The Official Daily News <=

Posidonia Today

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Today's Sponsor

DNV-GL



Ballast water treatment has been a hot topic with the shipping industry for a long time and it still is. The near 60 ballast water treatment specialist companies participating at this year's Posidonia is clear evidence of this and a run round some of the stands quickly shows both makers and clients are keen to talk about how best to approach pending ratification of the BWT Convention expected before the end of 2016.

According to BWT specialists at the exhibition though ratification is around the corner it is still a hard sell as fleet operators continue to play a waiting game before they take the final decision to invest in new technologies that would help them comply with the future regulations. And, indeed there is a wide choice of equipment and different technologies to consider.

Erma First's electrolytic cell and cyclones is on display. "We invest daily

on r&d in order to stay ahead of the curve and maintain our competitive advantage," said Eirini Vitsara, marketing and communications manager of Environmental Protection Engineering (EPE), the mother company of Erma First.

"So far we haven't seen an exponential rise in demand for our ballast water treatment systems, however, this is likely to change once regulations come into force making such upgrades mandatory for new and old vessels," she said.

According to one of the world's largest ballast water treatment specialist, the waiting game adopted by the majority of owners may result in gluts at shipyards worldwide in turn increasing the cost for shipowners who will eventually have to comply.

Vincent Li, project manager of China's SunRui Marine Environment Engineering said: "At some point in the near future there will be huge demand for retrofitting as it is our conviction the BWT regulations will be ratified this year. We have been prepared for a pick-up in demand by doubling our capacity from 500 cells today to 1,000. So we are preparing for the future having in mind the potential growth in demand."

As one of the hottest issues in the maritime industry currently, ballast water treatment will be the focus of a June 9 summit organised at Posidonia by *Newsfront/Naftiliaki* under the auspices of Greece's Marine Technical Managers Association (MARTECMA).

Theodore Vokos, executive director, Posidonia Exhibitions S.A., said: "In anticipation of the change in regulations, the number of big water ballast treatment providers grew from 15 a few years ago to over 60 today with a market share 90%. That these players are exhibiting their offerings at Posidonia is testimony to the show's wide international appeal."

Maran's boost for Korea

John Angelicoussis' Maran Tankers and Maran Gas Maritime signed orders for two firm, two options 318,850dwt VLCCs priced at \$84.6m each and two plus two, 180,000cumtr LNG carriers priced at \$185m each.



The contracts were signed over lunch June 8 in the shipowners' Syngrou Avenue headquarters, and are worth over \$1bn to

South Korea's Daewoo S & ME and the Korean shipbuilding industry.

They were signed during a flying visit by Daewoo president Sung-leep Jung, to Athens to attend Posidonia. The order will not only boost the embattled Daewoo, but on the exhibition floor was being hailed by all South Korean exhibitors.

The LNG newbuildings are to be fitted with M-type, electronically-controlled, gas-injection (ME-GI) propulsion systems and GTT's new NO 96Max cargo containment system and will be delivered in 2019.

The contracts mean Angelicoussis (pictured), Greece's largest owner, has contracted 20 of the 30 LNG carriers ordered previously at the Daewoo. Maran has eight remaining 173,400cumtr vessels building at Daewoo for delivery dates through into 2019 and a similar number of VLCCs.



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Entering the LNG era in the Med and Aegean

The PoseidonMed LNG bunkering project came to Posidonia yesterday in a forum comprising many of the key partners in the initiative.

"The project is addressing the commercial, financing, regulatory and technical drivers to see the first LNG fuelled ship in operation in the Eastern Mediterranean," explained conference chairman Nick Brown, Lloyd's Register's Marine coo.

Project partners outlined latest developments including upgraded storage capacity work underway at the Revithoussa LNG Terminal just outside the Port of Piraeus, where a third tank is under construction to meet anticipated demand.

Christos Lampridis, secretary general of Ports, Port Policy and Maritime Investments at the Greek Ministry of Shipping, also spoke enthusiastically about the prospects for gas fuelled ships.

Panos Mitrou, LR's Piraeus based technology & innovation manager and project lead on PoseidonMed, pointed out that the LNG project would be followed by ELEMED, an initiative to provide shore based electricity to

ships in order to reduce emissions.

"Watch this space – clean shipping is coming to our region," he said.

