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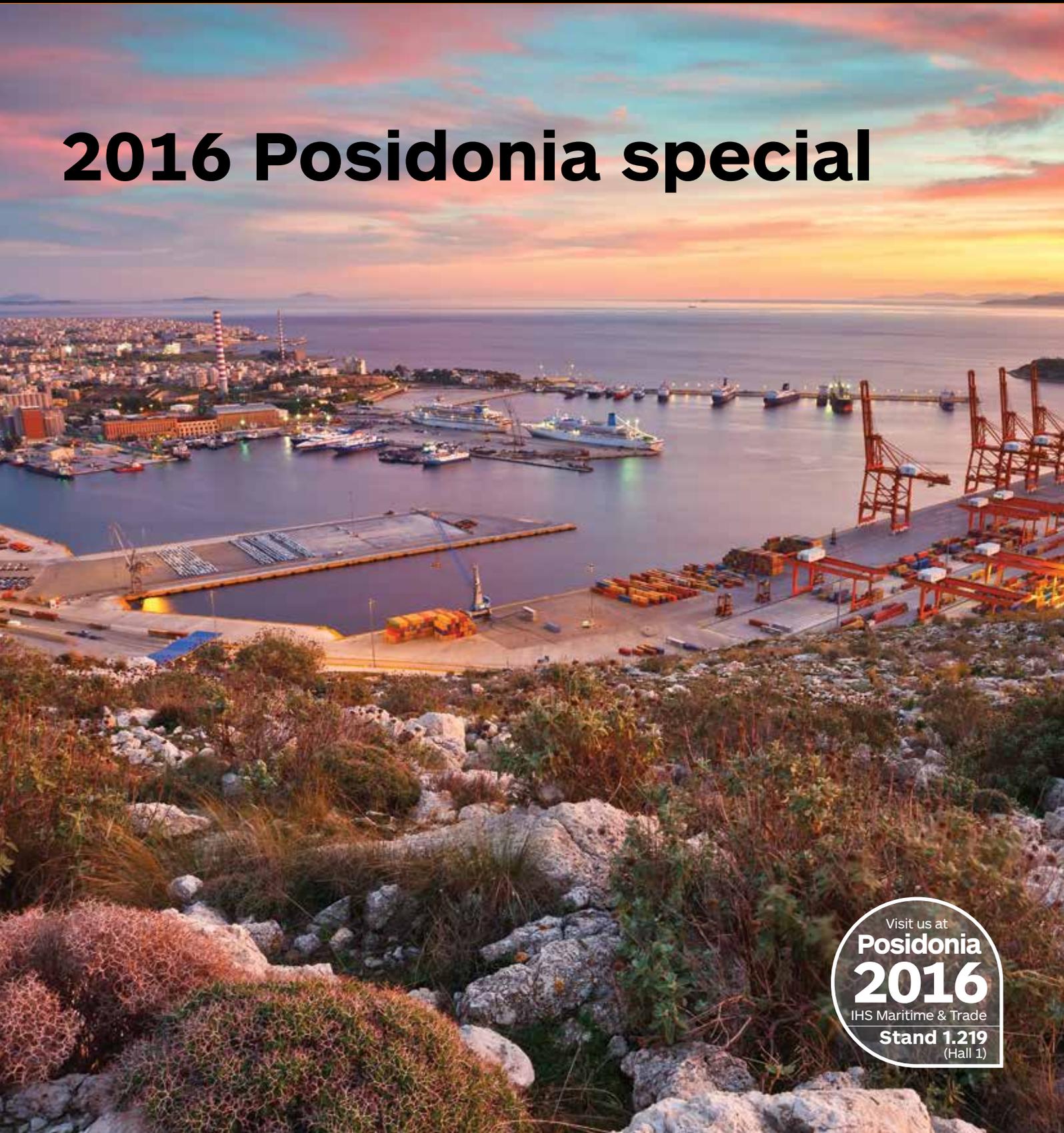


# IHS Safety at Sea

Posidonia special May 2016

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## 2016 Posidonia special



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# A many pronged event

Communications services and technology are likely to be at the forefront of Athens' biennial maritime trade show, as **Martin Watts** reports

This year's Posidonia exhibition in Piraeus from 6–10 June will set records for both exhibitor and visitor numbers, according to Theodore Vokos, executive director, Posidonia Events.

