

the SHIP *supplier*

The Official Journal of the International Shipsuppliers & Services Association

100th
EDITION

Sailing Ahead: Navigating the Future of Shipping

See page 18





PENTRADE

FMCG DISTRIBUTION

PORT OF ROTTERDAM



Pentrade operates from a brand new distribution center and office of 10.000m² in Botlek Rotterdam. This enables us to improve our efficiency and offer the best route-to-market, making us your preferred partner.



LIQUORS



BEVERAGES



FOOD



NON FOOD

FERWERDA

worldwide meat suppliers



SUPPLIES TO:

- Shipchandlers
- Cruise industry
- Offshore

ASSORTMENT:

- Beef
- Pork
- Lamb
- Poultry
- Fish
- Vegetables & potatoes

FERWERDA.NL

HONGKONGSTRAAT 9 - 3047BR ROTTERDAM - THE NETHERLANDS
+31(0)10 298 2222 - INFO@FERWERDA.NL



PTR HOLLAND® GROUP

ROTTERDAM · SINGAPORE · HOUSTON · NEWCASTLE · PIRAEUS

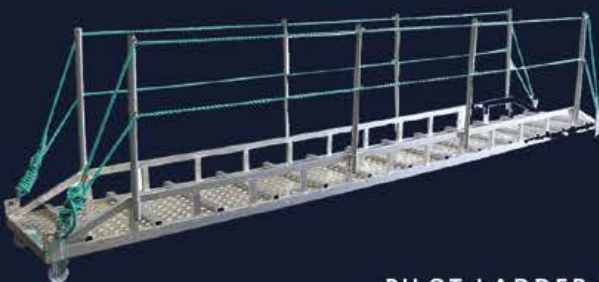
OUR GLOBAL PRESENCE:

- 🚩 ROTTERDAM
- 🚩 PIRAEUS GREECE
- 🚩 NEWCASTLE UK
- 🚩 SINGAPORE
- 🚩 HOUSTON TEXAS
- 🚩 QINGDAO PRC
- 🚩 UNITED ARAB EMIRATES (SOON)
- 🚩 ALGECIRAS
- 🚩 LAS PALMAS DE GRAN CANARIAS
- 🚩 PORTO PORTUGAL
- 🚩 MALTA
- 🚩 CHILE
- 🚩 NEW ZEALAND
- 🚩 PANAMA
- 🚩 SOUTH AFRICA

- 🚩 OFFICES AND WAREHOUSES
- 🚩 LOGISTIC POINTS AND AGENTS

OUR SERVICES FOR MARINE & OFFSHORE INDUSTRY

- 🚩 PILOT & EMBARKATION LADDERS
- 🚩 GANGWAYS, WHARF & BULWARK LADDERS FROM STOCK OR TAILOR MADE TO ORDER
- 🚩 PILOT LADDER SECURING DEVICES
- 🚩 BILLY PUGH TRANSFER BASKETS
- 🚩 ANTI-PIRACY PRODUCTS
- 🚩 TAILOR MADE ANSI NETS



For protection of life and property at sea

PILOT LADDER MANUAL & MAINTAINCE BOOK AVAILABLE
ASK YOU FREE COPY AT: INFO@PTRHOLLAND.COM



UPGRADE YOUR SERVICE

Whatever you need, Wherever you are.

Since 1932

CASA is a Portuguese leading company, serving the shipping industry for more than half a century.

Efficiency and Effectiveness

We recognize the importance of speed in the shipping world, our logistic and reliability in prompt delivery is your guarantee that the vessel can set sail as soon as possible. Our logistics are able to supply you **24 hours a day, 7 days a week, every day of the year.**

Food, Bonded and Cabin products

Our service includes the procurement and supply of a wide variety of products and goods. The range of items can vary from perishables, groceries, dairy, meat & poultry, seafood, beverages & drinks, spirits, confectionary, tobacco, home & personal care. We are able to provide combined consignments of frozen, chilled and dry cargo directly to the required destination.

Technik

As a general supplier we offer a comprehensive range of service for the shipping industry which is recognized and in demand worldwide. We are able to provide any general equipment that a marine vessel requires to successfully operate. Cabin, Deck & Engine supplies - **All in a single source.**



SINCE 1932

CONTACTS

Casa Angola Internacional, SA
Estrada Nacional 107 ao km 10
4470-628 Moreira – Portugal

Phone: +351 229 436 570
Fax: +351 229 436 571
/casa_angola

Email: info@cai-sa.pt
Web: www.cai-sa.pt
/CA.Since.1932/





MIDDLE EAST FUJI

Provides complete range of maintenance, repair & operations (MRO's), chandlery and provision supplies for our customer vessels trading in Middle East & HOA Region.



INTERNATIONAL TRADING



LOGISTICS MANAGEMENT



INDUSTRIAL SOLUTIONS



MARINE ENGINEERING



MARINE SUPPLY & SERVICES

MOBILITY - SUSTAINABILITY - CREATIVITY

UAE

OMAN

QATAR

SAUDI ARABIA

KUWAIT

BAHRAIN

DJIBOUTI



AL QUOZ 3, DUBAI, U.A.E,
P.O. BOX NO. 19227



E-MAIL : info@mef.ae
WEB : www.mef.ae



TEL : +971 4 3474444
FAX : +971 4 3472771



Brazil



Uruguay



Argentina



Panamá



Your General Ship Chandler In South America Ports



Please check more about our company on page 15

We Work with high quality products and competitive prices on Provision and Bonded Stores

Services



Storage and Warehouse Service



Import and Export



New Services in Brazil Catering Services



Boat services all brazilian ports



Provisions



Shipping Operator



Off Shore / Oil and Gas



Bonded Stores



General Ship Supplier

Help Marine & Supplier Import and Export Maritime Product Ltda

Address: Praça Correia Melo Number 10 Centro Santos SP Brasil 1101 3220

Office Phone +55 13 3219 1333

24h Emergency / Supply Department +55 13 98173.3161

Email: supervisao@helpmarine.com.br Email: representative@helpmarine.com.br

Home Page: www.helpmarine.com.br

EXPERIENCE THE DIFFERENCE

CHOOSE FREMONT FOR UNMATCHED QUALITY AND SERVICE

At **Fremont**, we are dedicated to delivering excellence in the maritime industry. As a trusted partner, we offer comprehensive solutions and top-quality products to meet all your maritime needs.



Deck, Engine, Cabin, Electrical, Provisions, and Bonded Stores



Fire Fighting Appliances, Life Saving Equipment, Calibration & Automation



Wide range of supplies for all your maritime needs



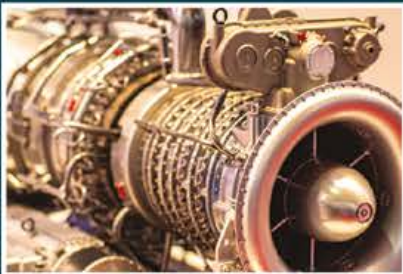
Unmatched safety solutions for your vessel



Prompt and reliable service



Expert inspection, maintenance, and calibration services



Comprehensive inventory to meet short notice requirements



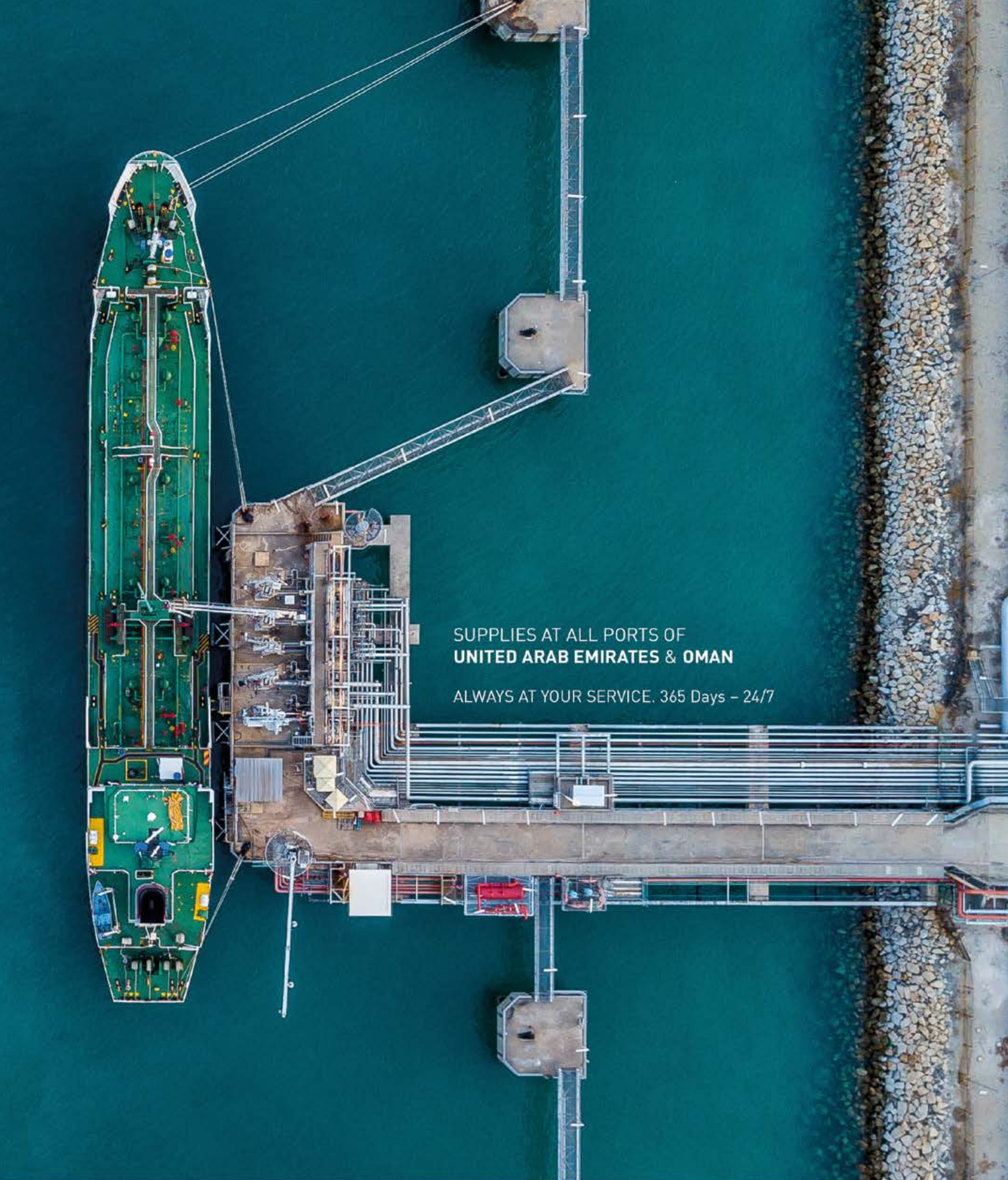
Compliance with industry standards and regulations