Earlier in the day a ceremony took place on LR's exhibition stand (4.201) to mark the class society's granting of Approval in Principle (AiP) for a 6,600 m3 LNG bunker vessel design from Hyundai Mipo Dockyard (HMD). Based on Zeebrugge LNG terminal requirements, the design will be capable of supplying both small scale requirements and the current maximum expected requirements for large vessels such as containerships of

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Pictured with Nick Brown and Tom Boardley executive vp External Relations, are HG Kang,

ceo of HMD receiving the AiP certificate and MC Kim, vp for Customer Service team.



up to 20,000teu trading worldwide.

Compliant with the requirements of the revised IGC Code, the design incorporates two cylindrical type 'C' tanks, reliquefaction plant, a new and sophisticated loading arm and high manoeuvrability for safe operations. The design is available in both single and twin screw with different propeller options.



Greek owners look west to Gibdock



Recent projects at Gibdock (stand 2.106) involved two first time ship visits from Greek ferry owners keen to repair vessels in the Western Med.

Hellas Seaways ro-pax Nissos Chios (pictured above) and the Portugalence Shipping's ferry Express Santorini (pictured below) were both in the yard for the first time recently - the former undergoing a broad spectrum of scheduled repairs and the latter in for emergency structural renewal. Both ships are deployed seasonally in the Western Med, with Nissos Chios operating on the mainland Europe-North Africa route and Express Santorini connecting to the Azores, before returning to Eastern Med in the winter.

"We are delighted to have been working with Greek ferry owners in the run up to Posidonia 2016, at a time when stable, reliable and efficient partners are so critical for them," says Richard Beards, Gibdock md. He said "Gibdock takes pride in its reputation for quality work completed to schedule, while the role of Alkis Koukis and the team at our Greek agent Hellenic Industrial & Marine Agencies Ltd was also vital in securing these projects."





RINA forms Gas Centre of Excellence

Responding to the growing interest in use of LNG as a marine fuel, RINA Group has announced the launch of a Gas Centre of Excellence comprising a team of some 40 LNG experts drawn from different companies within the group and based in locations across the globe.

The initiative amalgamates RINA's global gas expertise, including classification and inspection from RINA Services, advice on materials from CSM and engineering consultancy on LNG distribution from D'Appolonia, explained Angelo Lo Nigro, project development manager for services for engineering, at a Posidonia press breakfast held yesterday.

The 'virtual' centre, based mainly in Italy, Greece and Northern Europe, will be able to deliver services across the globe.

"RINA is really at the forefront of this technology in the world," added RINA ceo Ugo Salerno, pointing out that the group's specialist knowledge was already being employed by the Carnival group with the classification of four 6,600 passenger cruise vessels being built by Meyer Werft in Germany and Finland.

The group's geographical reach and overall competencies were recently expanded with the acquisition of Edif Group which includes the ERA engineering consultancy and the NDE testing, inspection and certification business. Following the buyout Private Equity will hold some 25% of the group.

"I think the acquisition fits perfectly with our strategy of growth," said Salerno, increasing RINA's presence in the US and UK. By year end the combined group will reach a turnover

of around €500m, "so we're getting to a size that is of interest to stock markets," he said, indicating that an eventual listing in Milan or London might be on the cards.

In Marine business RINA currently classes some 5.200 vessels of more than 37m gt, including 360 newbuildings delivered with RINA class in 2015, a number expected to dip somewhat but still remain over 300 in 2016.

Regarding Oil & Gas, business has dipped somewhat because of reduced capex by oil companies, Salerno conceded, but this has been compensated for by increased opex activities including oil inspection business and services such as lifetime extension and decommissioning. "I am confident that sooner or later capex will start again," the RINA ceo concluded.



Greek vessel set to start trials of expanded Panama Canal locks

Trials of the Atlantic locks of the expanded Panama Canal are set to start before the curtain comes down on Posidonia, with a Greek vessel, while the China Cosco Shipping (CCS) vessel for the inaugural transit on 26 June will depart from Piraeus June 11.

Panama Canal administrator Jorge Quijano attending Posidonia 2016 told Posidonia Today following completion of testing of the control systems the chartered in 114,248dwt bulker *Baroque*, owned by Golden Union, would be arriving in Panama to test the locks on the Atlantic side of the canal.

