Erik Jansen Photography.*

## GLOBAL CHALLENGES, DUTCH SOLUTIONS

As an innovative company Alpatron Marine is always on the forefront of providing solutions. The development of supported and remote sailing is a challenge we face in the world. During the Innovation Expo 2018 held at the end of the year in the world port of Rotterdam, tug operator Kotug demonstrated a new, remote-controlled firefighting tug. Alpatron Marine provided the 'bridge onshore', the demonstration tugboat bridge and connected this bridge to Rotortug's RT Borkum. An innovative example of a Dutch solution for a global challenge!

The Innovation Expo with the theme 'Global challenges, Dutch solutions' was held at the RDM Submarine Wharf in Rotterdam. The interested public filled with excitement looked on how Cora van Nieuwenhuizen, Dutch Minister of Infrastructure and Water Management, took her place in the Alphatron Marine's captains seat ashore. Moments before she was on board of Rotortug's RT Borkum to see firsthand how an experienced Kotug captain based on shore took control of the tug and extinguished a 'fire' on a nearby jetty. Alphasatron Marine provided the 'bridge onshore' and connected this to the AlphaBridge of the RT Borkum.

### Safe operation

The demonstration during the Innovation Expo was a similar exercise as performed in June 2018 at the ITS convention in Marseille. Kotug believes that remotely controlled tugs have the potential to improve safety in firefighting applications, since no crew members are placed in proximity to a burning vessel or shore side installation. Various simple operations in remote locations can already be done from remote controlled stations. The real time sensor technology makes it possible to give the remote control captain the situational awareness that is needed for safe operation. Combined

with the drone technology to connect the towline, unmanned shipping is commercially and technically getting closer.

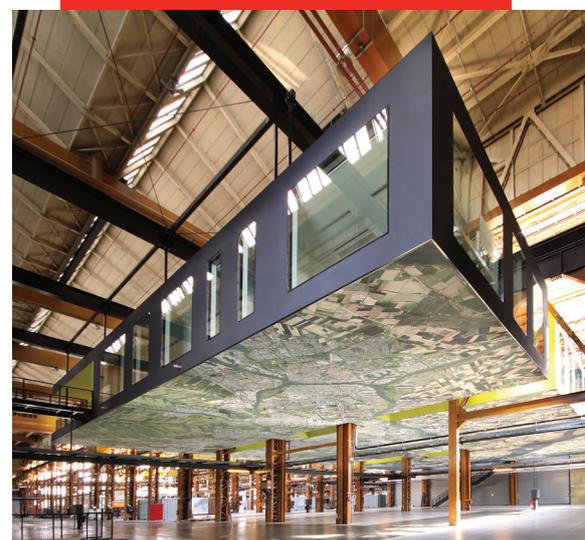
### Collaboration

Alphasatron Marine endorses the concept of supported sailing. The collaboration with true specialists in the field of tug-boat operators allows us to work further on concepts that can bring human and machine closer together in a safer environment. At the same time in politics rules need to be amended before tugs can actually start doing their tasks fully autonomous. Unmanned shipping does not yet comply with current rules and regulations.

## HISTORY AND FUTURE COME TOGETHER AT RDM

RDM is the former shipyard of the Rotterdamsche Droogdok Maatschappij. Here, in the heart of the port area, shipbuilders once worked on world-famous vessels like the SS Rotterdam of the Holland America Line. Nowadays it is a hotspot for innovation. At this place in the port of Rotterdam the manufacturing industry of the future is taking shape. A good environment to organize the biannual Innovation Expo!

*Picture with courtesy of Havenbedrijf Rotterdam.*



# TRAINING CENTER USA

Technical training is a continuous process that partly happens in the field, but must also be facilitated by a certified instructor. Maritime engineers and technicians are required by law to obtain a certificate to work on critical marine equipment. At Alpatron's training center in Houston, Trainer Tom McCasland instructs distributor's technical teams and owners on JRC and Alpatron Marine equipment. Tom McCasland is available to give technical as well as operational training in house and on location.



*Tom McCasland during an operational training on board.*

"I have been training distributors, captains and navigational officers on JRC products since 2008," states Tom McCasland. "For the last two years, Alpatron USA (AMU) has had a training center in Houston, where we organize, schedule and provide courses on ECDIS, radar, VDR and other JRC and Alpatron Marine equipment. When needed, I travel throughout the Americas to give training on location. Whenever a ship is equipped with new equipment, it is essential for the crew to be taught the specifics of these devices. The operational training can take place in a classroom, but can also be on the vessel, wherever it may be located." The instructor often tours the country for technical

training courses as well. Tom McCasland: "For many small distributors it isn't possible to send their technicians to AMU. We therefore organize – on request – multi-distributor training

**"We do our best to offer training in ways that are most convenient for our distributors."**

**Tom McCasland**  
**Training Manager**  
**Alpatron Marine USA**

courses closer to home, bringing the equipment to them. Proper training is both important for Alphatron's distributors, as well as our own company. We do our best to offer training in ways that are most convenient for our distributors."