FREMONT

SHIP SPARE PARTS & CHANDLERS LLC





SUPPLIES AT ALL PORTS OF
UNITED ARAB EMIRATES & OMAN

ALWAYS AT YOUR SERVICE. 365 Days - 24/7



F **FREMONT**
MARINE SERVICES LLC



ClassNK

DNV-GL



ISO 9001
ISO 45001
BUREAU VERITAS
Certification



KingofReach.com

Your Food & Beverage source, 24/7
Unlock our global solutions



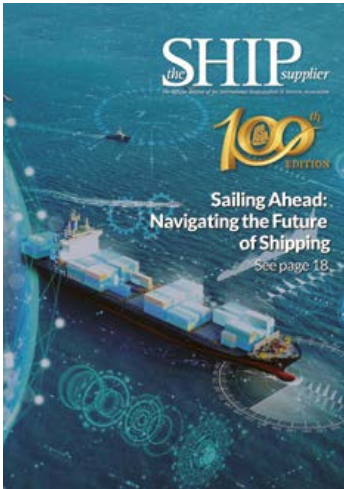
All your provisions
and bonded stores
from one source



Scan now!

Contents

The Ship Supplier
Issue 100 2024



International Shippers & Services Association (ISSA)
WEENA 505
3013AL
Rotterdam
The Netherlands
Tel: +44-20-7626-6236
Email: secretariat@shipsupply.org
Web: www.shipsupply.org

Publishing & Managing Editor
Sean Moloney
International Shippers &
Services Association



Published on behalf of The
International Shippers &
Services Association by

Elaborate
COMMUNICATIONS

Wingbury Courtyard Business Village
Upper Wingbury Farm, Wingrave
Aylesbury, Bucks, HP22 4LW
United Kingdom
Tel: +44 (0) 1296 682051
Fax: +44 (0) 1296 682156

Publisher Sean Moloney
ISSA Head of Administration Yvonne Paul
Editor Spencer Eade
Advertising Sales Manager Julian Berry
Accounts Lorraine Kimble
Production & Design Diptesh Chohan

The Ship Supplier is published by the International Shippers & Services Association and is entirely devoted to reporting on the dynamic and diverse Ship Supplying industry.

The worldwide readership includes all members and associate members of ISSA, chief purchasing officers, other senior personnel with purchasing responsibility and most marine and trade related organisations.



Foreword	11
Regional Focus	12
Green ISSA	18
TSS History	20
Fire & Evacuation	24
Paints & Coatings	28
Safety	32
Pumps and Valves	36
Debt Management	38
Technology	40
ISSA and Ship Supply News	46
Market News	57
Out & About	65
Play	67
After Hours	68



WE ARE THERE...
WHEREVER YOU NEED US



MEMBER OF NEKO INTERNATIONAL HOLDINGS BV

- DELIVERY OF PROVISIONS AND BONDED STORES
- DELIVERY OF CONSUMABLE STORES
- LOGISTIC SERVICES, STORAGE AND HANDLING OF OWNER'S SPARES
- DELIVERIES BY TRUCK ALL OVER EUROPE AND
WORLD-WIDE COVERAGE BY AIRFREIGHT, COURIER, FCL OR LCL



WWW.NEKOSHIP.NL
ROTTERDAM - THE NETHERLANDS
ALGECIRAS - SPAIN





You can keep up to date with the latest news on the ISSA website at www.shipsupply.org and send in your comments and views to the ISSA Secretariat either by phone on +44 (0)20 7626 6236; Fax +44 (0)20 7626 6234 or alternatively email secretariat@shipsupply.org

Foreword

Dear ISSA Members and Maritime Colleagues

This is a very important moment for me to be able to address you via the pages of The Ship Supplier, in my new role as President of ISSA.

I am delighted to have been elected as your President and I will put my heart and soul into ensuring that ISSA continues to grow and flourish as it has done under the excellent and hard work of our outgoing ISSA President, Saeed Al Malik. I would like to thank my friend Saeed for the dedication he has shown to the Association over the past six years, and I am delighted that he will be working with me during the next three years as my Senior Executive Vice President.

I am also delighted to be working with a strong Executive Board and I look forward to delivering on our promise of strengthening the role that ISSA plays internationally.

And the first three months of my Presidency have been busy to say the least with visits to the UK offices of the Secretariat as well as a very enjoyable visit to Istanbul where I was invited as a guest at the Turkish National Association's (TURSSA) 20th Anniversary. TURSSA is a strong supporter of ISSA and has attended many past Conventions and I would like to thank the TURSSA President Zihni Memisoglu and all his fine colleagues for their excellent hospitality.

I look forward to speaking with and meeting many of you over the coming months, especially as we start preparations for this year's ISSA 66 Convention during October 26th and 27th in the beautiful Spanish City of Seville. Please visit the ISSA website to see more details as it will be an amazing few days.

Happy reading ♦

Rafael Fernandez
ISSA President



CMI Co., LTD VIETNAM

44 HOANG DIEU STR. DIST 4, HCMC VIETNAM
TEL : 84-28-39400762 / 38254279 FAX: 84-28-38254278
MOBILE: 84 903843382 - 903744411 - 947774291

Capt. Napoleon Paterakis, Managing Director Tel: +84903843382 or +639178679588
E-mail: capt-napoleon@cmi.vn cmi-vn@cmi.vn cmi-marine@cmi.vn Website: www.captain-napoleon.com

YOUR MOST RELIABLE SHIPPING SERVICE PROVIDER IN ALL PORTS OF VIETNAM

Port Agents - General Ship Supplier - Safety Radio Inspections - UTM/NDT
Marine Electronics Services & Repairs

Life Boat & Boat David/Winch Inspection as per SOLAS & MSC/Circ.1206

Greece



Changes afoot to tax laws and a booming cruise sector in Greece reports Nick Mavrikos, President of the Panhellenic Ship Supplies and Exporters Association

Positive news from Greek Customs which is considering a change to the law that will allow exemption from duties and tax on supplies to non-NATO warships departing Greece for a foreign port.

Further good news that Greek Customs are committed to submitting a proposal to law makers in a bid to exempt supplies delivered to professional tourist ships that make round trips in the Aegean islands and end up in Turkish ports.

Finally, in Greece, there is no exemption granted for supplies sold to persons other than the shipowner. Customs have agreed to the Association's request to look at this with a view to changing the law.



Easing of some warship supply restrictions

Meanwhile in the Greek Cruise Sector there was an increase last year in total passengers of 85% compared to 2022.

The remarkable growth of cruising in recent years in Greece and the subsequent increase in cruise visitors is a positive development with significant economic benefit for the country.

The Port of Piraeus is an important destination for cruise ships sailing the Mediterranean Sea.

According to the Piraeus Port Authority, this year 2024 seems to be even more dynamic for the cruise industry, as

reservations have been made for 1,042 arrivals with a large increase and a new expected record for homeport ship arrivals (around 800 reservations).

A Meeting was staged with the President of Piraeus Chamber of Commerce and Industry (PCCI), Vassilis Korkidis, the President of P.S.E.A. and the Vice-President of the Chamber, Nikolaos Mavrikos, during the official visit to the PCCI, by the General Director of CLIA, Marie-Caroline Laurent, who was accompanied by the Director Eastern Mediterranean of CLIA, Ms. Maria Deligianni, and CEO of Celestyal, Chris Theofilidis.



Senior Association Members at the high level meeting

The P.C.C.I. and the P.S.S.E.A. set the framework to implement an outward-looking policy. This Group is going to participate in Cruise Week Europe, Inno-Expo which will be held from 12th to 14th March in Genoa

All the companies that launch their cruise ships to European destinations will be present. ◆

info@ship-suppliers.gr



Shimizu

Engineering & Supply Ltd. Taiwan

GENERAL SHIP SUPPLIER

Deck, engine, provision stores,
bond stores

MAINTENANCE WORK, STEEL WORK, MAIN ENGINE

Overhauling t/c, motor rewinding
(all types) Underwater inspections
and repairing, compressor

MARINE DIESEL ENGINE REPAIRS (ALL TYPES)

On board all Taiwan ports

RECONDITIONING

Exhaust valves, valve seats and valve
 housings, Cylinder heads, piston
 crowns, skirts and other parts

MANAGING DIRECTOR: MR HENDY WU

NO. 28-1 Hai-Pien Road, Kaohsiung 802-607, Taiwan

+886-7-330-3203-4 | Mobile: +886-937-622-247 | Fax: +886-7-330-3195

hendy@shimizu.com.tw | hendy.shimizu@msa.hinet.net | www.shimizu.com.tw

Keelung

Suao

Hualien

Taichung

Kaohsiung
HEAD OFFICE



DRY HATCH SEALING TAPE CARGO

CULLEN METCALFE

“The Ship Suppliers’ Supplier”

Established 1969

PROUD TO HAVE BEEN SERVING OUR CUSTOMERS
FOR OVER 50 YEARS

impa International
Marine
Purchasing
Association



- DENSO Anti-corrosion tapes
- Pilot & Embarkation ladders
- DRIZIT Oil Absorbents

HEAVY DUTY - HD

STANDARD DUTY - SD

GENERAL PURPOSE - X-LAM

CULLEN METCALFE & Co Ltd

Tel: +44 (0) 7725 610947 & +44 (0) 7713 926859

Email: sales@cullenmetcalfe.com

Web: www.cullenmetcalfe.com

United Kingdom



Bob Blake, Chairman of the British Association of Ship Suppliers (BASS) looks back on his amazing career in ship supply but sees continuing problems post-Brexit

A wise man – wiser than I – commented aeons ago: “An intelligent heart acquires knowledge, and the ear of the wise seeks knowledge”.