Once the vessel has been inspected it will undertake trials of the Atlantic side locks going up, turning around and coming back down, it will not, however, make a full transit of the expanded canal.

"It will do that a couple of times a day and this for not only testing the system but also ensuring that our pilots and tugboat pilots have the ability to practice with a new panamax," said Quijano.

"Golden Union are very happy their



vessel is going to be the one that makes the trials," he said.

At the same time testing of the Pacific locks will be undertaken by a buoy tender from the Panama Canal Authority (ACP). "There are other possibilities we will undertake between now and 26 June on the Pacific side to make sure everything is working," he said.

The first full transit of the expanded canal will be reserved for a Cosco neopanamax container ship. The vessel is set to depart for Panama from Cosco

Pacific's terminal in Piraeus on Saturday, and Quijano is staying on after Posidonia to see the vessel and meet with its captain before it sets sail.

In terms of business for the expanded canal Quijano said they had seen customers switching to use larger vessels and at least one new service being launched. Between now and September 119 reservations have been made for neo-panamax vessel transits. Of these 112 are container ships, with the remainder large LPG carriers.

Quijano said most of the interest

had come from Asian companies NYK, CCS, Evergreen and K Line all making reservations, with its first from Europe, by MSC, booked June 3. On top of the reservations there will be more transits by vessels coming on a first-come-first served basis.

As yet there are no reservations from LNG carriers a new business area the canal is targeting. "We've been talking with LNG exporters and we see that before the end of the year some of them will be coming through once a week," said Quijano.

Organiser	Event	Venue	Time	Contact Organiser
	Thursday 9 June			
Newsfront/ Naftiliaki under the auspices of MARTECMA	Ballast Water Management Summit followed by an Argo Navis workshop on the retrofit engineering studies and installation planning	Posidonia Conference Hall	10:00 - 19:00	natvas@otenet.gr
US Embassy in Athens North American Marine Environment Protection Association (NAMEPA) American-Hellenic Chamber of Commerce	Trading in U.S. Waters Ensuring a Culture of Environmental Compliance	Posidonia Seminar Room 1	10:30 - 14:30	v.tseritzoglou@amcham.gr; c.edwards@namepa.net
Hyundai Heavy Industries	Vessel Lifecycle Maintenance Service OceanLink (Connected Smart Ship)	Posidonia Seminar Room 2	11:00 - 13:00	aftermarket@hhi.co.kr; mh.park@hhi.co.kr
International Association of Classification Societies (IACS)	IACS Quality System Certification Scheme (QSCS): What the Scheme delivers in practice - for the benefit of IACS Members and interested parties in the wider maritime community	Posidonia Seminar Room 2B	11:00 - 13:00	qscs.ops@lacs.org.uk
United Kingdom Hydrographic Office	Implementing ECDIS	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00	customerservices@ukho.gov.uk
Aephoria.net	Blue Growth	Posidonia Seminar Room 2	13:00 - 15:00	dimakis@aephoria.net
Med Solutions International – ShipMedical Ltd	The Medical Care Process Onboard	Posidonia Seminar Room 2B	13:00 - 15:00	ops@medsolutionsint.com By invitation only
Atlas Marine Valves Co. Ltd.	Tips for Ordering Valves	Posidonia Seminar Room 3 - Sponsored by UKHO	13:30 - 15:15	sales@atlasmarinevalves.com
Jotun Hellas Ltd.	Hull Performance Solutions / ISO standards	Posidonia Seminar Room 1	14:45 - 16:45	Catherine.Skourti@jotun.com; Jotun.Hellas@jotun.com
Allianz Global Assistance (AGA)	Shipping Telemedicine & Assistance	Posidonia Seminar Room 2	15:00 - 17:00	communicationaga@allianz-assistance.gr
MarineTraffic	AIS and how to extract value for business intelligence: a practical guide for ship operators	Posidonia Seminar Room 28	15:00-17:00	marketing@marinetraffic.com
United Kingdom Hydrographic Office	Living with ECDIS	Posidonia Seminar Room 3 - Sponsored by UKHO	15:30 - 17:30	customerservices@ukho.gov.uk
ALBA Graduate Business School at The American College of Greece	SEA YOUR FUTURE Key stakeholders' perspectives of the shipping industry	Posidonia Seminar Room 1	17:00 - 19:00	events@alba.edu.gr
Technomep	Certification of Persons and Companies	Posidonia Seminar Room 2	17:00 - 19:00	technomep@otenet.gr
I.M.E.Q. Innovative Maritime EQ Center	Psychology in Shipping: EQ Training, and Ship Manning & Safety	Posidonia Seminar Room 28	17:00 - 19:00	services@ka-ims.com; info@ka-ims.com
	Friday 10 June			
Union of Greek Shipowners	Press Conference	Posidonia Seminar Room 1	11:00 - 13:00	posidoniapress@extrovert.gr
Christodoulos G. Vassiliades & Co. LLC	Cyprus: sailing to the future Solutions for the Shipping Industry	Posidonia Seminar Room 2	11:00 - 13:00	iro.s@vasslaw.gr; mariah@vasslaw.net
Mission to Seafarers	Plans for the Eastern Med and Assistance to Crews Affected by the Refugee Crisis	Posidonia Seminar Room 2B	11:00 - 13:00	ravina.patel@missiontoseafarers.org
Green-Jakobsen	Workshop: Developing resilient safety cultures	Posidonia Seminar Room 3 - Sponsored by UKHO	11:00 - 13:00	j.haugland@green-jakobsen.com
The Canvas/ Open Mind Group	Young Executives Shipping Forum	Posidonia Conference Hall	12:00 - 17:00	ddb@navigatorltd.gr; katerina.stathopoulou@gmail.com
Economia group	Greek shipping in the international competitive environment: opportunities and challenges	Posidonia Seminar Room 1	13:00 - 15:00	aikpourna@economia.gr
Hellenic Management Association (EEDE)	Master the Seas, the EFQM Marine Framework	Posidonia Seminar Room 2	13:00 - 15:00	certification@eede.gr
Department of Maritime Studies/ University of Piraeus	Challenges and Trends in the Maritime Industry	Posidonia Seminar Room 28	13:00 - 15:00	adamkats@unipi.gr
AML - Atlantis Management LTD	Introduction and Guide to the Registration of Ships under the Malta Flag & Related Legal Aspects	Posidonia Seminar Room 3 - Sponsored by UKHO	13:00 - 15:00	sotirios.sa@amlmalta.com
The Carbon War Room	Gaining the competitive edge with efficiency	Posidonia Seminar Room 2	15:00 - 17:00	plewis@carbonwarroom.com
Department of Naval Architects of TEI-Athens	Lifelong Education, Research and Consulting Services in Naval Architecture and Marine Engineering	Posidonia Seminar Room 2B	15:00 - 17:00	glivanos@teiath.gr
City University London/ Hellenic Lloyd's Register	Maritime Law and Technology: Current developments	Posidonia Seminar Room 3 - Sponsored by UKHO	15:00 - 17:00	anna.katsoulaki.1@city.ac.uk