To achieve this, the show will have to top the 2014 edition's 1,840 exhibitors from 93 countries and 19,000 visitors from 96 countries.

But Vokos bases his forecast on "the major shipbuilding nations and other traditional Posidonia participants from all over the world who have already confirmed their presence, in addition to many first-time exhibitors representing some new-to-Posidonia sectors".

These new sectors include the marine travel industry, which will be represented by 12 major agents. Airlines from Europe, Asia, and the Gulf will also be seeking to attract more business from a marine industry with an expanding travel budget.

The banking sector is also back at Posidonia, after several years' absence, which may reflect an emergence from darker economic times.

Vokos further forecast the trade show would stand out because of China's participation, "with its shipyards, equipment manufacturers, shipping services and financial centre providers".

"The strong Chinese participation at Posidonia, together with the recently announced acquisition of the Piraeus Port

by COSCO, underline the strong friendship and maritime business relation between the two nations," he told *IHS SAS*.

Japan and South Korea will also have strong representation, in both shipbuilding and manufacturing, including the design, production, supply, and servicing of lifesaving and safety-related equipment.

Posidonia has attracted new and old maritime centres. Cyprus, Hong Kong, Malta, Panama, and Singapore will all have national pavilions

displaying products and services. 'Newer' maritime centres, including Dubai, Vancouver, Shanghai, and Luxembourg

## Key points

- Inmarsat Maritime and newly rebranded Marlink are among the prominent exhibitors
- Asian representation, particularly from Chinese manufacturers and service providers, is expected to be high

(making its debut at the exhibition), will also show the services they offer within what is now termed their maritime cluster.

In terms of organisation and visitor experience, Posidonia has upgraded its facilities within the Athens Metropolitan Expo exhibition centre.

"This year, we are hosting the most comprehensive conference and seminar programme in the exhibition's history with almost 40 confirmed presentations covering most aspects of the industry's diverse spectrum," said Vokos.

Alongside important conferences and events, the technology programme will feature presentations by companies such as DNV-GL, Hyundai Heavy Industries, and Rolls-Royce Marine.

As in previous exhibitions, the Young Executives Shipping Forum will showcase career opportunities for new professionals in the industry.

In the three days leading up to the main event, more than 2,500 shipping professionals from around the globe will take part in the Posidonia Games. Featuring golf, running, sailing, skiing, and soccer, these will doubtless enhance the event's excellent teambuilding and networking opportunities.

Vokos sees no headwinds for the expo from global shipping's negative outlook for 2016 amid the slowdown in economic growth.

"Posidonia constantly enhances its appeal as the must-attend international shipping event due to its unique legacy and long heritage as the event which creates new business opportunities in tough markets," he said. With relevance to safety technology, he emphasised Posidonia's role as "a potential catalyst for future developments in sea transportation.

"The exhibition and the conference programme reflect the new technologies

'Posidonia constantly enhances its appeal as the must-attend international shipping event'

Theodore Vokos

Executive director, Posidonia Events



Posidonia



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Inmarsat

Inmarsat launched its high-speed maritime broadband service Fleet Xpress earlier this year



Inmarsat

‘Inmarsat is the only safety services provider approved to deliver GMDSS under the rigorous SOLAS requirements’

**Drew Brandy**  
SVP, Inmarsat Maritime

which the industry is likely to adopt in the near future and discuss potential problems between new regulations and market response,” he said.

IHS SAS has been speaking to some of the exhibitors at Posidonia, whose products and services play a significant and vital role in safety across the marine industry.