This might have been written as a clear guide on handling ship supply in the United Kingdom of Great Britain & Northern Ireland in these turbulent times.

His Majesty’s Customs & Excise continue their messianic progress to legislate ship supply out of existence and continue, also, to pay little or no heed to the industry when it comes to formulating ever more red tape-tied legislation that impacts our industry.

However, BASS has its own weapon to hand to combat this – it has to be said – unfriendly post-Brexit world we now inhabit.

Enter virtuoso Customs Consultant Neill Bretell!

To level the playing field – or should that be battlefield? – BASS has sensibly engaged Neill to monitor what UK Customs is up to and to inject some common sense into their deliberations and planning.

In BASS he has found a grown-up organisation that listens to his advice and acts upon it.

There is no doubt that post-Brexit import and export legislation gets worse not better and I could employ several more fruity epithets to illustrate this reality on occasion!

Change in the operating environment is constant and it is a clever ship supplier who can navigate these choppy waters without hitting the rocks.





Brazil



Uruguay



Argentina



Panamá



The Help Marine and Supplier started its activities in 2007 in Santos/Brazil. Now it has 40,000 products in stock to provide fast delivery. In last years our company has become lidering

Supplier of Ships in South America, and we have received recognition as a member of IMPA (International Association of Maritime Buyers) and ShipServ. Throughout our companies history we have sought the best professional Services, practices in marketing and quality management. The company specializes in providing products and works with many product lines including marine equipment, machinery, Safety Equipment, Food Prodcuts, Stationary, Industrial line for repairs, tools and all needed Items in shipping shipyards, tugs, terminals, platforms and offshore locations.

Help Marine and Supplier has unique experience in the market for strategic installation, planned and differentiated logistics.

Our team of professionals are always ready to serve you 24/7 for any requests you may have. Please find below the stores served by our company: Anti-Piracy/Ball and sleeve Bearings/Bonded/Cabin/Chemical/Deck/Electrical/Medicines/Mooring Ropes/Hatch Cover Tape/B.A Charts/Nautical Publication/Safety/Stationary/Steel Items/Wire Ropes/Lub & oils /Liferacts/ Embarkation Ladder/Pilot Ladder/Provision/Engine and Fire Extinguisher.

Ports covered by our company:

The Help Marine Company is a General Ship Supplier which covers the following the Brazilian ports (for example 7800 km belong Brazil cost and including many locations).

Brazil-South Ports:

- Rio Grande
- Guaiaba;
- Imbituba;
- Navegantes;
- Itapoa;
- Antorina;
- Porto Alegre
- Tramandai;
- Itajai;
- São Francisco do Sul;
- Paranagua;
- Santa Clara;

Brazil - Southeast Ports:

- Santos
- Angra dos Reis
- Sepetiba
- Mangaratiba
- Niteroi
- Porto do Açú
- Vitoria
- Pontado Ubu
- Tubarao
- Capuaba
- São Sebastião
- Itaguaí
- Guaíba Island
- Rio de Janeiro
- Porto do Forno
- Macae
- TVV
- Portocel
- Praia Mole
- Paul.

Panamá:

- Panama
- Colon
- Manzanillo
- Balboa
- Cristobal

Uruguay:

- Montevideo
- Nueva Palmira
- Recaladia
- Fray Bentos
- La Paloma/Rocha
- Carmela
- Paysandu
- Colônia del Sacramento
- Punta del Este
- José Ignacio

South and Southwest:

- Santa Cruz
- Necochea
- Dianante
- Bahia Blanca
- Puerto Madryn
- Villa Constitucion
- Comodoro Rivadavia
- Puerto Deaseado
- Ibicuy
- Ushuaia
- Rio Grande
- Punta Arenas
- Puerto San Julian

Brazil - Northests Ports:

- Ilheus
- Usiba
- Madre de Deus
- Aracaju
- Suape
- Cabedelo
- Natal
- Guamare
- Mucuripe
- Pontada Madeira
- Itaquí.
- Salvador
- Aratu
- Barra de Coqueiros
- Maceió
- Recife
- Termisa Areia Branca
- Pecem
- Fortaleza
- São Luis
- Alumar

Brazil - North Ports:

- Fazendinha Anchorage
- Santana Port
- Belém Port
- Barcarena Port
- Itacoatiara Port
- Jari Port
- Itacoatiara Port.
- Macapa
- Santarém Port
- Vila do Conde Port
- Manaus Port
- Munguba Port
- Trombetas Port

Argentina:

- North and Northwest Argentina
- Buenos Aires
- Recalada
- Mar del Plata
- Rosário
- Cordoba
- Zarate
- Campana
- La Plata
- San Nicolas
- Sante Fe
- San Lourenço
- São Pedro
- Ramalho

We are covering the ports of Brazil, Uruguay and Argentina



TradeNet #204209



Services

We work with high quality products and competitive prices on Provision and Bonded stores





Bob Blake. BASS Chairman

Whilst the climate is stormy one word sums up our present operating environment: nightmare.

With Neill on our side we can better deflect the onslaught from HMRC that continues to be challenging on a daily basis.

Turning to happier matters to report: BASS membership remains steady. The usual yearly dip in membership is compensated for by welcoming new members into BASS.

My friend and colleague and ISSA Board Member John Davey continues his sterling work monitoring OCEAN and the wider EU for anything that might impact members' operations here in the UK.

Cruise ships have returned in a significant way after the travails of the Pandemic and whilst general trade can be described as ok – it is by no means brilliant.

From all reports and intelligence received the post-Covid environment

is still in recovery. Generally, everyone in UK ship supply is doing all they can and more to regain turnover lost but, as always, we are under pressure to keep our prices to a minimum.

After so many years in the industry I can, at least, see a future for it in the UK. One positive development post-Brexit is that we no longer see Continental trucks rocking-up dock side. They realise that it is a risky business getting goods cleared through Customs in time to supply the ship.

Their loss is our gain! A case in point is the fruit and vegetables supply market which the UK is more than able to supply and at good prices too.

Having said that actually getting goods from the suppliers to ship suppliers is far more difficult these days.

On a personal note, in case readers are not aware: I retired from Admiral Harding Ltd after 57 years in the shipping industry on 30th June last



SHIP CHANDLING TECHNICAL JOBS SERVICES & REFILLING:

PROVISION ● BONDED STORE ● DECK & ENGINE SPARE
SAFETY / FIRE FIGHTING ● MISCELLANEOUS STORES
STEEL MATERIALS & FITTINGS ● ENGINE STORES
COMPUTER ACCESSORIES ● OTHER SERVICES



year. Despite the naysayers the merger of Admiral Marine Supplies Ltd in December 2005 has been a resounding success and the “new” firm – Admiral Harding Ltd – continues to thrive. I am proud to say that there are three members of my family employed in the business.

To conclude: with Neill Bretell on our side I believe we can go forward with confidence and our British Association is already well into the start of its second century looking after members’ interests and supporting ISSA. ♦
<http://www.bassweb.co.uk>



COMERCIALIZADORA Y SERVICIOS MÚLTIPLES

VISMAR



**THE TRUSTED SUPPLIER
IN MEXICAN PORTS**

12 years of experience



**PROVISIONS
BONDED STORES
CABIN STORES
PYROTECHNICS
LIFE EQUIPMENT SOLAS
DECK AND ENGINE
AND MORE.**

sales@vismar.mx | ops@vismar.mx

Local+52 8332155718
Whatsapp +52 8331559135

WWW.VISMAR.MX

Our people are professionals committed to high standard of safety and operational excellence with a view to achieving our corporate organizational objectives and company values.

Green ISSA

Bearing AI Launches EU ETS Compliance Tool to bolster maritime shipping emissions management

Bearing AI, dubbed the leading artificial intelligence solutions provider in the maritime industry, has announced an innovative update to their Fleet Deployment Optimizer (FDO) solution that promises to revolutionise how shipping companies manage their emissions in light of the new European Union Emissions Trading System (EU ETS) regulations.

Compliance with EU ETS is a significant challenge for the maritime sector.

With the introduction of this regulation, all ships calling at ports in the European Economic Area are accountable for their carbon emissions via EU Allowances (EUAs) — a responsibility carrying substantial financial implications.

Bearing AI is meeting this challenge head-on with a new EUA forecast and simulation capability. When uploading a vessel schedule to the FDO platform, their advanced AI provides a projection of specific vessels' EU ETS obligations for that schedule. This updated feature can provide an upfront estimate of the EUAs of a single voyage or the deployment plan for the rest of the year before a single vessel has left the dock.

This groundbreaking functionality also supports the simulation of alternative deployments and vessel distributions to identify the most economically advantageous and eco-friendly schedules.

“In our commitment to propel the maritime industry towards a more sustainable and economically viable future, the updated FDO platform stands as a testament to Bearing AI’s innovative spirit,” Dylan Keil, Co-Founder and CEO of Bearing AI said.

“Navigating the complexities of EU ETS compliance is no small feat, and with this upgrade, we aim not just to simplify compliance but to empower our clients to

make strategic decisions that benefit both their bottom line and the planet.”