Making best use of big data onboard

Big data is the way forward in ship operations but the challenge is not only to reduce the file sizes of the transmissions but also potentially move more of the decision making process onboard.



ΚVΗ Industries (Stand 1.218) vp of marketing, Michael Mitsock (pictured). told a

press briefing the company is working with the best to provide software solutions, but is in the very early stages of the process and is not making any announcements on partners or rollout timeframe at the moment.

Despite being one of the biggest players in the business, delivering 640TB of data and more than 25m voice calls a year, KVH is not standing still, said Mobile Broadband Group evp Brent Bruun. "We are assessing opportunities with high throughput satellites coming onstream," he said.

Looking ahead, the company will be exploring options to make use of bandwidth to help shipowners optimise their operations, Mitsock said. Some recently announced initiatives include providing AWT's weather data updates for free as part of its IP-Mobilecast service.

The next challenge with big data in ship-to-shore communications is the sheer volume of data that can potentially be generated, Mitsock said. This "vast torrent" of data can run up to 60GB of data per ship per day from a well-managed ship that is generating all the appropriate data and this can cost up to \$250,000 per ship per month, thus eroding any savings that can be gained from operational optimisation.

The aim is ultimately to have more of the decision making and analysis done onboard and to give the crew the data analysis tools they need to do so. As well efforts are being made to reduce the size of the files to be transmitted ashore. Typical log files can be as big as 10MB for 24 hours worth of ship operating data but can be reduced to as small as 1KB for transmission to shore.

