



Caption????

Maran signs with Daewoo

Greece's leading shipowner John Angelicoussis has declared options for a further LNG carrier and his second floating storage and regasification unit (FSRU) at the South Korean yard, Daewoo S & ME.

Angelicoussis' Maran Gas Maritime will take delivery of the two 173,400 cumtr units in the second half of 2020. No price details were immediately available, but Angelicoussis said at an ABS briefing on June 4 that he believed LNG newbuilding prices will climb back above \$200m within the next 12 months.



The options were declared just as the six month deadline to do so was to expire. Maran Gas ordered its first FSRU at the South Korean yard in February 2017. Hull No 2477 is also due for delivery in 2020, although scheduled for an earlier handover in March.

Maran Gas' declared option for the LNG ship will bring the number of such vessels the company has under construction to nine – all built at Daewoo and nominated to fly the Greek flag, in line with Angelicoussis policy.

At Posidonia 2016, Maran Tankers and Martan Gas signed orders for two firm, two options 318,850dwt VLCCs at \$84.6m and two 180,000cumtr LNG carriers, worth \$185m each.

UK addresses Brexit fears

The UK and Greece "have a long and proud history as two of the world's great maritime powers" which will not be affected in any way by Brexit, since the UK is "leaving the EU but we are not leaving Europe."

That was the message of UK Ship Minister Nusrat Ghani MP, pictured right speaking at a reception held at the British Ambassador's Residence on Tuesday night during her one-day visit to Athens timed to coincide with Posidonia 2018.

'Britain and Greece start from a unique place where we have the same regulatory standards and framework,' said the Minister, adding her personal certainty that "close UK and Greek relations will continue."

That assurance was echoed at a half-day seminar hosted by Maritime London on Wednesday morning, when a high-powered panel of service

providers from the UK capital delivered the message that it would be 'business as usual' for their Greek and international clients after Britain leaves the European Union.

Following introductory messages by British Ambassador Kate Smith and Maritime London chairman Lord Mountevans, the panel was chaired by Harry Theochari (pictured above centre



left), partner & global head of transport at Norton Rose Fulbright.

Other panellists included (left to right) Julian Clark, partner & global head of transport for Hill Dickinson; Richard Greiner, partner at Moore Stephens; Mark Jackson, ceo of The Baltic Exchange; Ian Gooch, ceo of The London P&I Club, and James Kidwell, ceo of Braemar Shipping Services.

If anything, disruptive technologies pose a greater threat to the future of the UK maritime services' cluster, ran the consensus view of the panel, but there was confidence that the personal touch would remain all important.

That sentiment was echoed from the audience by George Tsavlis, who thanked the UK delegation for coming down and opined: "I don't think Brexit will have a big negative impact if people in London continue to have personal contact with the Greek market."

Greek owners lagging behind on adoption of IoT: Inmarsat report

Shipowners are set to spend an average of \$2.5m on Internet of Things (IoT) solutions over the next three years based on the findings of the 'Industrial IoT: Maritime' report commissioned by Inmarsat.

Presenting the report, Stein Oro, vp

of application sales for Inmarsat said it showed that of 125 maritime respondents 65% were already using IoT solutions to monitor fuel consumption rising to 100% by 2023.

The report covered a wide range of owners in terms of fleet size with 25

from Greece, 20 from Japan and 15 from Germany. Japanese companies were the leaders in terms of adoption of IoT.

"Respondents suggest their average expenditure per business on IoT-based solutions will amount to \$2.5m over the next three years," said Oro.

Greek owners remain conservative on investing in IoT and the report showed their investment over the next three years was 10% below the average. While three-quarters plan to fully deploy IoT over the next 18 months, for Greek owners it was just 40%.



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New Saudi mega-yard unveiled at Posidonia

Making its debut at the show on stand 3.507 is International Maritime Industries (IMI), a new \$5.2bn mega-yard which is under construction at Ras Al Khair on the Gulf coast of Saudi Arabia.

Upon completion it is claimed IMI will become the largest full-service maritime facility in the Middle East and North Africa region, competing with the largest yards in Asia.

The new yard is 70% owned by Saudi Aramco (50.1%) and its most important

tonnage provider Bahri (19.9%), with the remainder belonging to rig builder Lamprell (20%) and shipbuilder Hyundai Heavy Industries (10%).