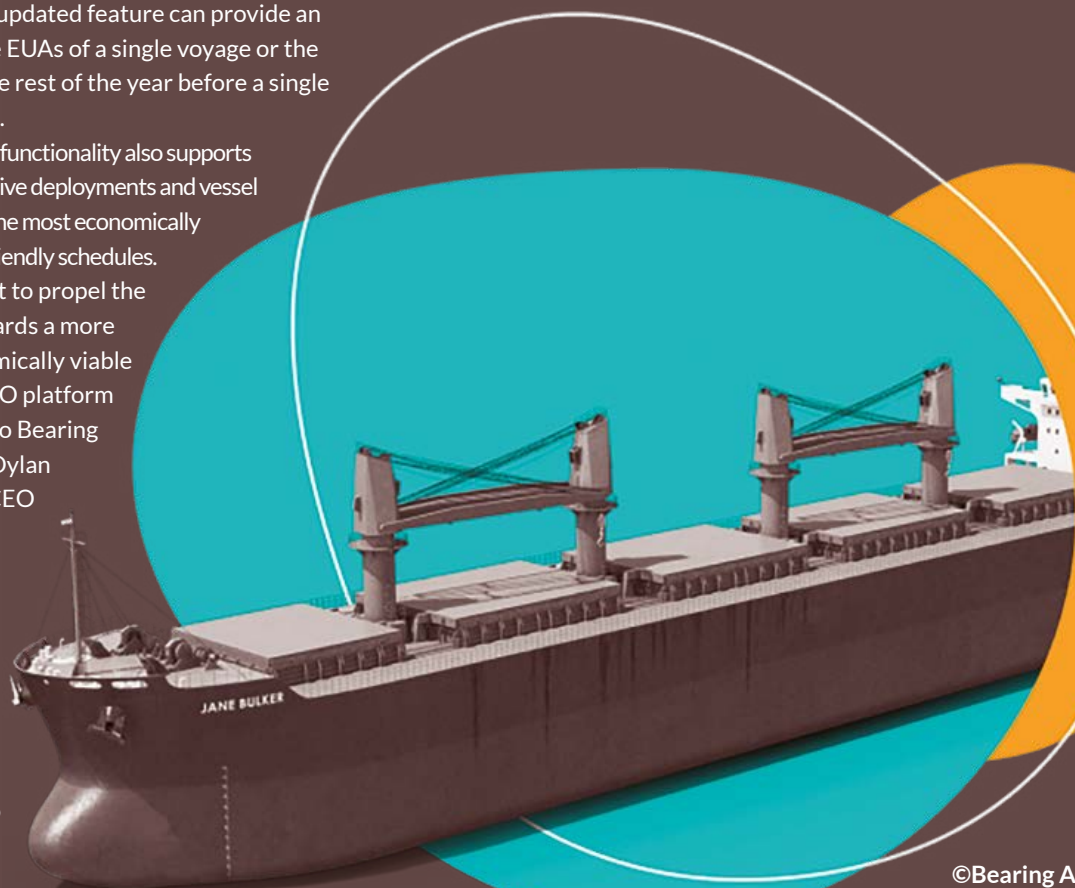
Real-time EUA projections are displayed alongside crucial voyage information, such as emissions predictions and the vessel’s projected Carbon Intensity Indicator (CII) Rating.

This enhancement empowers fleet managers with actionable data to make informed decisions swiftly and efficiently.

Bearing AI acknowledges the mounting pressures on the shipping sector to spearhead sustainable operations. This refined tool not only aids in navigating the immediate financial landscape shaped by the EU ETS but also aligns with long-term environmental stewardship by facilitating proactive carbon footprint management.

Ship owners and operators can now effortlessly plan with the future in mind, as this feature mitigates their operations’ financial and environmental costs. ◆

<https://bearing.ai/>



©Bearing AI



EVERISE SHIPPING SERVICE
Shaping Chandlery, Together

SINGAPORE | PANAMA | SHANGHAI | QINGDAO



Our much-loved and admired magazine turns 100 with this milestone edition

Bromley Abbott delves into the archives for a trip down memory lane.

Welcome, dear reader, to this the 100th edition of "The Ship Supplier" – our much-loved and admired magazine that reflects so much of our Association's history.

If you will, cast your mind back to the mid-1990s. Surely it was an age of innocence – one could say the calm before the digital storm.

Unbelievably there were no "smart" phones. ISSA Members still did much of their business using Telex and the latest invention: the fax machine.

Barely 5% of members had an e-mail address and the general consensus way back then was that the Internet would never catch on.

What remained constant was the need to communicate if you were to stand any chance of prospering as a ship supplier.

ISSA leaders grasped the importance of that from the very beginning in 1955. Thus was born the ISSA Register of Members.

That was a great step forward – along with the annual Convention – if all you needed was to develop global contacts to assist your customers to store their ships in far flung ports around the world.

It took until 1995 – a full 40 years after its formation – for ISSA to look beyond strictly business affairs and recognize the need to inform and educate the wider world on the importance of ship supply.

The first tentative steps had been taken 10 years before – 1985 – when that year's Convention theme was "Storing Ships is Teamwork". This was a self-evident truth espoused in simpler times but what it did was lead to the fore-runner of this magazine but titled "Storing Ships News".

Looking back now one could forgive the somewhat grey tone of the publication. Size alone – it was A5 which was basically half the size of today's successor – could have spelt a short life-span.



TRID the TRIS and ITRD database

ISSA '85; STORING SHIPS IS TEAMWORK

The Convention presentations given in full or summarized in this publication are titled "Ship Supply in Portugal," dealing with the history and current status of the ship supply business in Portugal; "A View from the Shipping Industry," discussing the future of the shipping industry; and "Arrest of Ships," examining the arrest of ships by ship suppliers as a way of collecting on unpaid invoices.

The first sign of embracing the wider world

However its purpose was to alert ship owners and ship managers to the industry sector that they depended on: ship supply and it was enough to whet the appetite for supplier and customer alike. They wanted more!

In those far off days – didn't the sun always shine then; were not people generally happier? – the magazine was an "in house" production of the ISSA Secretariat which by then had taken over from Germany and located itself in London.

There remained a restlessness though that not only wanted tales of derring-do emanating from the dock side to be published but also readers to be informed, educated and entertained.

These worthy ambitions were constrained, though, by the size and format of "Storing Ships News". There was a definite need to bring in the professionals.

Enter the Informa Group.

This mighty publisher of Lloyd's List (the World's oldest daily newspaper) conveniently had a contract publishing division that welcomed ISSA and offered a raft of ideas and design flair.

Head of the Division and former News Editor of Lloyd's List was none other than our own ISSA Secretary Sean Moloney who seized the opportunity with relish and set about translating the vision of the magazine going forward into reality.

Enter "The Ship Supplier"!

From – if you will – "parish pump" to global leader in one fell swoop, Sean and his team displayed their vision of what could be – and in fact turned out to be - a game changer.

Although something of a niche sector of the maritime industry it soon became apparent that the mouse was planning to roar like a lion!

Suddenly a whole team of writers, sub-editors, designers, advertising sales executives and distribution experts were busy turning this dream into reality.

As requested by ISSA Management the scope of the magazine's coverage widened to include articles that informed readers of international legislation affecting ship supply and reflected the changing world that was setting a dizzying pace by the early 2000s when the Internet suddenly was "the next big thing".

Arguably, print media was facing an existential crisis and the traditional trade magazine needed to examine how to cope.

Straw polls conducted unscientifically but nevertheless diligently, found that the by then the 7,000 global readership not only appreciated the magazine and enjoyed the lively

and informative content but were absolutely supportive of its continuance.