Thuraya taking the alternative route for growth

Mobile satellite communications company Thuraya (Stand 1.210) is looking at new and non-traditional markets such as the smaller workhorse vessel operators running shortsea services and fishing vessels for its future growth and has already seen triple digit annual growth in the Asia Pacific region over the past three years, said Thuraya maritime market development manager Leticia Diaz Del Rio.

Much of this growth has been driven by a new regulatory framework in the European Union (EU) that requires electronic logging by fishing fleets even from vessels working outside EU waters but are exporting products to the region.

The offerings are relatively modest at the moment but Thuraya's multiple options give customers the flexibility to buy products that are especially suited to their needs and not expensive one-size-fits-all solutions that had been the only option in the market previously.

There are now people having a conversation about installing maritime satellite communications on their vessels that had never bothered before because the cost was prohibitive. "We're seeing a boom in satellite phone penetration among smaller vessels," added Diaz Del Rio.

For example in China where there are many smaller vessels with relatively low average revenue per user there is



an increase in demand for voice services from Thuraya.

"There has been a huge portion of the industry that has not been addressed," said Diaz Del Rio. These include the smaller vessels such as offshore supply vessels and others that have been ignored by other companies that focus only on larger

merchant vessels in large fleets and have been left somewhat in limbo, she noted.

"Without us large sectors of the maritime industry simply do not have the opportunity to deliver the communications you would expect in 2016," concluded marketing and communications vp Christian Cull.





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Wärtsilä hosts PartnerShip launch

The PartnerShip initiative officially launched at Posidonia this week, from the stand of project partner Wärtsilä. to considerable industry and media interest.

The PartnerShip concept is a webbased virtual ship designed as a unique platform to build awareness of today's vessels and to showcase the latest technologies and expertise required to operate them.

In addition, it provides an innovative educational tool, and raises funds for good causes.

Companies are able to sponsor part of the ship's vast array of

equipment and services, and in the process meet corporate CSR. educational and marketing needs, commented PartnerShip founder Mike Porter, also director of Podium 4.

"The ideas behind our objectives of educating and fundraising came together at Posidonia in 2014, so it is fitting to launch the project here two years on with the significant support of key industry organisations and media partners," he said.

Visit Wärtsilä's stand 3.102 during the exhibition in order to learn more about this new global shipping industry initiative.



Fresh ideas for smarter, safer and greener shipping

The achievements of three young engineers for their scientific research were recognised when they were awarded with the DNV GL Award for Young Professionals at a ceremony yesterday after the three winners presented their research.

Designed to reward innovative ideas for increasing safety, efficiency and sustainability in shipping as well as seeking out the best new research, the award aims to support young professionals in the maritime field. Overall, 24 people took part in the competition.

"Young professionals are a driving force in developing innovative solutions to the challenges shipping faces today and in the future. This award was created to honour the brightest among tomorrow's industry experts and it is very interesting to learn more about this year's winning projects," said Knut Ørbeck-Nilssen, ceo DNV GL - Maritime.

The category "Safer" and Euro 1,000 went to Aleksei Alekseev, a participant



in the Erasmus Mundus Masters programme in Advanced Ship Design, which is jointly conducted by the universities of Rostock, Liege and Nantes. Alekseev won the award for his master's thesis 'Numerical Simulation of Ice Ridge Breaking'.

Isa Duran's paper 'Total cost of ownership', won the award and the cash in the category 'Smarter'. He received his master's degree in 2014 from the Danish Technical University where he continues to work as a research assistant.

The 'Greener' award went to Victor Bolbot for his thesis 'Optimisation of Ship's Bow for Added Resistance in Waves'.





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Don't miss our daily events in KVH STAND 1.218

Thursday, 9 June

13:00 - 14:00

- Agnieszka Mnich Freestyle Football Spectacle
- Robert Hopkins, Jr., KVH The Power of One Hardware & Global Connectivity, Content & Content Delivery
- An Interview with AWT: Multicasting Weather Data at No Cost
- An Interview with TNL: A Great Partnership in Greece and Cyprus
- Drawing for a National Football Shirt
- Hands-on Session & Refreshments

15:00 - 15:15

- Agnieszka Mnich Freestyle Football Spectacle
- Nigel Cleave, Videotel Videotel and TRAININGlink[™] Updates – Delivering Outstanding Training and Reducing Costs & Risks at Sea
- Drawing for a National Football Shirt

16:00 - 16:15

- Agnieszka Mnich Freestyle Football Spectacle
- Rob Parkin, KVH Media Group Delivering the News and Entertainment Your Crews Need -NEWSlink™ and MOVIElink™
- Drawing for a National Football Shirt



Visit ABS at Stand 3.101





A new approach to global service

SRH Marine (Stand 1.113) and Aage Hempel have taken an important step forward in their strategic development plan to expand their global service network.