### All aboard

One of the most important factors for ensuring safety at sea is effective communication technology, at the forefront of which are satellite services. **Inmarsat Maritime (Hall 1 Stand 1.211)** will be using Posidonia to highlight its latest technologies, including the Ka-band/L-band maritime service Fleet Xpress. Launched earlier this year, Fleet Xpress delivers a transformational global high-speed broadband service and is the first to do so from a single network operator. Drew Brandy, Inmarsat’s senior vice-president, maritime market strategy, told IHS SAS that Fleet Xpress “delivers high-bandwidth data

speed enabled by Global Xpress [Ka band] and the proven reliability of FleetBroadband [L-band] as a backup, delivering 99.9% network availability worldwide.” Inmarsat will also be displaying its new Fleet Media service, which enables ship operators to provide their crews with the latest film and television programmes, including many hours of on-demand content that can be viewed on a variety of fixed and mobile devices.

With a particular focus on safety, Inmarsat will use Posidonia to acknowledge the 25th

anniversary of Inmarsat C. “Inmarsat is the only safety services provider in the world approved to deliver Global Maritime Distress Safety Services [GMDSS] under the rigorous International Convention for the Safety of Life at Sea [SOLAS] requirements,” said Brandy. Indeed, over the past quarter of a century, Inmarsat C has provided a critical link between ships in difficulty and rescue centres, saving thousands of lives.

Posidonia’s relevance to Inmarsat is as an opportunity “to engage maritime industry leaders in an open dialogue exploring how always-on connectivity can reap the rewards big data delivers to other industries, while enhancing crew retention, welfare and safety”, said Brandy.

### Customised service

In February 2016 the commercial satellite communication division of Airbus Defence and Space was rebranded as **Marlink (Hall 1 Stand 1.116)**. At Posidonia, the first major



Marlink

‘Our strategy is to continue providing high levels of service and unique technical support’

**Tore Morten Olsen**  
President (maritime), Marlink

shipping exhibition since then, Marlink will be demonstrating its continuity and ability to innovate to both service provider partners and the shipping companies they serve. Tore Morten Olsen, Marlink's president (maritime), confirmed that "our strategy is to continue providing high levels of service globally and unique technical support that helps ships to operate safer and more effectively".

Innovations, such as Marlink's VSAT (Ku-, Ka-C-band), MSS (L-band), and M2M will be exhibited together with the industry-standard XChange service delivery platform and SkyFile software.

As part of the rebranding, Marlink has segmented its offerings so each business sector, such as shipping, offshore, and cruise and ferry, can receive a more bespoke service.

New services include the Universal Card Go which, according to Olsen, provides "a new single multi-band prepaid solution for crew Internet access and voice calling on all service types". In effect, this single payment card enables crew members to call mobile phones and land lines, "sending SMS and internet connectivity over Ku-, C-, and, in the future, Ka-band VSAT, in addition to L-band MSS from Inmarsat and Iridium".

Marlink sees Posidonia as the ideal platform for demonstrating its global infrastructure and services. "With communications services being intrinsic to the safety and efficiency of global shipping, being closer to the customer is important, and we want to use Posidonia to show that Marlink can support them wherever they are," said Olsen.

### Search and rescue

While satellite-based technology plays an essential and vital role in marine safety, other means of communication are crucial when disaster strikes.

Sister companies **ACR Electronics** and **Ocean Signal**, which manufacture electronic safety products such as EPIRB (emergency position indicating radio beacon) and SART (search and rescue transponder), will be found in their parent company's (**Drew Marine**) location (**Hall 3, Stand 3.203**).



ACR's product range includes the new Globalfix V4 EPIRB

ACR's Simon Crowther, EMEA sales manager, told IHS SAS, "ACR has broadened its depth of high-quality GMDSS safety equipment and will be launching these new products to the commercial market at Posidonia."

The company will display three new products, the Globalfix V4 EPIRB, Pathfinder PRO SART, and G-Lights, which includes an H2O water activated model. Globalfix, which has been designed for operation in harsh environments, with a protective keyboard cover and conformal coated circuit board, also has a 10-year battery life, 66-channel GPS, strobe LED light, and is capable of hands free operation.

The fully approved Pathfinder, according to Crowther, "returns 12 blips back to the vessel's radar screen to enhance search-and-rescue efforts. The lithium battery provides more than 96 hours of operating life in standby mode and 12 hours of active operating life".

The standard C-light is a personal distress light equipped with a 20-lumen LED that provides 30 hours of continual operation. The H2O version has two activation methods, water and manual, and both models are designed to be deployed with lifejackets.