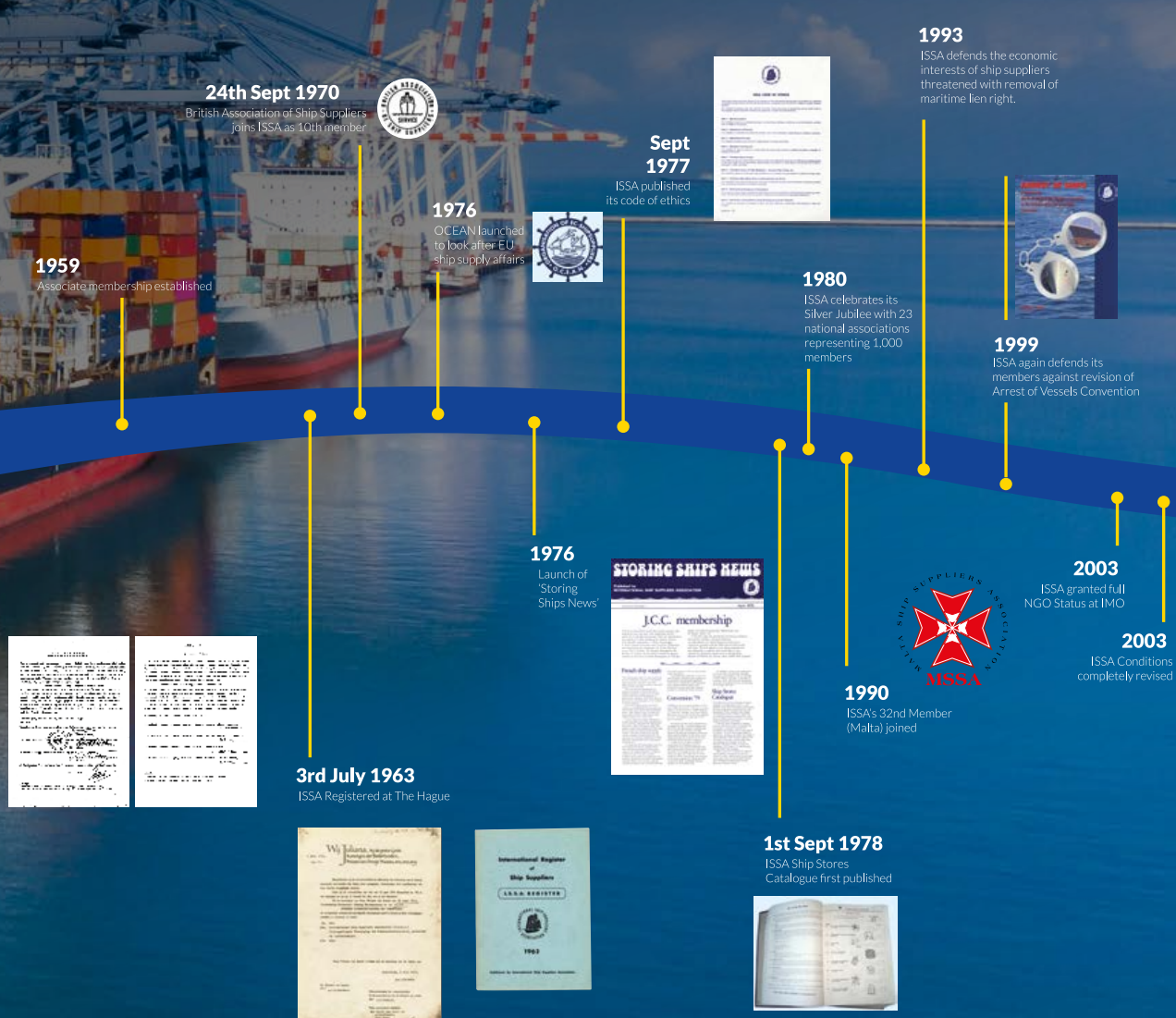
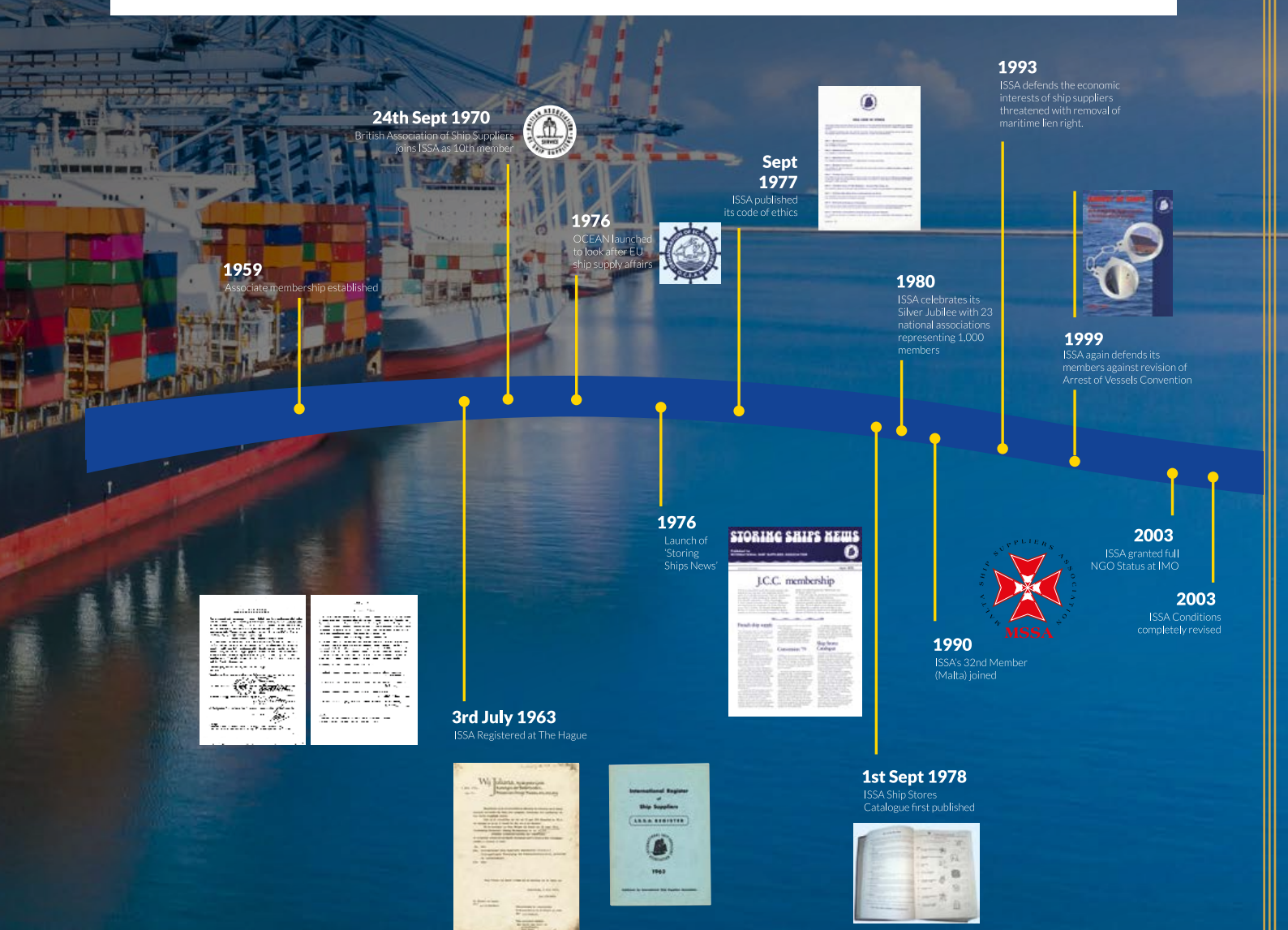
Alas disruption lay ahead.

Informa contacted ISSA to say that, sadly, they were no longer able to produce and publish the magazine for the Association as it was not meeting its sales and revenue targets sufficiently to remain viable.

As the saying goes: "into every life a little rain must fall". For ISSA this translated into a thunderstorm as on the one hand readers and ISSA management were united in the need to retain the magazine and on the other the only route to that was to take it back in house.

Then the cosmic forces aligned and our old friend Sean popped up to say he had left Informa and set up his own Public Relations and Contract Publishing operation and would ISSA be interested in joining the new firm – Elaborate Communications Ltd – and contracting it to publish "The Ship Supplier" going forward.

In no time a deal was done, and the magazine was saved from extinction and started its new course under the familiar expertise of Sean and his team.



Unbelievably that was well over 20 years ago and the magazine prospered and developed to the present lively and popular style that it enjoys today.

Along the way there have been memorable stories and reportage.

To assist ISSA in its efforts to deal with the vexed subject of abandonment of seafarers, the magazine reported on the establishment of the IMO's Abandonment Database half funded by ISSA. Why? Because a by product of this was enabling ship suppliers to be ranking creditors when a ship was abandoned. Ship suppliers were often the only people who could keep seafarers fed and supplied. Now they would be paid for this out of the sale proceeds of the abandoned vessel.

Another major event which followed the 9/11 attack was the swift introduction of the International Ship and Port Facility Security Code via the International Maritime Organisation (IMO).

ISSA worked hand in glove with the IMO to develop its own Guidelines as the ISPS Code featured extensive obligations upon ship suppliers which needed detailed explanation.



ISSA Golden Jubilee Souvenir Edition – a case bound and gold tooled publication

This combined education and information role continues to the present day – interspersed with an element of entertainment too!

The readership – both digital and printed – has expanded to around 10,500 and reaches all 96 ISSA countries as well as members' customers – the world's ship owners and managers.

In addition Governments, other trade associations and academics avidly look to what can truly said to be the mouth piece of the global ship supply industry.

Here's to the next 100 editions! ♦

www.theshipsupplier.com

50 years

2005

ISSA's Golden Jubilee 40 National Associate Members in 50 countries serving 549 ports world-wide

2010

Reorganisation of the ISSA Board

2010

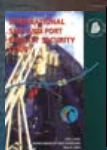
Green ISSA

2011

Ghana Regional Meeting

2004

ISSA educates it's members on the impact of the ISPS Code



2012

The re-design of the ISSA Ship Supplier



2013

India Regional Meeting

2014

Abdul Hameed Hajah elected President by Assembly in Panama commencing 1 Jan 2015



2015

ISSA Diamond Jubilee

60 years

2016

Dubai Convention



2015

Singapore Convention



2018

Mr Saeed al Malik as elected President 1 January



2019

Sean Moloney – New ISSA Secretary January 2019



2017

Athens Convention



2020

Covid Restrictions – 1st ISSA Virtual Executive Board Meeting June 2020

Covid Restrictions – 1st ISSA Virtual Assembly Meeting November 2020



2022

Covid Restrictions lifted – 1st ISSA Post Pandemic Executive Board Meeting – June 2022 – Rhodes

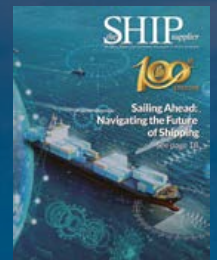
Covid Restrictions lifted – 1st ISSA Assembly Meeting – September 2022 – London



2024

Mr Rafael Fernandez is elected President 1 January

100th EDITION



2023

ISSA Conference and Gala Dinner – ISSA65 Dubai – October 2023.

2019

ISSA Busan Convention 2019



20
— YEARS —
ANNIVERSARY

SOUTHERN CROSS MARINE SUPPLIES IS MORE THAN JUST A PROVIDORING COMPANY

We service Australia

We understand that you want quality and service at the right price in one convenient location, and we deliver. From frozen or fresh food products and beverages, to technical products and spare parts, Southern Cross Marine Supplies can deliver all your shipping requirements at a very high quality and competitive price.

Whether your vessel is a tanker, cargo ship, aircraft carrier, fishing boat, luxury liner or oil rig, Southern Cross Marine Supplies is equipped to assist you.

With our experience dating back to 2004, and with thousands of satisfied clients a testament to our success, Southern Cross Marine Supplies is committed to maintaining its high level of service and in maintaining its reputation as one of the most efficient supply companies in the world.

GSM@SCMS.COM.AU | 61-8-82410143

120 Commercial Road, Port Adelaide SA, 5015 Australia, Australia

Increased fire incidents on board | LALIZAS raises awareness & provides solutions

“Noticing trends and monitoring maritime safety incidents ought to be an integral part of our industry experts in order to ensure safety at sea,” stated Mr. Iasonas Lalizas, Marketing & Communications Manager of LALIZAS, lifesaving equipment manufacturer.

“One recent trend observed is the uptick in fire accidents aboard vessels,” he continued. Indeed, recently, an alarming increase in the number of accidents involving fires has been observed on vessels carrying electric vehicles powered by lithium-ion batteries (EVs).

Since lithium batteries appeared to combust spontaneously during their transportation process, there has been an urgent need to find ways to prevent and minimise these incidents as well as to take the necessary precautions to be prepared for such events.



Authorities have been raising awareness regarding fire on board and they are also actively taking steps to prevent it, such as the new revised standards & regulations.

“The revised EN 469:2020 Standard adapted by the MED Directive, mandates changes to the design and performance requirements of firefighting suits.”

“This new standard becomes effective on 25th August this year and all firefighting suits placed on board EU flagged vessels at this time and moving forward must meet the new standard.”