Under a jv agreement Piraeus-based SRH Marine and Spain's Aage Hempel, have created a new service company in Cyprus with the intention of providing the most extensive worldwide service network, through offering the highest quality service, their extensive portfolio of represented brands, and with

launching the 'Global Service Agreements and 'Bridge Technical Management (BRI.TE.M) Agreements'.

Kostas Sismanidis, SRH's md said: "From the beginning, both parties clearly identified the tremendous synergies, and the high value we could offer together to the market. So we decided to join our forces."

SRH Marine and Aage Hempel will remain independent companies; but together will build this new service company, through combining their long experience in the maritime market.

Luis Ayala, gm of Aage
Hempel said: "The new global
service marine electronic
company, SRH AAGE Hempel
Ltd, is a perfect example of
our intended international expansion
plans, combining not only closer

direct contact with the owner, but also highly qualified service on board within marine electronic sector, IT solutions, and certifications."



Already the new jv has signed up five shipping companies: Starbulk, Petrochem General Management S.A, Seaworld Management & Trading, Contships Management, and Golden Union.

Newbuilding addict centre

A recurring theme at the first couple of days of Posidonia from Greek shipowners was "do not order newbuildings" for the sake of the market.

Taking the concept further with



tongue planted firmly in cheek was Nikolas Tsakos (pictured), founder, president and ceo of Tsakos Energy Navigation, and chairman of

"As you know my dislike about newbuildings..... so now in Intertanko we are coming up with a virtual newbuilding addict centre," he quipped at the Tradewinds Shipping Forum June 7. The idea would be that any member who scrapped a ship would bring its technical team to the centre to relive the experience of breaking a champagne bottle at newbuilding naming ceremony.

To increasing laughter Tsakos explained: "We have subcontracted a part of STX, will take you there as Intertanko, finance you to break a bottle, take a photo, eat kim chi and sushi, and we will have mamasan and karaoke. Then you can go home happy and keep the whole industry rich."

A note from our sponsor

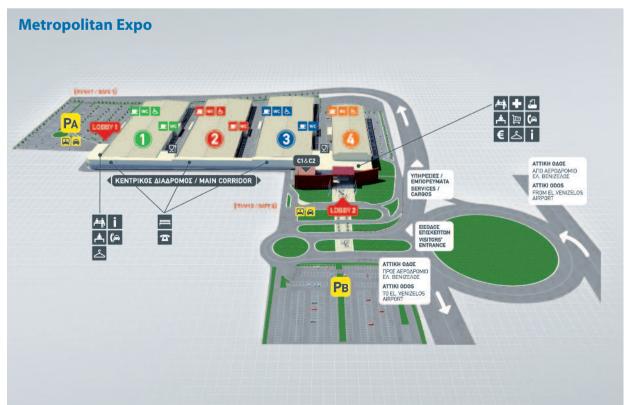
The Greek shipping industry remains among the most influential in the world and has always been of special importance to DNV GL. Our relationships stretch back over 100 years. At the heart of this is a tradition of close cooperation, based on our strong presence in the region. Many of our customers are at home in Greece and so are we - which is why we are making Greece our "third home market" We have implemented a set of measures that will enhance services to the Greek shipping community, boost response times and strengthen the responsibilities and capabilities in Greece.

For example, DNV GL now has segment directors for bulk and tankers based in Piraeus. We have also reinforced the local office and established a service centre for Direct Access to Technical Experts

DNV-GL

(DATE) there, to cover the region. The local approval centre is being enhanced in order to do all fleet in service approvals locally. Our local Research and Innovation centre will be more commercialized so that the local market can benefit from the results of their research. We will also create an advisory department, and CAP and pre-contract services in Piraeus will be enhanced with higher decision making authority.

As a result, our customers here in Greece will be able to conduct their business directly with the team in Piraeus. This will help us to remain the Greek maritime community's preferred classification partner.



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