



Connecting sea craft with space craft

Greek manufacturers of ships equipment and space equipment are to work together to produce innovative technological solutions for the shipping industry.

"We will combine forces in a bid to connect sea craft with space craft," Athanasios Potsis (pictured), president of the Hellenic Association of Space Industry, told attendees at the Support the Local Maritime Industry Summit, yesterday.

By working together, Potsis said not only will the combination produce equipment of the highest quality, it will open the door to European funding for the ships' equipment makers. It will also give them a stronger voice when trying to promote Greek-made equipment in the very competitive and protected marketplace.



"The EU is investing heavily in space technology and for each euro invested the return to the

country is six euro. While the maritime sector may not produce such returns, it will do better than it does now."

He noted the Greek space industry is no laggard and has manufactured equipment which is now in service on Mars. There are 42 companies in Greece producing space equipment, employing some 2,000 people with an annual turnover of some Euro 170m.

Potsis was addressing the summit at which Hellenic Marine Equipment Manufacturers and Exporters (Hemexpo) companies presented their products and discussed with shipping companies ways to get the local products included on shipyard makers lists, as is often sought by Greek owners building ships in the Far East.

Greece's technical directors, through association Martecma, already work with Hemexpo, but both bodies lack the government backing, and thus market clout, enjoyed by the space sector.

Thumbs up for a visionary show

Posidonia 2018 will be remembered as the year that the world's most prestigious shipping event tackled the accelerating pace of technological change head on.

Disruptive technologies, digitalisation, AI, IoT, cyber security, blockchain, autonomous ships, surveys and ship deliveries by drone... all these subjects and more were discussed by conference panels and on the floor of the Athens Metropolitan Expo, which hosted a total of 2,010 exhibitors from 92 countries over the week June 4-8.

This was also the year when new and established maritime hubs showcased their diverse offering, all vying for a slice of the global shipping industry's diverse revenue streams.

As detailed in yesterday's issue of Posidonia Today, making its debut at the show on stand no. 3.507 has been Saudi Arabia's new \$5.2 billion mega-yard International Maritime Industries (IMI), which plans to take advantage of its strategic location midway between Europe and Asia to undertake both newbuildings and repair work.

Dubai Maritime City Authority (DMCA) has been

exhibiting on stand no. 4.205 its new 'virtual cluster' which makes information on the Dubai's Maritime Sector available 24/7. The innovative concept is aimed at providing smart and interactive platforms for knowledge sharing and research, thereby boosting further growth of the shipping sector in newly elected IMO Council member the UAE.

Meanwhile, more mature Far Eastern maritime hubs like Singapore and Hong Kong are already seeing significant increase in demand for their services and office space, mainly from European shipping companies looking to tap into the burgeoning Asian economies of S.E. Asia and China.

Companies from across Western Europe, the Mediterranean and

elsewhere are now setting up in Hong Kong as the main gateway port to China, according to Paula Kant of Posidonia exhibitor InvestHK (stand 1.401), a Government of Hong Kong entity.

Hong Kong also possesses "a lot of expertise, a large merchant fleet and the ambition to become a centre of maritime excellence, in all sectors including insurance, technical expertise, arbitration, Fintech and ship financing," she adds.

"As trade grows and the control of ships and cargoes shifts eastwards, we are seeing the emergence of new clusters and shipping centres," comments Nicholas Brown, communications director, Marine & Offshore Division for Bureau Veritas (stand no. 2.201).

"Increasingly from Vancouver to Hong Kong and Dalian to Ras Al Khair in Saudi Arabia, stakeholders in maritime sectors are looking to create a fertile environment to support and drive trade and innovation providing the services and ecosystems that ship owners, ship managers, ports, service suppliers and startups need in our fast developing and digital world."



Launch of Dubai Maritime Virtual Cluster.



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Views from the floor

“Posidonia is the extrovert of Greece. It's the expression of the Greek shipping dynamism. It displays the energy of a resilient and visionary shipping community”

Dimitris E. Patrikios, gm / coo,
Springfield Shipping Co
Panama SA

“Having good friends and clients continually visiting our stand each day made us very pleased. This year the fair is very efficient and crowded, a great success”

Derya Sabaz, Board member,
Besiktas Group

“This is the highest concentration of shipping people and activity in such a short period”

Stamatis Bourboulis, gm,
Euronav

“Fantastic attendance. Great media support. Well organized. Extravagant social events. Exhibitors will need new ideas to be different and noticed. Well worth our time to be here”

Anna Garcia, WinGD,
manager marketing &
communication

“My first time at Posidonia. Have had an amazing experience, good balance of social and business, just an excellent platform for Wake Media clients for the Greek market”

