



DAILY NEWS

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7 November 2017



Rotterdam will once again be home to Europort

Welcome to Rotterdam

With the opening of today's, 38th staging of Europort, the maritime world is once again expectantly looking to Rotterdam.

Shipping's data revolution, its environmental responsibilities and its continuing reliance on 'the human factor' will be the focus of attention at this year's show. "Each of these themes is very different, but all three come together to drive forward the event's overarching aim – to help maximise vessel performance – and as such will have an

increasingly important role in shaping the world of shipping and shipbuilding over the months and years ahead. We have selected these three very current themes to ensure that attending Europort will be a hugely rewarding and valuable experience, with benefits extending well into the future for those visiting and exhibiting," said exhibition manager Raymond Siliakus.

AMVER wards

In a notable first for Europort, this year's event will host the US Coast Guard's Au-

tomated Mutual Assistance Vessel Rescue (AMVER) awards, marking Rotterdam's debut as a venue for the prestigious ceremony. The 2017 awards ceremony will be held this afternoon at the port city's Rotterdam Ahoy venue, to recognise the contribution of companies from the Netherlands that have made their vessels available for search and rescue around the world.

Benjamin M. Strong, director of AMVER Maritime Relations at the US Coast Guard, said: "Rotterdam is a major port and >

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presenting AMVER awards to our Dutch partners at Europort just makes sense. This is the premier event at which to recognise the good work by Dutch shipping companies and their crews.”

Currently there are 165 vessels managed by 31 Dutch companies that have earned AMVER awards, which are presented to vessels that have been available for search and rescue efforts in the previous calendar year. These ships voluntarily report their positions to the US Coast Guard and if needed they are diverted to assist in search and rescue cases anywhere in the world.

“The awards are a critical part of the AMVER programme. Not every ship will make a rescue, but every ship is prepared and has taken an extra step by reporting to the Coast Guard. Through the awards we can recognise the cost to shipping in terms of staff hours, lost port calls and fuel, if these ships are asked to respond. Moreover, seafarers understand the dangers of the sea, and are willing to assist at almost any cost, and we want to make sure we properly and publicly recognise these efforts,” Strong added.

International matchmaking event

MariMatch 2017, organised by Enterprise Europe Network, will be another highlight of Europort 2017. The international ‘matchmaking’ event is aimed at maritime organisations looking for new business opportunities or research partners.

Another novelty will be the Start-Up Plaza where ten young companies will exhibit their innovative products or services for the maritime industry.

Masterclasses

Every show day, one Masterclass, a joint initiative of Rotterdam Ahoy and Netherlands Maritime Technology, will cover a different industry topic. Leading professionals and experts in their fields will share knowledge and experiences, providing insight into latest technologies and likely future developments.

Each Europort Masterclass consists of a plenary programme with four speakers, followed by a networking opportunity. In total, four Masterclasses will be held.

> IMPRINT

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Masterclass: How the Internet of Things and blockchain can improve supply chain efficiency

Date: Tuesday, November 7th

Time: 14.00 - 17.30

The Internet of Things (IoT) and blockchain are emerging new logistics technologies that will become mainstream within the next five to ten years, according to research organisation, Gartner. Most people are familiar with IoT for smart applications in the living room, but less is known about the tremendous improvements IoT can lead to within the supply chain. Blockchain technology makes it possible to accumulate generated data in a decentralised database and create a distributed ledger that keeps records of digital transactions. Data in the blockchain is unchangeable and digitally recorded in packages (called blocks). This technology will have a major impact on supply chains, potentially reducing delays and rendering obsolete the role of intermediaries.

Masterclass: How energy management can save costs and support MRV compliance

Date: Wednesday, November 8th

Time: 10.00 - 13.30

The energy efficiency of vessels of all types is a concern for shipping companies and fleet managers, saving costs and limiting emissions. An insight into the optimum use of energy can help shipping companies perform better using the same amount of fuel. In this way, energy management can contribute to achieving a profitable and sustainable business model. There are other reasons for gaining an insight into fuel use and emissions. CO₂ emissions from maritime transport, for example, are subject to new regulations from both the European Commission and the International Maritime Organization (IMO).