“LALIZAS has been designing and manufacturing a wide variety of lifesaving products for the commercial shipping industry for many years.”

“This includes our broad offering of high-quality firefighting equipment, including Fireman Suits. Under these

circumstances, we now offer the new Fireman Suit *Antipiros*, that meets the revised EN 469:2020 standard with the highest Level 2 performance criteria,” he mentioned.

Antipiros Fireman Suit is certified as Level 2, according to the new revised EN469:2020 standard, providing the highest levels of protection against heat (contact heat - heat transfer), water penetration and water vapour that are required for roll-on roll-off (RORO) vessels, the type most often carrying EVs powered by lithium batteries, a suspected root cause of the uptick in vessel fires.

In addition, *Antipiros* Fireman Suit is made of Nomex (a flame-resistant meta-aramid material) that allows maximum fire proximity, while its threads are made of Kevlar material, for optimum thermal protection and excellent durability.

On top of that, as part of LALIZAS’ ongoing initiatives within the industry to enhance safety on board, the manufacturer is constantly developing and expanding their line of LSA & FFE equipment.

Each LALIZAS product is designed and manufactured in full compliance with the necessary regulations and equipment standards that are related to maritime and national standards.

“Our focus in LALIZAS has been ensuring safety at sea, since the founding of our company back in 1982.”

“We believe that Safety is not just a product, it is an ongoing process. Therefore, we are constantly trying our very best to be as updated as possible, in order consistently to provide our partners with equipment of the highest quality that will ensure safety of human life at sea,” Mr. Iasonas Lalizas concluded. ♦

www.lalizas.com

“

ONE RECENT TREND OBSERVED IS THE UPTICK IN FIRE ACCIDENTS ABOARD VESSELS

Mr. Iasonas Lalizas,
Marketing & Communications
Manager of LALIZAS



The choice of many

When it comes to safe and protected storage of your fire-fighting equipment the “go to” firm for many is Jo Bird.

This UK based manufacturer’s vital equipment cabinets are the brand of choice for most of the major offshore energy companies.

The list of ships from Naval and Coast Guard vessels to cruise liners who use Jo Bird is like reading a directory of the maritime industry. So why is the firm so special?

The reason is the robust level of protection they provide for vital lifesaving and fire safety equipment.

Designed and built in the UK, their rugged cabinets are exported to more than 33 countries.

Jo Bird & Co. cabinets perform well under extreme heat, cold and high

wind conditions to provide long term cost savings. This is backed up by long guarantees and highly professional customer service.

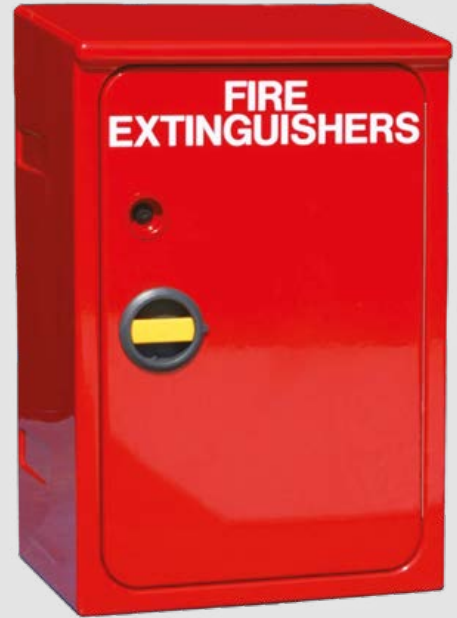
They are available through the company’s worldwide network of LSA distributors.

Jo Bird’s estimating team often work with Naval architects and ship owner/operator engineers, to help develop storage solutions to meet exactly their requirements including heated cabinets for polar conditions.

Most have been awarded Lloyds Register Type Test Approval and American Bureau of Shipping Product design Approval.

The level of ingress protection is IP56 so the contents will stay dry and remain in perfect working order. ♦

<https://jobird.co.uk/>



Whatever the conditions a Jo Bird cabinet will protect your fire-fighting equipment



Award winning innovation where it matters



Fire Safety and lifesaving Equipment cabinets



Jo Bird & Co Ltd

T +44 (0)1278 785546

E info@jobird.co.uk W jobird.co.uk

- 20-30 year design life*
- 5-year guarantee
- Vast product range tailored to your needs

*Firebird range only

- High IP rating
- Heated cabinet options for polar waters*
- Manufactured in the UK

Protect what matters.



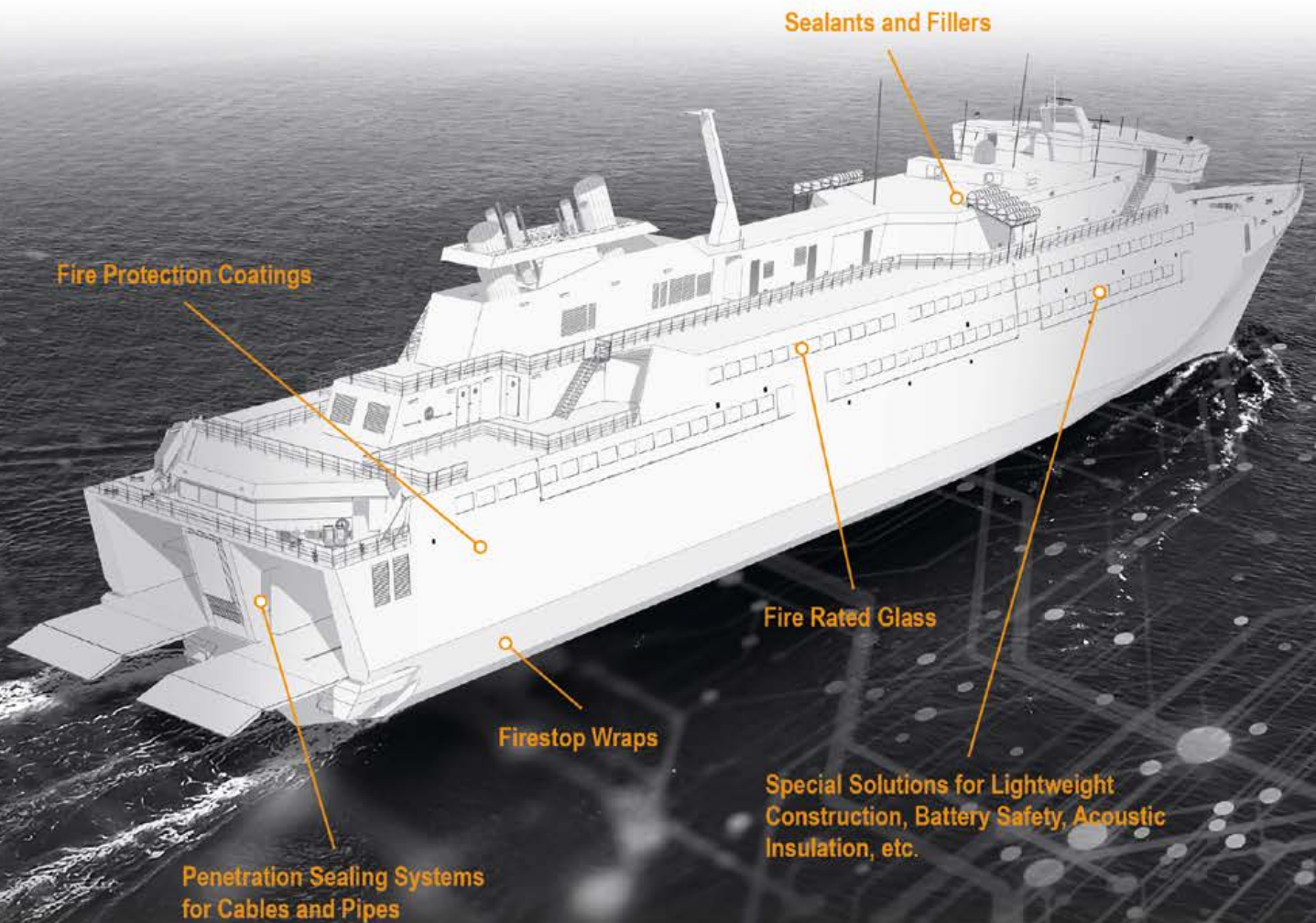
members of svt group

AIK

FLAMRO

ROLFKUHNGBH

The **Next Level** of Passive Fire Protection



Forward-Looking Ship Safety

Circumnavigating fire risks on the high seas requires intensive planning, proactive risk analysis and perfection. Therefore, our passive fire protection products meet the most stringent quality standards. Whether it's fire-rated glass, penetration sealing systems, coatings or fire protection fabrics – svt's extensive portfolio protects lives and property all over the world. We offer both standard options and client-specific solutions that are all designed with consistent foresight and all-round consideration – ideal for advanced and next-generation materials in lightweight construction and alternative drive engineering.

svt-global.com/ship

Ship owners save \$8 billion and 41 million tonnes of CO₂ with Intersleek® 1100SR, AkzoNobel performance data reveals

Real-world performance data compiled from ships applied with International® brand Intersleek® 1100SR over the past 10 years shows the coating has slashed ship fuel bills by \$8 billion and reduced 41 million tonnes of CO₂ emissions.

The world-leading biocide-free, foul release coating revolutionised the coatings industry when it was launched by AkzoNobel in 2013 and has been applied to more than 3,000 vessels since then.

Due to the high performance of the biocide free technology, demand has risen steeply in the past 18 months as ship owners work to cut CO₂ emissions to comply with new carbon regulations and look for proven solutions.

Last year the International Maritime Organisation (IMO) announced new carbon targets for the fleet, which include a 20% reduction in emissions by 2030, a 70% reduction by 2040, compared to 2008 levels, and the ultimate goal of net-zero emissions by 2050. (UNCTAD Transport and Trade Facilitation Newsletter No.99 - Third Quarter 2023.)

Pioneering Intersleek 1100SR was the world's first biocide-free fouling control coating featuring patented slime release technology that tackles micro-fouling on ships' hulls.

The technology maintains performance through the docking cycle without the use of biocides and delivers





Everything a ship needs!