Kami Paulson, head of
Marketing & Communications,
Wake Media

“Ideal to get a feel of what shipping people think. This year there is an air of optimism everywhere which was not apparent two years ago”

Nick Savvides, Technology
Editor, Fairplay

“The best edition ever! We love seeing Posidonia growing”

Thanos Pallis,
University of the Aegean

“This year's Posidonia is the biggest ever! It's like a big maritime party. A great fiesta for all involved in the shipping industry”

Dimitris C. Anagnostopoulos,
Board member, ABBank

“Numerous excellent networking opportunities. Wonderful to be able to meet so many old and new friends”

Peter M Swift, Sailors' Society

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List of Confirmed Conferences & Seminars

Organiser	Event	Venue	Time	Contact Organiser
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.koimtzoglou@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

DNV GL releases first cyber security class notations

Classification society DNV GL (stand no. 4.115) announced at Posidonia the release of its first cyber security class notations to help shipowners and operators protect their assets from cyber security incidents.

The 'Cyber secure' class notations have three different qualifiers – namely 'Basic', 'Advanced' and '+' - and build on DNV GL's previous Recommended Practice on cyber security.

Basic is primarily intended for ships in operation, while Advanced has been designed to be applied throughout the newbuilding process, with requirements for asset owners and operators, system integrators (e.g. yards), and equipment manufacturers.

The third qualifier, +, is intended for systems that fall outside the essential systems covered by Basic and Advanced, notably propulsion, steering, navigation, and power generation. This allows owners and operators the flexibility to identify the threats, assess, and secure extra systems which are of particular importance to their operations.

Separately DNV GL offers cyber security training through its Maritime Academy, and this week launched a 20-minute Cyber Security Awareness training video which is loaded on its website, with an abbreviated, three-minute version available on YouTube.



Nearing the end of his one-year term as chairman of IACS, DNV GL Maritime ceo Knut Ørbeck-Nilssen (left) shakes hands with Robert Ashdown, secretary general of the International Association of Classification Societies, at Posidonia.

Techcross BWTS receives US Coast Guard approval

Techcross has become the 7th ballast water treatment system (BWTS) to receive US Coast Guard (USCG) type approval.

News of the approval, the first for a Korean BWTS manufacturer, came during Posidonia 2018 over seven months after Techcross first submitted the system for approval.

"We are very pleased with the USCG type approval, as it finally confirms the reliable performance and compliance to US discharging standards of our Electro-Clean System (ECS)," said Jay Lee, director of sales & promotion for Techcross.

"It took a little longer than we expected, which might be due to USCG having scrutinizing the first application tested by KR. We now have a system approved by both US Coast Guard and the IMO."

ECS USCG certificate for Techcross has operational limitation for hold time of 120 hours, which is a restriction on



discharging within five days of ballasting.

"While acknowledging holding time is critical for the vessel operation, we have been working on the additional tests with KR for the 48 hours hold time for all salinities and expect the amended USCG certificate before the end of 2018," said Lee.

Techcross is exhibiting at Posidonia on stand no. 2.321.

WinGD opens engines and training centre in Piraeus

Winterthur Gas Diesel (WinGD) a leading developer of two-stroke low-speed gas and diesel engines has inaugurated a Winterthur Gas and Diesel - WinGD (ex-Sulzer) training centre in Piraeus equipped with the state of the art W-Xpert Full Mission Engine Room Simulator (FMS).

Technava, the official representative of WinGD in Greece and Cyprus, will provide along with WinGD experts added value to Greek and Cypriot customers, by providing a new, state of the art simulator installed in its Schisto training center, for the training of seafarers and superintendent engineers, support during warrantee

period (claims handling) and assistance on spare parts and services in cooperation with CSSC Marine services.

This new W-Xpert FMS installation is part of the WinGD global network of training centres with other two installed in Shanghai (China) and Pusan (Korea) in 2017, and is a next step to the modern, high-fidelity and time efficient training, allowing exercises and coordination in several locations of a virtual engine room.

To date, the range of engines which can be simulated by the W-Xpert software comprises the X35, X62, and X72 models of the WinGD X-generation of diesel engines, as well as the RT-

flex50DF dual-fuel engine models. In due time, the X82 and X92 will be added, followed in quick succession by more dual-fuel engine software versions.

W-Xpert engine simulation software developed by Unitest Marine Simulators, employs high-fidelity simulations of engine thermodynamics and performance based on mathematical models and calibrated on actual engines shop test results.

In combination with a multi-touchscreen 3D hardware system, this creates a multi-interface, virtual environment which includes not only the main engine but also all the auxiliary systems of a typical engine

room to enable a team to experience a wide range of routine and distress conditions simulations.