IMI is headed up by chief executive Fathi K. Al-Saleem, a longtime Saudi Aramco executive with wide-ranging experience across the company's energy portfolio. He brings a radical agenda to the job with the intent of training up Saudi nationals, including women, for the yard's workforce.

As well as new construction, IMI will focus on through-life maintenance of ships and offshore platforms built there, with significant space set aside for rig and ship repair. Offshore support vessel (OSV) building and repair will also be a focus.

The rig construction zone is scheduled to come on stream in 2019, followed in 2020 by a ship construction zone, where it is understood the building of VLCCs for Bahri has been agreed in



How IMI will look when fully up and running.



Fathi K. Al-Saleem

principle. Two more zones – for OSV construction, rig repairs and commercial ship repair – are due to open for business in 2012.

Meanwhile, in May Bahri took delivery of its 46th VLCC, last in a series of 10 from Hyundai HI, bringing the company's fleet total to 93 vessels.

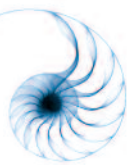
Delivery of the vessel "further strengthens our focus on playing an integral role in achieving the Kingdom's Vision 2030 objectives," said

Bahri ceo Eng. Abdullah Al-Dubaikhi. "A strong fleet enables us to further penetrate and capture the lion's share of the market through strategic expansions in key geographies, which will, in turn, provide a significant boost to the Kingdom's ongoing efforts to establish itself as a unique regional logistics gateway to three continents."

Bahri (The National Shipping Company of Saudi Arabia) is exhibiting separately at Posidonia, on stand no. 2.410.

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List of Confirmed Conferences & Seminars

Organiser	Event	Venue	Time	Contact Organiser
Thursday 7 June				
Newsfront/ Naftiliaki organises the HEMEXPO summit under the auspices of MARTECMA	Support the Local Maritime Industry Summit	Conference Hall	10:30-15:30	natvas@otenet.gr
American-Hellenic Chamber of Commerce (AMCHAM)/ NAMEPA/ U.S. Commercial Section of the U.S. Embassy in Athens	Trading in US Waters: Priorities and Solutions, Seminar	Seminar Room Central	10:30-14:30	v.tseritzoglou@amcham.gr; j.seyer@namepa.net; maria.georgousi@trade.gov
ICC International Court of Arbitration	Claims and Dispute Resolution in International Maritime Contracts – ICC Tools	Seminar Room 2A	10:30-14:30	ileana.delattre@iccwbo.org
KRAL AG	Long-term competitive advantage for ship owners in regard to the EU MRV / IMO DCS maritime regulations involving flow measurement	Seminar Room 2B	11:30-12:30	a.picca@kral.at
ADMIRALTY Maritime Data Solutions	ADMIRALTY Living with ECDIS seminars	Seminar Room 1, Sponsored by ADMIRALTY	11:00-13:30	UKHOevents@ct-live.com
MarineTraffic	MarineTraffic Daily Seminars	MarineTraffic, Booth # 4.118	11:00-18:00	nicola.perobelli@marinetraffic.com
SAP Hellas	Shipping the Future with SAP	Seminar Room 2B	12:45-14:30	a.mantziou@sap.com
Filtersafe	Filtersafe SuperTurbo Product Launch: An Innovation for BWMS Pre-treatment Filtration	Seminar Room 1, Sponsored by ADMIRALTY	14:00-16:00	Jennifer@filtersafe.net
Blue Growth	Presentation of Emerging Piraeus Maritime Startups	Seminar Room 2A	14:45-16:45	bluegrowthaephoria@gmail.com
French Hellenic Chamber of Commerce (CCIFG)	The French Sea Tech	Seminar Room Central	15:00-19:00	c.manali@ccifhel.org.gr
Aktina Travel Group	GDPR and Cyber Security: The practical approach	Seminar Room 2B	15:00-17:00	letteris.konstantinopoulos@aktinatravelgroup.com
Isalos.net and Real Time Graduates	The next chapter in shipping: A new era of Ship Managers in the age of digitalization	Conference Hall	16:30-19:00	info@isalos.net
Orange Business Services & Futureautics	Orange Sofa - The Infonomics of Shipping in the era of the IoT	Seminar Room 1, Sponsored by ADMIRALTY	16:30-18:30	lolelei.robert@orange.com
Verifavia Shipping Hellas	Verifavia Shipping Seminar "The EU MRV, IMO DCS, CSI & CCWG Regulations"	Seminar Room 2A	17:00-19:00	nikolas.theodorou@verifavia-shipping.com
Hellenic Institute of Marine Technology	Marine LNG: Prospects and Barriers	Seminar Room 2B	17:00-19:00	eint@otenet.gr
Friday 8 June				
YES FORUM	YES to Shipping Forum 2018	Conference Hall	10:30-17:00	navigator@navigatorltd.gr; ddb@navigatorltd.gr
Dell EMC	Digital Transformation in Shipping: Make It Real	Seminar Room 2A	10:30-12:30	Sinead.Mcallister@dell.com
MediaCompass Ukraine and Ukrainian Maritime Bar Association	Marine Cargo Insurance at the cross-roads: East-West-South-North aspects	Seminar Room 2B	10:30-17:00	zerkalova.odessa@mku.com.ua +38 094 924 32 96
Union of Greek Shipowners	UGS Press Conference	Seminar Room Central	11:00-12:30	posidoniapress@extrovert.gr
MarineTraffic	MarineTraffic Daily Seminars	MarineTraffic, Booth # 4.118	11:00-11:30	nicola.perobelli@marinetraffic.com
Analysis PCC	Selecting the right Diaphragm Pump for my application	Seminar Room 1, Sponsored by ADMIRALTY	11:00-11:45	info@analysis.com
Analysis PCC	Automatic Lubrication On-board	Seminar Room 1, Sponsored by ADMIRALTY	12:00-12:45	info@analysis.com
Institute of Energy for South East Europe (IENE)	4th Energy & Shipping Seminar	Seminar Room Central	12:30-16:30	secretariat@iene.gr; marketing@iene.gr
VENLYS Maritime Specialisation Services	Human Performance 2.0: Integrating Safety Intelligence within continuous improvement	Seminar Room 2A	12:45-14:30	alexandros.koimtziglou@venlys.com
Analysis PCC	Cranes and wire ropes lubrication	Seminar Room 1, Sponsored by ADMIRALTY	13:00-13:45	info@analysis.com
Analysis PCC	High Pressure Cleaning and Surface Preparation	Seminar Room 1, Sponsored by ADMIRALTY	14:00-14:45	info@analysis.com
Analysis PCC	Eco friendly Vapor Abrasive Blasting	Seminar Room 1, Sponsored by ADMIRALTY	15:00-15:45	info@analysis.com
Analysis PCC	Protective Coating Airless Sprayers	Seminar Room 1, Sponsored by ADMIRALTY	16:00-16:45	info@analysis.com