"Our goals at this year's Posidonia are to highlight ACR's new products, connect with shipowners and operators, meet new distributors in target markets, and reconnect with existing business partners," said Crowther.

Ocean Signal is also using Posidonia to

exhibit new safety products and services. "Posidonia is an important show for Ocean Signal this year as we are strengthening our presence in the commercial sector," said James Hewitt, sales and marketing manager. "We are displaying our range of innovative devices which have been specifically developed to meet the needs of commercial shipping, offshore industries and fishing sectors."

A special focus will be on Ocean Signal's latest device: the M100 and M100X Maritime Survivor Locating Device (MSLD) with automatic identification system (AIS) and 121.5 MHz homing beacon. The MSLD is attached to either an immersion suit or lifejacket and is automatically activated on immersion or inflation.

The M100X has been approved for operation in Zone 2 explosive atmospheres so is particularly suitable for workers on oil rigs and offshore platforms.

The M100 is suitable for all other commercial uses. Following activation, both models transmit an alert to AIS receivers and plotters, as well as transmitting a 121.5 MHz homing signal for at least 12 hours.

The compact design of these devices allows them to be worn without hindrance to work. "Developed to save lives in the commercial maritime industry, the MSLD is a rugged and easy-to-use man overboard device which is ideal for the professional marine market and suitable for all offshore and lone workers," said Hewitt.

### The bigger picture

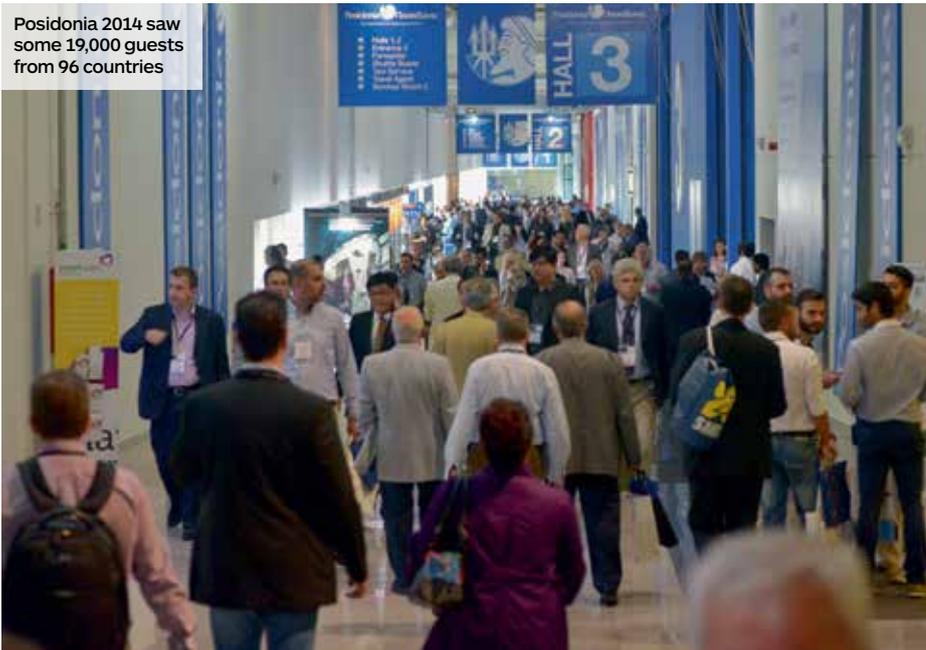
Other areas of marine technology also have a general relevance to safe operation at sea.

**Kongsberg Maritime (Hall 1 Stand 1.202)** will be using Posidonia to exhibit a 'full picture' portfolio of integrated solutions for electronic and data-based shipboard applications. A Kongsberg representative confirmed, among that the 'real' equipment



Kongsberg will show off its 'full picture' portfolio of integrated solutions

Posidonia 2014 saw some 19,000 guests from 96 countries



Posidonia

on show, the company will demonstrate “propulsion control and systems for floating liquid natural gas [FLNG] vessels, steering, custody transfer, fleet management applications, and an engine room simulator”.