Masterclass: How big data can improve operational performance

Date: Thursday, November 9th

Time: 10.00 - 13.30

Big Data is, without doubt, a game changer. The data revolution has found its way into the shipping sector and, increasingly, shipboard systems are equipped with an IP address and sensors, so that data regarding the performance of each specific component can be transferred ashore. This makes it possible to generate real-time information on various aspects, such as the status of operations, the performance of equipment and any necessary maintenance.

Shipping companies, fleet managers and maritime suppliers are expected to have a vision as to the data they want to generate. Having such a vision will help them achieve better cost efficiency and lower the overall total cost of ownership.

Masterclass: How HR can make your organisation future-proof

Date: Friday, November 10th

Time: 10.00 - 13.30

A business relies on having a highly skilled workforce to innovate and operate in tough and rapidly evolving market conditions. This means companies must adapt and change - and it is having the right people that makes this possible. It is, therefore, critical that companies attract and retain young talent and high-performing employees. Human Resource (HR) management can make a significant contribution, not only by using social science techniques, but also by leveraging HR data, analytics, and predictive models.



The USV *Seagull 301* won the Ship of the Year Award

Awards honour innovative power

The twelfth edition of the Maritime Awards Gala took place at RDM Onderzeebootloods, Rotterdam, on Monday, the eve of the official opening of the Europort maritime technology exhibition.

Shipowners, shipyards, students, designers and suppliers alike could qualify for a Maritime Award when they have demonstrated their added value to the Dutch maritime cluster, or have been an inspiring example of innovative power to others.

The Maritime Awards were presented in the following five categories: the Royal Netherlands Navy's Van Hengel-Spengler Award, the Maritime Designer Award, the Maritime Innovation Award, the KVNRR (Royal Association of Netherlands Shipowners) Shipping Award, and the KNVTS (Royal Netherlands Society for Marine Technology) Schip van het Jaar (Ship of the Year) Award.

The RNLN Van Hengel-Spengler Award 2017 was given to Jordy San José Sánchez, who has developed a new and more accurate method to determine the location of targets detected by a passive sonar. He also contributed to the successful implementation of this innovation in the existing combat management system of the current

submarines and multipurpose frigates of the Royal Netherlands Navy.

The Maritime Designer Award 2017 was won by Marijn Hage for his Volume Estimation Tool (VET). His method offers an innovative approach to the concept design of volume critical integrated systems, like submarines. The method has a flexible and modular set up and is applicable for the assessment new design issues.

Towing company Kotug is the winner of the Maritime Innovation Award for its heat storage and recycling system. The idea behind it is simple: A tugboat produces heat during operation and it requires energy during stand-by periods. The required energy is usually derived from electrical shore power at a considerable cost. The new system reduces shore power consumption by 50%, thus cutting CO₂ emissions in half.

The winner of the KVNRR Shipping Award 2017 is Wagenborg Shipping with the versatile, innovative and green cargo ship *Egbert Wagenborg*, the new EasyMax type ship. Optimal loading conditions, low fuel consumption, comfortable accommodation and application of advanced technology which also makes remote control possible, were crucial issues in the design phase. The multi-purpose ship was built in the Netherlands and has already led to much added value for the Netherlands when it comes to knowledge and employment, the jury said.

The multi-mission unmanned surface vessel (USV) *Seagull 301*, built and designed by De Haas Maassluis BV en Ginton Naval Architects BV, is the winner of the KNVTS Ship of the Year 2017 Award. The multi-functional platform is suitable for a wide range of military and commercial tasks for which it offers three operational modes: manned, remotely controlled or autonomous.



The *Egbert Wagenborg*



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5 Questions For...