Technical Ship Supply

Cabin · Deck · Engine · Galley

Provisions Supply

Catering (Provisions & Stores)

Spare Parts & Repair Service

On-/Offshore

Equipment & Service

New Build Supply

Mooring Ropes & Special Wire Ropes

Maritime Environment Protection Systems

Biological Sewage Treatment

Ballast Water Treatment Systems

Oily Water Separator

Manufacturing of Nets

Safety Nets · Fishing Nets

Airfreight & Logistics

VISIT US
at following
maritime events



3-6 sept 2024
Hall A 1 | Booth 435



10-11 sept 2024
Booth 39

outstanding macro and micro fouling control with improved static resistance, even in warm waters.

Slime that builds up during docking is released when the vessel travels through the water, therefore reducing drag, improving fuel efficiency and reducing CO₂ emissions.

Intersleek was launched in 1996 as the first patented biocide-free coating for the shipping industry.

Intersleek 425 evolved to 700 in 1999 to address the need for foul release in deep sea vessels. Eight years later the 900 version launched with original fluoropolymer technology to ensure the foul release was available for all vessels above 10 knots.

In 2013, Intersleek 1100SR became the optimal slime release for all vessels, even in warm winters and slow steaming and has set the standard for foul release technology in the industry over the past decade.

Chris Birkert, AkzoNobel's Marine Coatings Segment Manager, said: "Our groundbreaking Intersleek range has set new standards for efficiency, performance and sustainability in the marine industry when it comes to biocide free performance.

"Together with our customers, Intersleek has the largest foul release track record, gathered from 20 years of vessel performance data that proves our Intersleek coatings have helped save ship owners \$19.6bn dollars in fuel costs and 103 million tonnes of CO₂, to help them hit carbon targets.

"This incredible saving includes \$8 billion in fuel bills and 41 million tonnes of CO₂ from Intersleek 1100SR over the past 10 years." ♦

<https://www.akzonobel.com>



Bunkering tanker and large container ship

Chris Birkert



Sealand Support
Serving the maritime industry by innovation for evolution

SEALAND SUPPORT is an organization with concerns for growth and expansion by developing and expanding its service profile in an integrated and coordinated manner. We start small and think tall.

Marine supplies and services in Cameroon and west & central African ports



www.sealandsupport.com

+237 676 371 655
management@sealandsupport.com



Lubmarine

Supporting
**Operational
Excellence**

**Together
we go further**

At Lubmarine, our commitment to customers runs deep. Our trusted experts are dedicated to delivering cutting-edge marine lubrication solutions and services that empower your fleet to navigate with confidence and optimize every voyage.



TotalEnergies

lubmarine.totalenergies.com

Advanced fire safety solutions spawn innovative solutions

Global survival technology solutions provider Survitec has received type approval for dry chemical powder system upgrades to support ships powered by alternative fuels.

To meet a growing demand the firm has reconfigured and enhanced its Dry Chemical Powder (DCP) fire extinguishing system.

The enhancement aims to protect vessels better that are running on LNG and LPG fuels.

The upgrades have received type approval certification and are now being specified for newbuild and existing vessels.

Since receipt of DNV certification, Survitec has received orders for installation to a 16,000 TEU container ship with an estimated beam width of over 50m, which is under construction at a newbuild yard in South Korea.

Rafal Kolodziejski, Head of Product Support & Development - Fire Systems, Survitec, said: "This first order represents a crucial step forward in ensuring the safety of ships running on LNG or LPG ships.

"The Survitec DCP system offers comprehensive bunkering station protection, cost-efficiency, and versatility for a variety of vessel types, whether newbuild or retrofit.

"Dry chemical powder systems have long safeguarded LNG and LPG cargo vessels, but as the industry embraces liquefied gases as a propulsion fuel, the unique requirements for protecting bunkering stations on a wider range of vessels, such as large cruise ships, containerships, and tankers, is becoming increasingly important."



The newly enhanced DCP system from Survitec comprises an extinguishant storage container, nitrogen gas cylinder and safety valves. It comes complete with a pressure regulator, piping, and discharge devices, including nozzles.

The development that sets Survitec's DCP system apart from others on the market is that longer lengths of discharge piping can be combined with smaller volumes of powder to optimise fire protection for bunkering stations and fuel-switching operations on a broader range of vessels.

This is achieved through more precise control over propellant and powder mixing and a new delivery nozzle design.

While the recent DNV certification allows pipe runs to be increased from 20m up to 69m, longer pipe runs can be used on a case-by-case basis. Whereas for shorter pipeline lengths, it is now possible to use a more straightforward powder driving solution that enables the use of smaller nitrogen cylinders.

Piotr Bulas, Product Manager for DCP solutions, Survitec, explains: "Overall delivery pipework length is ultimately governed by the number of elbows required. However, a key differentiator with our solution is that it has been designed

to support potassium bicarbonate or sulphate salts as the dry power medium.

"This important choice of powder presents multiple advantages, from allowing smaller, lighter, and more easily accommodated hardware to the lower overall cost of consumables.

"In many cases, LNG bunkering stations are positioned on both sides of the ship. With the DCP system from Survitec, shipowners can often safeguard both stations with just one DCP unit without compromising performance.

"This reduces installation and maintenance costs," said Mr Kolodziejki. "In addition, unified components and modular scalability allow for modifications to be made simply and cost-effectively during the shipbuilding process."

Dry chemical powder solutions have long safeguarded LNG and LPG cargo vessels, but as the industry embraces liquefied gases as a propulsion fuel, the unique requirements for protecting bunkering stations on a wider range of vessels, such as large cruise ships, containerships, and tankers, is becoming increasingly important. ♦

www.survitecgroup.com

YOUR RELIABLE PARTNER IN MEXICAN PORTS

GENERAL SHIP CHANDLERS

- PROVISIONS
- BONDED STORES
- CABIN STORES
- DECK AND ENGINE STORES
- ELECTRICAL EQUIPMENT
- CHARTS AND PUBLICATIONS
- NAUTICAL EQUIPMENT
- STATIONERY
- PYROTECHNICS
- WAREHOUSING SERVICES
- SAFETY STORES AND EQUIPMENT
- BOAT BARGE SERVICE
- GARBAGE AND WASTE DISPOSAL SERVICE

DELIVERY PORTS

GULF OF MEXICO

ALTAMIRA - TAMPICO - TUXPAN - VERACRUZ -
COATZACOALCOS - PAJARITOS - DOS BOCAS -
CIUDAD DEL CARMEN - PROGRESO

PACIFIC OCEAN

MANZANILLO - SALINA CRUZ - LAZARO CARDENAS

HEAD OFFICE

Av. Miguel Angel de Quevedo 220
Centro C.P. 96400
Coatzacoalcos, Veracruz. Mexico

avimar@avimarshipchandlers.com
www.avimarshipchandlers.com

Tel: +52 921 212 3937
+52 921 212 7267
Fax: +52 921 213 0659

SERVICE 24 / 7 - 365 DAYS

AVIMAR
SHIP CHANDLERS
SINCE 1975



MX004



67907



MARINE SALES
REPRESENTATIVE IN
MEXICO

m Innovative
Manufacturing
REPRESENTATIVE IN MEXICO



**COAST TO COAST INTERNATIONAL
MARINE SERVICES**

COASTSHIP.COM

**SPECIALIZED IN LOGISTICS
& HUSBANDRY SERVICES**



**PROVISIONS
CARGO HOLD
TANK CLEANING
SHIP HUSBANDRY
WELDING REPAIRS
BONDED WAREHOUSE
ENVIRONMENTAL SERVICES
DECK, ENGINES, CABINES, STORES**

Coast to Coast
209 Harvard Ave,
Westville, NJ 08093 USA



Office +1 (856) 349-2170
24/7 +1 (856) 373-6378
operations@coastship.com



**UNITED STATES AND CANADA
COAST GUARD COMPLIANCE**

CHEM-BULK SOLUTIONS

COASTSHIP.COM



**SAINT JOHN, NB
HALIFAX, NS
MONTREAL, QC
QUEBEC, QC
BOSTON, MA
NEW YORK, NY
PHILADELPHIA, PA
WILMINGTON, DE
BALTIMORE, MD
NORFOLK, VA
SAVANNAH, GA
PORT EVERGLADES, FL
MIAMI, FL
GALVESTON, TX
NEW ORLEANS, LA**

**SOLUTIONS FOR
SCRUBBER-EQUIPPED SHIPS**

Marine Grade AUS40 (UREA) and Caustic Soda 50%

**REQUIRE A SUPPLY OF CHEMICALS OR
TECHNICAL ADVICE? CONTACT US**

Office +1 (856) 349-2170
24/7 +1 (856) 373-6378
operations@coastship.com

Considering a Pump's Total Life Cycle Cost

Buyers are increasingly faced with budgetary pressures that often see them making purchases that are not the most economical in the long term.

This is usually the case when the buyer considers only the upfront costs of a pump i.e. its price plus delivery, rather than the total life cycle costs of buying, operating and maintaining it.

FUTURE COSTS OF A PUMP

Putting a monetary value on future costs can be difficult, which is possibly why many neglect to include them in the total cost when buying a pump. The problem is that future costs amount to around 83% of a pump's life cycle costs (World Pumps, 2017), which demonstrates the importance of considering the cost of running and maintaining it over its lifetime.

- **Labour** – Labour is the biggest overhead in almost all companies. If the pump you're considering requires operators to intervene regularly manually, this is a cost to account for. For example, if you have a pump supplied with automation/control features e.g. a bilge pump with a level switch, it may initially be more expensive, but would relieve an engineer from operating it.
- **Energy** – Methods of reducing your pump's energy consumption include installing a parallel pumping system so that a smaller pump runs when the duty doesn't require the larger pump, or a variable speed drive to control motor speed. This will increase the initial pump cost but can reduce running costs hugely.

For example, an engine room's seawater cooling pump is generally designed to cope with worst-case scenarios e.g. the temperature of the Red Sea and the vessel with maximum load. In reality, these conditions are met less than 5% of the time. A VSD adjusts the speed to the real cooling demand rather than the most extreme conditions, meaning that when the seawater temperature is lower and less cooling is required, the system will use only the energy required.