Participants are trained to understand all systems of a WinGD common-rail electronically controlled two-stroke (2-S) engine and 2-S dual fuel engine and to be acquainted with main functions of the engine control system and common-rail components. After completing the course, the trainees will be able to operate subject engines safely and efficiently. They will also be able to perform adjustments to, and fault-finding on, the engine control system.

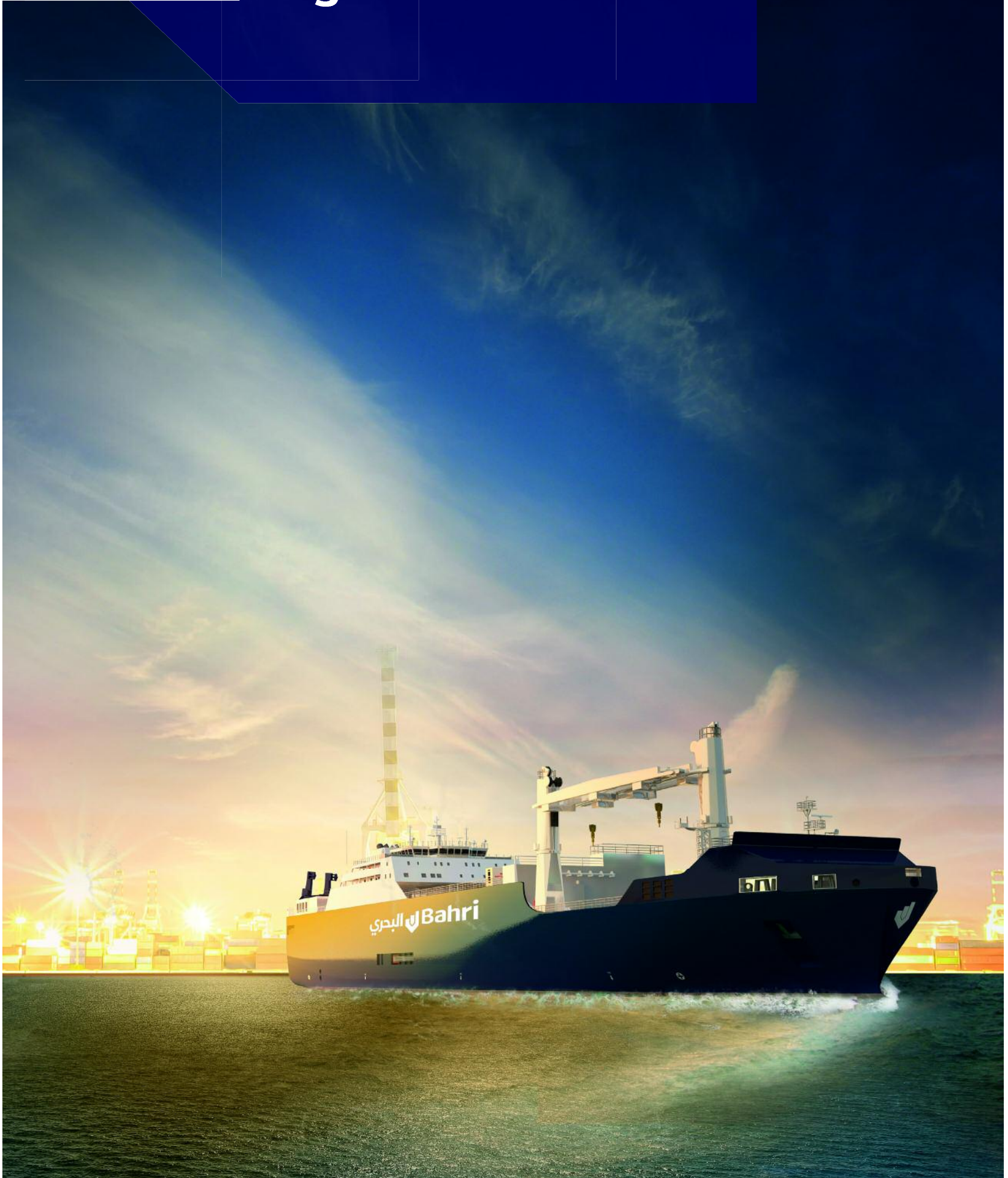
WinGD is on stand no. 3.112.



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Technava 50 years celebration



Technava celebrated its 50 years anniversary with an amazing mega-party at Island Athens Riviera, June 6.

More than 2,000 people from the marine community honored Technava at the luxurious venue where Elena Paparizou, Eurovision song contest winner, dedicated her famous song 'Number One' to Greek shipping.

Dancing, music and lots of surprises were on hand at the do organised under the Greek sky by Technava and Cass Technava.

Shipowners, general managers,

technical managers and VIP's from the shipping Industry congratulated Technava on its anniversary and wished its rich past to be followed by an exciting future.