Ronald Epskamp

Manager Business Unit Maritime,
Bachmann electronic GmbH

1 What does Europort 2017 mean to you?

I do love supporting our customers to realise their automation solutions, and at Europort I can meet many of our customers in just four days. Four long days, since Europort is hosted by the city of Rotterdam – it doesn't stop at 5 pm. Europort is a perfect mix of exhibition, speaker's corners, after-show events and a great atmosphere.

2 What are your expectations of the show?

This year we present our open platform. We offered floorspace to two partners. Ulstein Power & Controls will show its X-Connect alarm monitoring and control solution, and Controllab will showcase its 20SIM HIL grid simulation as well as a VR live demo of the SMST telescopic access bridge.

We recently signed a strategic partner agreement with Hyundai Electric as well. Many leading companies now trust our hardware platform. I am sure that we can convince more leading customers that they can rely on our high-quality maritime approved hardware and still put their own mark on the solution. Openness is key, not only in software and the Industrial Internet of Things (IIoT) but also in hardware.

3 What challenges does your company currently face?

We are growing fast, and we need to maintain our high level of support. It is no longer about standard PLC-related questions but more IT-related topics asking for a wider trained staff. We also need to establish new offices worldwide to support our customers locally. Finding the right colleagues at the right time is a challenge.

4 What role does digitalisation play in your daily work?

We have been involved in remote and predictive maintenance for many years, all necessary technologies and protocols are available. Explaining this to our customers is no longer enough, we are now looking at the different business models. For example: how can shipowners, shipyards and suppliers benefit from our technology? We make IIoT possible even in retrofit and aftermarket solutions. IIoT will improve their service through cost optimisation, if data is transformed into information this can be used during engineering and operations and offer the most attractive products.



Ronald Epskamp

5 What do you think does the future hold for the maritime industry in general?

I started working in the industry in 2010, I still consider myself a rookie, but what I have seen so far, the maritime market always has been and will be a very flexible market. Look at the transition the Norwegians made in record time, look at the Koreans who showed great shifting of paradigms towards maritime 4.0. These are definitely signals that we have a great future ahead of us. It is just fantastic that we can contribute our technology to the solutions our customers realise. To see a vessel or a machine perform, when all the ideas come together in one integrated solution is the reward which gives me and my colleagues new energy every day. And we have just started. IIoT will offer great opportunities and maybe thanks to the oil crisis, even faster than expected.

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Advanced technologies in focus

The classification society DNV GL will put digitalisation and advanced technology solutions to keep ships safe and help its customers enhance the efficiency of their assets in the spotlight of its presence at this year's show.

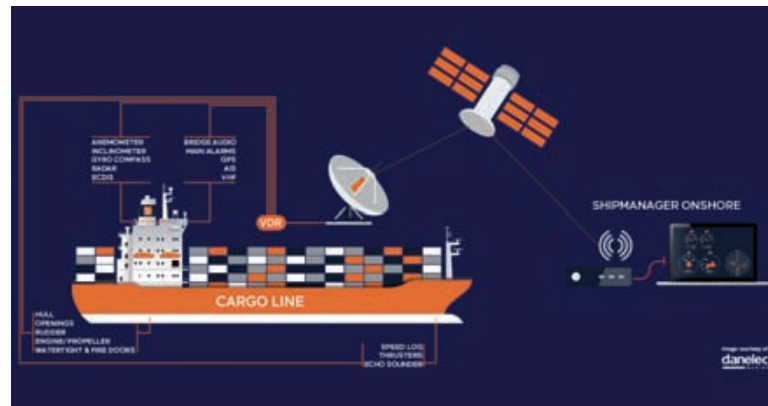
DNV GL has developed a virtual reality (VR) presentation, which shows how the company is pushing ahead with a digital transformation to improve the quality and efficiency of its services, as well as the emerging solutions that will take class into the future. The VR experience takes viewers on a tour of the *Shanghai Express*, a modern container

ship, to demonstrate how advanced sensor technology, powerful satellite connections, and the digital data being created and transmitted from vessels will open up a new range of possibilities for shipping. The presentation shows how ship data could be combined with survey results and a 3D model of the ship to build a digital twin – a digital copy of a vessel, modelled exactly to represent its properties. It also shows how this digital twin could be used to optimise the design, test how the networks on board respond to cyber attacks and even identify when equipment needs maintenance.