### **Train the trainers**

It is essential for a certified instructor to be knowledgeable in the latest products and regulations," says Tom McCasland. "Therefore, special 'instructor trainings' at Alphatron's Marine Center of Excellence in The Netherlands and the JRC factory in Japan are held every year." Alphatron Marine also hosts a training seminar each year, where instructors from all over the world come together to share their experiences. "You can learn a lot from each other, since every instructor has a different training style. For instance, I prefer to go deeper into the subject than required. You are teaching technicians and they need to have the expertise when they go to a customer. Therefore, I like to put the theory into practice, by letting them do a software upgrade or I will disassemble the equipment, 'rip it apart' and let them put it back together. It's also a bit of self-interest: the more I teach them at the course, the less they are going to call me for assistance!" ends Tom McCasland laughing.

**For more information about technical and operational training, go to our website: [www.alphatronmarine.com](http://www.alphatronmarine.com)**



# AGENDA EXHIBITIONS

## **BELGIAN OFFSHORE DAYS**

**20-21 March 2019**

Oostende, Belgium

Stand number: 19

## **CMA SHIPPING**

**02-04 April 2019**

Stamford, USA

## **SEA ASIA**

**09-11 April 2019**

Singapore, Singapore

Stand number: B2-D01

## **CONSTRUCTION SHIPPING INDUSTRY**

**07-09 May 2019**

Gorinchem, The Netherlands

Stand number: L-103

## **EXPOMAR FUNDACION**

**09-12 May 2019**

Burela, Spain

## **TUGNOLOGY**

**14-15 May 2019**

Liverpool, United Kingdom

Stand number: 43

## **BARI-SHIP**

**23-25 May 2019**

Imabari city, Japan

## **NOR-SHIPING**

**04-07 June 2019**

Oslo, Norway

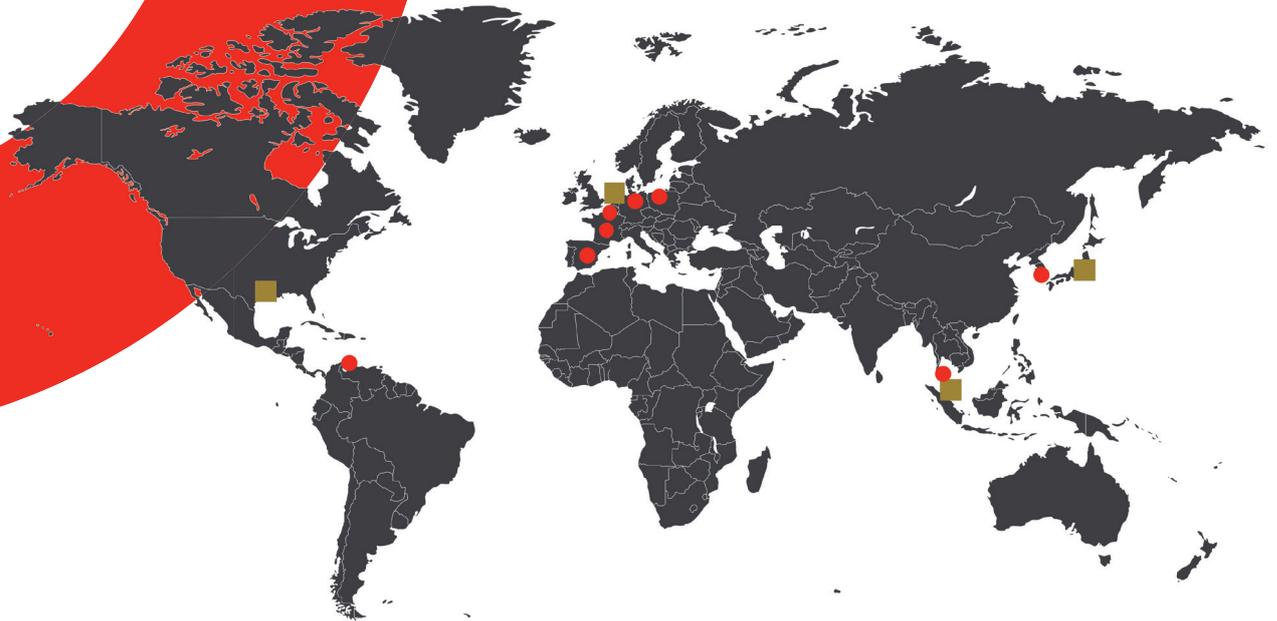
Stand number: B02-24

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