Key to Kongsberg’s integrated vessel and fleet performance system is the QA function within its Experience information module. This module allows the user to build up a knowledge base for sharing throughout the organisation, a feature that can be used to learn from the operation of safety systems and provide incident reporting for subsequent analysis.

The company will also use Posidonia as the platform to introduce a new generation of electronic logbooks, adding another dimension to the collection, use, and application of onboard data.

Kongsberg’s representative commented on the company’s uniqueness, “in that it can act as single supplier to shipbuilders and owners, offering the most diverse range of technology available to support safety and efficiency for all ship types, from LNG carriers to bulkers and offshore vessels”.

Japan-based manufacturer **FURUNO Electric (Hall 1, Stand 202)** will be displaying at Posidonia a comprehensive range of its navigation and communications equipment. Mette Moland, marketing co-ordinator from FURUNO’s European branch office, told *IHS SAS* that the company intended to “focus on its FMD-3x00 ECDIS series and the new VDR VR7000”.



Furuno's FAR 15x8 series radar

As ECDIS matures, improvements available to FMD-3x00 series users include a more intuitive interface so watchkeepers can move around the menus easily and efficiently. Increased capability has also been built into the chart management tool, which supports all major chart types.



Roxtec

‘Posidonia presents a terrific opportunity to communicate to the marketplace’

**Graham O’Hare**

*UK managing director, Roxtec*

FURUNO will be demonstrating its specific ECDIS training programmes. As frequently commented upon in this magazine, specific type training has long been recognised as essential to safe navigation and watchkeeping.

FURUNO has invested heavily in both classroom-based and computer-based training systems. Moland said classroom-based training could be delivered “either at one of FURUNO’s own training centres or through the FURUNO NavSkills network of training centres worldwide, including the GMC Maritime Training Centre in Piraeus”.

The Swedish **Consilium Group**, with a specialist division for marine safety and navigation, will be represented at Posidonia by Consilium Marine Hellas (**Hall 3 Stand 3.414**). As a public relations opportunity to interact with new and old customers, Consilium will be exhibiting fire detection products and VDR systems. But Consilium’s display will centre on the launch of the new Speed Log SAL R1a Easy Tank.

According to Lefteris Maniatis, sales manager for Consilium Marine Hellas, this will be “the easiest SOLAS Speed Log to install”. The SAL R1a Easy Tank also incorporates two principles to ensure accurate speed measurement: doppler and correlation, which was selected by Consilium for its high accuracy and simple calibration. The patent pending log is type approved, pressure tested to 40 bar, and will add to the more than 20,000 speed logs installed by the company.

### Hidden protection

A critical aspect of keeping people safe in a working marine environment is protection against fire, gas, and water ingress, particularly with regard to the transit of pipes and cables. **Roxtec (Hall 2 Stand 2.511)** will be demonstrating its latest seal, the Roxtec SPM, which is approved with an A-60 fire-rating and is watertight to 1 bar and gastight to 0.67 bar.

Graham O’Hare, UK managing director, said the SPM “is a non-weld sealing solution that can be used to seal any kind of metal pipe in steel decks or bulkheads on board marine or offshore structures”. With fittings made of highly elastic EPDM rubber and acid-proof stainless steel, the SPM offers a cost-effective and versatile solution to the challenges presented by the transit of services through a vessel’s structure.

O’Hare emphasised that SPM was “an intelligent and progressive product that will help drive efficiency for our customers, particularly in the current challenging economic environment”. “Posidonia presents a terrific opportunity to communicate this to the marketplace,” he added.

Posidonia remains a busy and important forum for the wider shipping community and in spite of – or perhaps because of – difficult economic conditions, technological innovation continues to move forward, with obvious implications for safety at sea.

This is particularly the case in the collection, storage, and transmission of digital information, which can provide an evidential base for investigating accidents, improving safety protocols, and identifying weaknesses in operation and regulation.