DNV GL at Europort: Stand 1122



The VR presentation will be available to visitors at the DNV GL booth



Radio Holland delivers comprehensive IT solutions

Smart solutions

Radio Holland and RH Marine, both part of RH Marine Group, will showcase their solutions for smarter business, IT on board, connectivity and remote monitoring at this year's Europort.

For the Australia Antarctic Supply Research vessel built by Damen, Radio Holland will deliver comprehensive IT infrastructure consisting of central IT cabinets and various switching cabinets located at strategic positions on the vessel. This three-year newbuild project is a good example of how Radio Holland provides various solutions for demanding and complex IT configurations and functionality, which will be showcased at RH's booth.

Radio Holland will show innovative navigation and communication solutions, including the latest Furuno equipment and Voyager Bridge system and Cobham VSAT equipment. RH has concluded service agreements with shipowners all over the world, offering peace of mind and reducing cost of ownership for the owner. A variety of service agreement formats match specific customer requirements, such as outsourcing equipment maintenance, planning mandatory inspections, annual equipment health checks, compliance of GMDSS equipment and remote monitoring. Service agreement options and examples will also be shown at Europort.

Radio Holland at Europort: Stand 1124

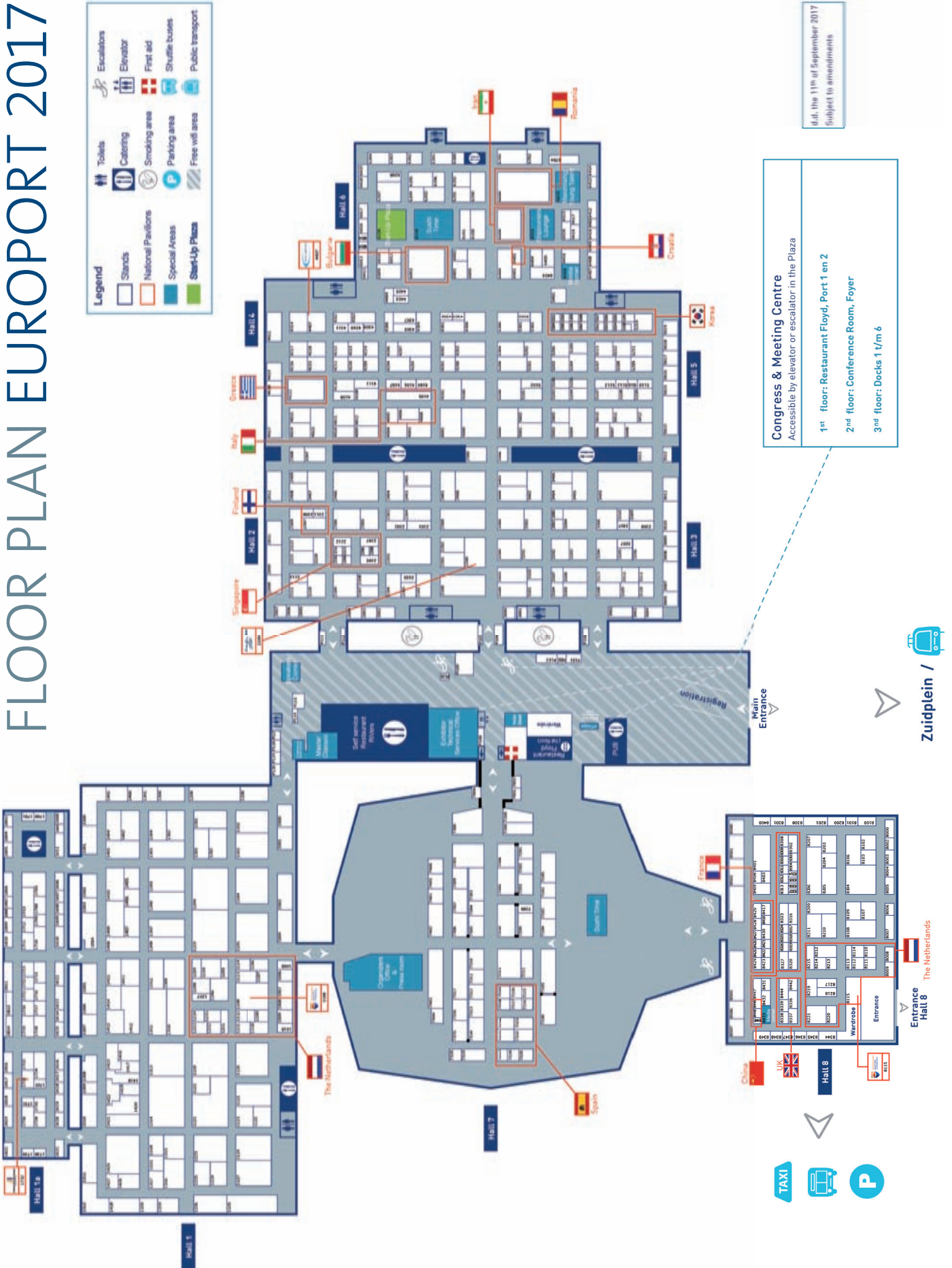
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FLOOR PLAN EUROPORT 2017