JMU rolls out new designs

Shipbuilder Japan Marine United (JMU) is rolling out its latest "J-Series" bulker design which uses technology to overcome negative impact of meeting new regulations.

The J-Series design is initially for kamsarmax bulkers and complies with the harmonized common structural rules, NOx Tier III regulations, and the 0.5% SOx global cap.

An official from JMU explained to the Japan Seminar at Posidonia that due to the increased equipment and steel required to meet new regulations this decreased fuel consumption. However, JMU was able to overcome the negative impact of more equipment on the vessel and increased steel in the hull using the latest technologies.

The vessel's hull has been optimised and tested in the shipyard's own model tank. JMU has also added energy saving devices including a new shape of propeller, a new rudder and a

trademarked super stream duct.

Without the new technology added by JMU the kamsarmax bulker would have suffered a 1% reduction in deadweight, a 2% reduction in cargo carrying capacity, and 4% drop in fuel consumption. However, the new features of the J-Series bulker mean that the vessel has a 2% increase in deadweight rather than a loss, a 2% increase in the size of the cargo hold, and a 1% increase in fuel consumption, compared to its previous series of kamsarmax bulker.

"We overcame the negative impact of new regulations, and additionally improved the ship's performance," the official said. The J-Series design can also accommodate a SOx scrubber with minimal design changes.

JMU plans to expand the design to cover capesize and ultramax bulkers, and suezmax and aframax tankers.

JMU is on stand no. 4.202/B.

RINA showcases digital fleet centre

Classification society RINA is partnering with satcoms provider Telemar to build a new fleet digital operating centre for d'Amico Group in Rome.

The new centre is intended to increase data collection from ships and provide greater detail on performance criteria to enable d'Amico Group to increase efficiency and safety across its fleet of dry cargo vessels and product tankers.

The d'Amico centre will be the first practical example of RINA's generic RINACube platform design to offer ship owners and ship operators a new concept of data monitoring and analysis platforms and to provide powerful analytics capabilities in order to extract value and business insights from data collected.