Exhibitors at Posidonia will also be demonstrating key enhancements in communications, which can aid life-saving responses to emergencies involving vessels or single seafarers. These developments and others across a diverse range of products are to be welcomed. It will be interesting to see how Posidonia influences what safety equipment is purchased by shipowners, managers and operators. ◀

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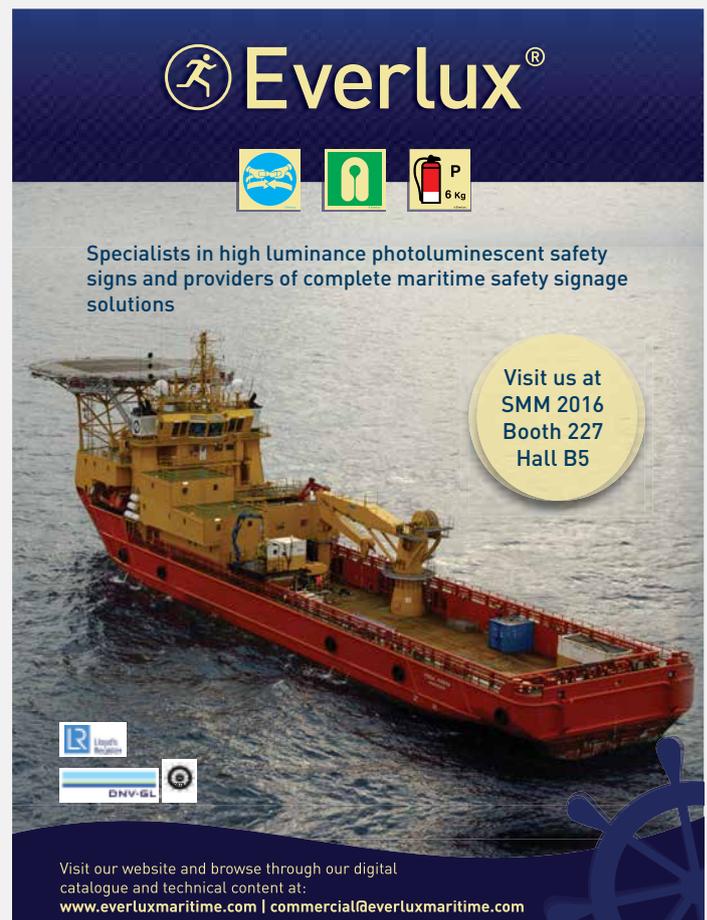
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# Global market leader in marine life-saving systems

Because of market requests, Norsafe has undertaken extensive work to improve release gear for lifeboats which has resulted in the newly updated TOR MKII on-load release hook.

The new design overcomes premature release issues and the highly visible yellow padlock, which can be seen on both sides of the hook, clearly indicates that the hook is set and release cables are correctly located.

Even when the cables are disconnected, the hook is able to stay closed in the most extreme load conditions.

The system has undergone testing to 7.5 x SWL with no damage to the hook.

Another new design is the GES 21, a totally enclosed lifeboat taking up to 26 people.

This model was designed following requests from customers for a compact high specification quality life craft and is suitable for all ships that use free-fall lifeboats including LNG, chemical and dry bulk vessels.

The GES 21 can be launched from a hydraulic ramp which ensures the boat enters the water at a safe distance from the mothership. ■

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The companies, which were already product leaders in their own right before becoming part of 3Si, now together present a far reaching choice of safety products for every aspect of the market.

Core product ranges include SOLAS liferafts, ranging from 6-man to 130-man models, and Ship's Wheel lifejackets, of which there is a very wide range with models designed for every commercial operator. These range from quick-donning constant wear advanced designs to customisable cost-conscious models for



Brian Carlin

corporate personnel. Ocean Safety and Typhoon, the world's largest drysuit manufacturer, also offer drysuits, including heavy use suits and models featuring new advancements in design, as well as total immersion suits including the Typhoon SOLAS suits and the Intrepid suits from ISP.

Further product ranges from the group includes man overboard retrieval systems and electronics. Increasingly the group is offering complete solutions through cross product integration, to create complete survival systems for individual applications.

Installation, quality servicing and expert advice and guidance from leading experts are just some of the reasons why customers choose the 3Si Group.

The group has a global presence with full capability across all market sectors, leading the way in developing lifesaving equipment to meet the demands of tough industrial and commercial maritime environments.

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