Tuesday 7 November 2017

TOPIC	LOCATION	TIME	ORGANIZATION	REGISTRATION
Exhibition				
Europort Exhibition	Ahoy Venue	10.00 - 18.00	Rotterdam Ahoy	Registration required
Conferences				
Europort Opening Ceremony	Conference Room	10.00 - 12.00	Rotterdam Ahoy	Registration required
Masterclasses				
How Internet of Things and blockchain can improve supply chain efficiency	Port 2	14:00 - 17:30	Rotterdam Ahoy / NMT	Registration required
Matchmaking				
Start-up Plaza	Hall 6	Continuous	Rotterdam Ahoy	
Awards				
Europort Marketing Award 2017	Winning stand	14:00	Rotterdam Ahoy	
Amver Awards	Dock 5	15:00-16:00	Amver	Registration not required
Seminars and meetings				
Speakers' Corner	Plaza	Continuous	Rotterdam Ahoy	Registration not required
Activities and Social Events				
Shipowners Lounge	Hall 6	16:00	KVNR	
Job Route	(Entrances) exhibition floor	Continuous	Navingo	
Student exposition: Maximising Young Talent	Hall 6, booth: 6615	Continuous	Maritime Delta/ Da Vinci College / TU Delft / STC / Rotterdam Mainport University	Registration not required

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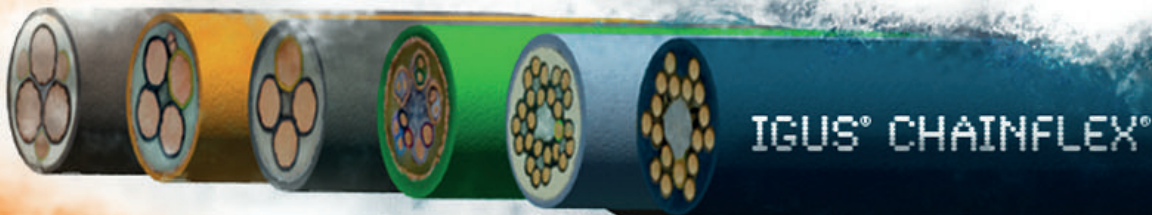
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