A mock-up of such a fleet operating centre can be seen on RINA stand no. 3.211.



Proven PureSOx promises even more

Alfa Laval PureSOx scrubbers promise both simplicity and even greater reliability in SOx compliance. With launch of the new PureSOx connectivity programme the scrubbers promise to provide new ways to save time and money says Technava, Alfa Laval's PureSOx marine scrubber Greek agent.

Alfa Laval installed the first unit in the

Ficaria Seaways vessel in 2009 and since then PureSOx has recorded more than 500,000 actual operating hours, "providing serious feedback to enhance its operation and secure SOx treatment, even under the toughest conditions".

The programme builds on the new Alfa Laval Remote Emission Monitor (ALREM), a data reporting and storage device that is part of all new PureSOx



orders and also available for retrofit.

PureSOx has been proven to reliably remove more than 98% of the SOx content in exhaust gas, as

well as up to 80% of the particulate matter (PM). Units can be fully tailored to different sailing profiles and physical constraints of each vessel and are available in U-TYPE Open Loop, Closed Loop, or Hybrid configurations. Indeed, Technava reports Greek shipowners have already ordered more than 40 PureSOx scrubbers for their vessels. Technava is on stand no. 3.111.



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USCG Qualship 21 Flag State Comparison

	 RMI	 LIBERIA	 PANAMA
2005	✓	-	-
2006	✓	✓	-
2007	✓	-	-
2008	✓	-	-
2009	✓	-	-
2010	✓	-	-
2011	✓	✓	-
2012	✓	✓	-
2013	✓	✓	-
2014	✓	-	-
2015	✓	✓	-
2016	✓	✓	-
2017	✓	-	-
2018	✓	-	-

✓ = years on the Qualship 21 Program

Detention Ratio*	0.71%	1.40%	1.90%
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*For 2015-2017.

Source: USCG 2017 Report to the IMO's Subcommittee on Flag State Implementation.

"The Coast Guard targets Flag Administrations for additional PSC examinations if their detention ratio scores higher than 1.40% and if an Administration is associated with more than one detention in the past three years."



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Left to right: Green Award executive director Jan Fransen, Socrates Zorbas, Neil Godfrey and Capt. Dimitrios Mattheou (Green Award Foundation chairman).

GAC Greece joins Green Award Foundation

GAC Greece has become the latest GAC company to sign up to the Green Award (GA) Foundation's scheme, underlining its commitment to environmental issues.

The Foundation's chairman Capt. Dimitrios Mattheou officially welcomed GAC Greece to the scheme when he presented its participation certificate to assistant gm Socrates Zorbas and group sales director Neil Godfrey at the GAC stand at Posidonia.

Capt. Mattheou says: "We are delighted to have such a value-oriented company as GAC Greece on board. Its willingness to offer our members the incentive of a discount on its agency fees clearly

demonstrates a commitment to improve standards in shipping. Environmental responsibility and safe operations are elements that fit very well with the values of the GAC Group.

"As well as promoting extra safe and extra environmentally-friendly shipping, Green Award is about creating a platform from which to help frontrunners get the recognition they deserve and a strong foundation for industry-wide joint maritime CSR. Again, a perfect match with our new incentive provider GAC Greece."

Under the scheme, GA-certified ships using GAC's ship agency services at Greek ports can claim a 10% discount on the company's agency fees.

ABB and MMS agreement

ABB Turbocharging signed an agreement at Posidonia with Multimarine Services (MMS) shipyard in Limassol Port, Cyprus to open a turbocharging service point.



The deal confirms the creation of the first turbocharging service point in Limassol to be located at a shipyard, after proactive discussions between ABB Turbocharging Greece & Cyprus and MMS to relocate ABB's local service facilities.

The relocation will support a closer physical pick-up point for marine customers, providing convenience and faster access to customized servicing for optimal uptime and fleet productivity.

"This is a positive agreement for ABB Turbocharging and will enable us to better serve our customers by offering reliable, timely servicing directly from Limassol Port," said John Smyrneos, manager, ABB Turbocharging Greece & Cyprus.

The service point will open in a

couple of months and highly qualified service technicians and engineers will offer customised solutions for drydocking and afloat vessel repairs.

Alex Antippos, director, business development, MMS said: "The ABB Turbocharging Service Point is a welcome addition to our shipyard facility. It is a highly valuable service offering and Multimarine Services are confident in the capabilities offered by ABB Turbocharging to deliver quality and sustainable services to our local and international clients."