Since 1968 Technava has sought to supply marine equipment and technical support to Greek shipping, representing a wide range principals in the supply, installation and service of equipment for all types of ships, whereas Cass Technava has a leading role in ship brokering offering services to ship owners, shipyards, charterers and lessors.

Capital demonstrates cooperate standards

Lloyd's Register presented Capital Ship Management with an 'Attestation' relating to the company's 'Excellence in Ship Management and Operations' during a ceremony at Posidonia yesterday.

LR was commissioned to provide independent evaluation of Capital's fleet and corporate performance, covering operations of its managed LR-classed fleet of 34 tankers, bulk carriers and container carriers from 2013 to 2017.

Gerassimos Ventouris cco said: "We are extremely proud of the efforts made and the results obtained in our operation of a wide variety of ships ordered, built and delivered, varying in size from 14,000 to 320,000dwt tankers, 1,700 to 10,000teu container ships and 35,000 to 160,000dwt bulk carriers.

LR ceo, Alastair Marsh, said LR is delighted to have been able to contribute to the continual improvement to Capital's reported performance throughout the five year period. "This is important, as it not only benchmarks their fleet and corporate management performance against market standards but provides a continued commitment of excellence."

Stavros Meidanis, Capital's DPA and safety manager said the award represents Capital's commitment to safety, environmental and energy standards.

Theodosios Stamatellos, LR Marine & Offshore regional manager South Europe, said "the process provided evidence of sustainability and continual improvement."



Theodosios Stamatellos, Stavros Meidanis, Alastair March, Gerassimos Ventouris and Nick Brown, director Marine & Offshore, LR.

Scrubbers shown a little bit of love for large sized vessels

When it comes complying with the IMO's 2020 0.5% low sulphur regulation scrubbers have not received much good press, but a mix of analysts, researchers and classification society officials at Posidonia all saw them as a good solution attracting serious interest especially for large vessels.

Speaking at the Bimco Power Panel, Henriette Brent-Petersen, md and global head of shipping and offshore research at DVB Bank, said: "I think the market will be surprised how many investments we will see in scrubbers. The fleet is relatively young so for young assets if you have difficulties in securing employment this is a competitive advantage." She added "it's also a competitive advantage when securing your financing."

This view was backed up by Stamatis Fradelos, manager operational & environmental performance – global marine for ABS, also said that for newbuildings fitted a scrubber had become "almost standard".

Fradelos said that even for vessels that had been ordered without scrubbers owners were now looking at getting exhaust gas cleaning systems fitting or having them scrubber ready.

James Leake, analyst at N.S. Lemos saw very strong reasons to fit scrubbers, to large vessels such VLCCs. "In very specific circumstances the decision to invest in a scrubber is quite clear. If you spending most of your



James Leake

time in the deepsea trades going past some of the major bunkering ports and you're a large ship, depending on the fuel price spread, we're looking at pay back times of maybe 8 – 12 months for something like a VLCC," said Leake.

However, he added: "I think it is a no brainer but the opportunity to take advantage of this is a very narrow one." The opportunity is narrow due to the limit in number of scrubbers that can be fitted by 2020 – estimated at 2,000 to 2,500 systems – and that come 2021/22 the price spread between high sulphur and low sulphur fuel oil will start to narrow increasing the payback period.

Leake also warned that come 2025 the switch to electric vehicles (EV) will start to impact the demand for gasoline, which will be bad news for shipping. While charging infrastructure and range limits remain a concern for EVs the fact they are much cheaper to manufacture on a large scale than their petrol-powered cousins will see a shift in the market by the middle of the next decade, according to Leake.

Crude market recovery 12 to 18 months away: DVB Bank

Crude tanker owners are going to have to wait another 12 to 18 months for a gradual cyclical recovery, although the second half of 2018 will be significantly better than the first according to DVB Bank.

Speaking at the Bimco Power Panel at Posidonia 2018, Henriette Brent-Petersen, md and global head of shipping and offshore research at DVB Bank, said: "We see from 12 – 18 months from now fundamental improvement in the market, and we expect the improvement to be like what we've seen since 2016 in dry (bulk)."

Once it starts to recover the crude tanker market is not expected to spike up quickly but rather be "a slow fundamental recovery if you are looking at earnings year on year".

The fundamental recovery in 12 – 18



Henriette Brent-Petersen

months will be after the pressure of significant newbuilding deliveries at present tails off. The volume of newbuild deliveries is such that DVB does not think the oversupply can be mitigated by increased demand.

However, it is not all bad news in the short term as the latter half of 2018 is expected to be better than the first for crude tankers, partly due to seasonality.

Posidonia 2018: selfie heaven



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