Rolf Bosma, head of service sales for ABB Turbocharging, said the facility will add an extra touch point for customers across an expansive service network that includes over 100 service stations in more than 50 countries.

ABB is exhibiting at stand no. 2.211.

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Liberia honours Greek partners to mark its 70 years

The Liberian Registry presented five of its Greek shipping partners with the Liberian Maritime Authority's Commissioner's Award for Excellence during celebrations in Athens to commemorate the 70th anniversary of Liberia's maritime programme. The award was established by Liberian Commissioner James F Kollie to recognise the outstanding achievements of shipping industry leaders with a notable connection to Liberia's maritime programme.

The first award was presented to Angeliki Frangou, ceo of Navios Maritime Holdings, back in March and then at a ceremony, May 30, the award was made to George Procopiou, Vangelis Marinakis, Panagiotis Tsakos, Panos Laskaridis, and Dimitris Lemonidis in recognition of their contributions not only to Liberia but also to shipping and the community at large.

"Liberia is proud to honour these

trusted Greek shipping partners with this award as a mark of gratitude for their continued support," said Michalis Pantazopoulos, senior vp and md of LISCR Hellas. All the recipients have diversified activities in other sectors as well as shipping and are recognised for their contributions to culture and public interests.

George Procopiou, founder of Dynamom Tankers Management, started his active co-operation with the Liberian Registry in 2001 shortly after LISCR took over as the administrator of the Liberian flag. Since then, Dynamom has become Liberia's largest client in Greece in terms of numbers of ships and deadweight.

Vangelis Marinakis has developed Capital Ship Management into a diversified shipping enterprise. Most notably, Capital Shipmanagement, with a very large fleet of Liberian-flagged ships, has one of the best safety records in the Greek-owned fleet as



Michalis Pantazopoulos: "Liberia is proud to honour these trusted Greek shipping partners."

determined by both flag state and port state inspections.

Captain Panagiotis Tsakos, founder of Tsakos Shipping & Trading, has built

one of the largest shipping companies in Greece, and the group is one of Liberia's largest clients. The Tsakos-owned tanker Ise Princess became Liberia's 3,000th active vessel in 2009, exactly 60 years after the registration of Liberia's very first vessel in 1949.

Panos Laskaridis, current ECSA president, led Liberia to become involved in regulating the fisheries transshipment business. This in turn resulted in Liberia becoming an active member of six Regional Fishery Monitoring Organisations globally. Similarly, Liberia is now in the process of completing its fisheries accreditation by the EU.

Dimitris Lemonidis established Element Shipmanagement, his second start-up after co-founding Ciel Shipmanagement together with Costis Constantakopoulos. He has been one of the strongest and most vocal independent advocates of the Liberian flag both in Greece and globally.



SHIP AHOY! PARTY

Lion Shipbrokers gathered its clients and friends for Posidonia Afternoon Drinks at Spiti restaurant in Glyfada June 5. The clothes make the man – and so do hats! Lion transformed their guests into sailors, captains and captainettes upon arrival. The 'seafarers' embarked on a fun-filled afternoon and enjoyed cool mojitos and aperol spritz beating the Athenian heat. The crew continued into the evening hours, catching up and having fun.

American clubs are early starters

The American P&I Club together with affiliate American Hellenic Hull Insurance Company maintained their tradition of holding a major reception for shipping guests on the eve of the opening of Posidonia.

The glittering event was held, May 30, at Akrotiri Restaurant & Club in Aghios Cosmas, a coastal suburb of Athens. Attendees during a wonderful evening included many of the leading names of the Greek shipping industry, representatives of major international broking houses and financial institutions, and other prominent guests from the international maritime community. Greece's Shipping & Island Policy minister, Panagiotis Kouroumplis, was among guests, welcomed by deputy chairman of the club's board of



Joe Hughes, Shipping minister Panagiotis Kouroumplis and Ilias Bobolos, American Hellenic Hull.

directors, Markos Marinakis.

Club manager's chairman and ceo, Joe Hughes said: "The American Club and its management deeply appreciate the support of the Greek shipping community, which is reflected in a continuous increase in membership and turnover."

A highlight of the night was the manager's president and coo, Vincent Solarino's own rendition of the classic Frank Sinatra song 'My kind of town', changing New York in the lyrics to Athens.

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