- **Maintenance** - Like all mechanical equipment, onboard pumps will need maintenance as parts such as mechanical seals, wear rings and impellers wear to prevent unexpected failures and downtime. The costs of carrying out routine maintenance however can depend upon the complexity of servicing, spare part costs and the quality of the pump's internal components.

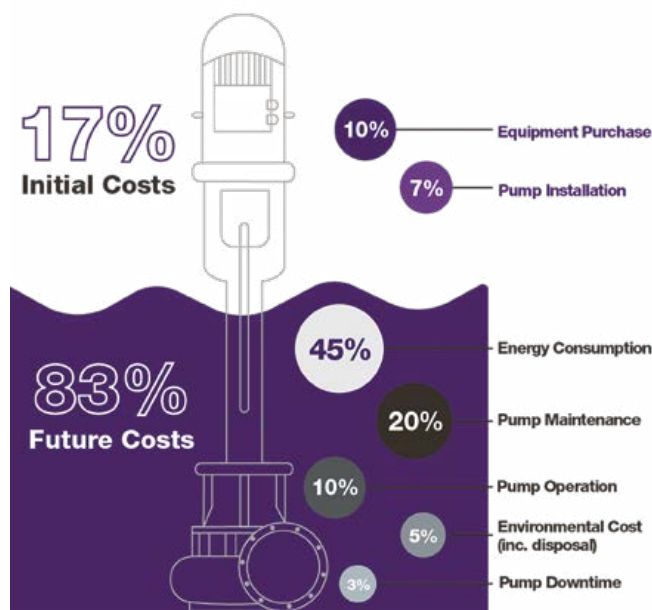
Let's say you are choosing between two pumps. You have a centrifugal pump cast in bronze with back pull-out design meaning that the motor and pump internals can be removed without disconnecting the pump from the pipework. The other option is cheaper, but made of pressed metal, which being thinner is more susceptible to damage, misalignment and needs to be removed from the installation for maintenance. Yes, the initial costs of the latter are cheaper, but over its lifespan, will maintenance costs exceed the difference?

- **Downtime** – Due to the critical nature of many pumps onboard e.g. the ballast pump's role in vessel stability, downtime simply isn't an option. For this reason, when purchasing a marine pump, you should consider a backup pump that kicks in when the other fails, as well as the availability of parts to allow for immediate maintenance. The lead time of spares and replacements are also a huge consideration in order to meet a vessel's docking schedule and avoid the cost of demurrage.

By considering the above factors, you can be confident when purchasing a pump for your vessel that you will be receiving the solution that offers the lowest total life cycle cost. ♦

www.castlepumps.com

Initial Costs + Future Costs = **Life Cycle Costs**





MARINE PRODUCTS DIVISION

TRUSTED PROTECTION FOR THE MARINE INDUSTRY

- NOSPRAY ANTI SPLASHING TAPE
- CANSEAL MARINE HATCH COVER TAPE
- PETROWRAP ANTI-CORROSION TAPE SYSTEM
- EXOWRAP HIGH TEMPERATURE INSULATION ROLLS
- STEAMKOTE HIGH TEMPERATURE PIPE DRESSING
- CANFIX EMERGENCY PIPE KITS



TradeNet
#85119

1.888.467.7325 | www.marinetapes.com

1.604.876.0777 | sales@innovativemfg.ca

Vancouver BC – Montreal QC – Seattle WA – Pennsauken NJ – New Orleans LA

Rotterdam – Singapore – Dubai – Durban – Sydney – Shanghai



Ship managers up their game

By Roger Symes, Director, Marine Debt Management

It is hard to know what percentage of the world fleet is contracted to third-party ship managers, that is, managers unrelated to the vessel owners. According to Lloyd's List, the world's 10 largest ship management companies claim to have the sum-total of approximately 6,000 ships under full technical management.

Taking that figure at face value, we can extrapolate that the total number of ships contracted out is, perhaps, in the range 12,000 to 15,000 vessels. UNCTAD estimates there are approximately 56,500 vessels over 1,000 grt. So, in ballpark terms, I estimate 20%-25% of ships are managed by third parties. Some say the figure is closer to 30% but the situation is complicated. I suspect the figure of 6,000 ships includes some ships under crew management contracts only. There is also the growing trend for individual ship owners to form joint ventures with ship management companies. Their vessels are, no doubt, included in the figures given to Lloyd's List.

How do the above percentages align to your company's business? How are your annual sales split between ship owners and ship managers? It should be possible to do a quick calculation as, due to their overall fleet sizes, ship managers will likely be among your largest customers in terms of turnover. What about getting paid? How do the ship managers compare to the rest of your customers? Are the efforts you put into collecting payments from ship managers proportionate to their importance in your list of customers?

In my experience, when ship suppliers get together, it is not long before the talk turns to ship managers and difficulties experienced in receiving timely payments. The excuse of "awaiting funds from owners" is glibly given and far too often. Of course, this is not true of all ship managers but companies that use this excuse damage the reputation of the ship management business.

Against this background, the International Ship Managers' Association ("InterManager") is to be applauded for launching its "General Principles of Conduct & Action" (available to download from intermanager.org). The aim is to drive up quality across the industry. Recognising the differences between ship managers, the intention is to be encouraging and aspirational. Ship managers are invited to use a comprehensive worksheet to document their progress.

Initially the General Principles rely on self-assessment but there will then follow periodic, confidential audits by a third party. They make brief references to suppliers and, in more detail, to partners. It can be argued that ISSA members fall into both categories.

Each InterManager member is expected to document and evidence its "Code of Conduct" including commitment to creating and promoting behaviours that generate value to all interest groups (customers, employees, suppliers, environment and shareholders) in the context of a socially responsible culture that is reflected in the development of a sustainable Company.

They should demonstrate, "Commitment to foster an open and participatory dialogue between members/partners with an emphasis on consultation and sharing of information from the earliest stages of the relationship".

They also need to show, "Third parties and suppliers are evaluated in terms of Ethics, Compliance to applicable laws/regulation, sustainability and social responsibility as applicable. Rejected third parties are communicated to InterManager".

If InterManager is able to raise standards, ship managers will not be the only ones to benefit. Ship suppliers will too. ♦

www.marinedebtmanagement.com



Head to safer sales

GET UP-TO-DATE CREDIT CHECK REPORTS
AND SPEED UP DEBT COLLECTION TIMES

to find out more call: +44 (0)20 7360 0220

email: info@marinedebtmanagement.com

or visit: www.marinedebtmanagement.com



Total Safety Solution by

LALIZAS



Fast & Independent Liferaft Exchange



Liferaft Compliance as a Service

No single OEM brand restriction

No contracts therefore
no exit or termination penalties

Immediate liferaft exchange

Immediate ownership
of newly serviced & approved
liferafts

safetyservices@lalizas.com

Fire Safety Rescue Service



Service & Supply at most Major Ports

Authorised service stations
in 200+ ports

Qualified service engineers

IACS approvals

Less operational time for the
Ship Owner/Ship Management
company

fsr@lalizas.com

- Certificate due date monitoring (90, 60 & 30 days prior)
- Single point of contact & invoicing
- Full services with minimum port stay

On Guard! Cyber criminals are on the march

**Kristin McGillicuddy Senior Marketing Manager,
Commercial & Leisure Maritime KVH urges
vigilance when it comes to cyber security**



Cyber Security is a growing threat to all internet connected businesses.

2023 has seen a doubling in the growth of ransomware variants with a staggering 67% of businesses having been victims to such an attack.

The rate of cyber security breaches in the maritime industry has mirrored this trend. Attempted attacks on maritime information systems rose by 400% in the first few months of the pandemic.

ATTACKS COME IN THREE BASIC FORMATS:

1) Ransomware breaches

This is where cyber criminals breach a company's digital infrastructure and use malicious software to either steal data or shut down all or part of a company's online systems and hold it to ransom claiming it will return everything back to normal once a payment has been made. However, paying the ransom does not guarantee that these criminals will keep their side of the bargain.

2) "Man in the Middle" Intercepts

These attacks have been growing in popularity and it is where a hacker is able to intercept a genuine supplier invoice email to a company and then use it to trick that company to send payments to a different bank account. The company only realises it has been fooled when the third-party supplier chases payment.

3) Malware

This is when a user inadvertently clicks on a link which contains malicious software (malware). This gets into a company's digital infrastructure and disrupts

the network potentially stealing or leaking information onto the dark web or locking genuine users out of their computer systems.

Some cyber breaches target more than one company at a time due to the increasingly interconnected nature of business.

Supply chains are particularly vulnerable where one company in the chain suffering a breach may give hackers access to the IT networks of other companies in the same chain.

Key areas on a vessel that could be vulnerable to a cyber breach include the Bridge Systems including the automatic identification system (AIS), voyage data recorder (VDR), automatic radar plotting aid (ARPA).

Similarly, propulsion systems are vulnerable as they relay data on equipment performance including fuel management and, if integrated with navigation and communications equipment on ships, can make them prime targets to attack.

All vessels have access control systems which ensure the physical security and safety of a ship and its crew which includes surveillance and shipboard security alarms. These are prime targets for hackers as well as passenger vessels which have digital systems for boarding and access control which hold valuable passenger data that could be exploited if breached.

Fixed or wireless networks connected to the internet installed onboard for passenger access such as guest entertainment systems are similarly vulnerable to attack if not protected properly.

Onboard computer networks used for the administration of the ship or welfare of crew and internet connectivity via satellite or other wireless connections are other possible targets.

HOW TO MITIGATE RISK

Vessel operators should start with a risk assessment to review all their onboard systems against potential cyber threats, preferably performed by a third-party cyber specialist who will also undertake penetration tests to identify system weaknesses that could be exploited by cyber criminals.

Some key best practises include:

- Keeping Information Technology (IT) and Operations Technology (OT) systems on separate networks to reduce overall exposure should a breach occur on one of the systems.
- Limiting access to network systems so that only appropriate traffic is allowed via a controlled network or subnet.
- Ensuring firewalls, routers and switches have advanced capabilities and that all software updates are installed to maintain the highest levels of protection against unauthorized access.
- Allowing only senior officers to have administrator profiles so only they can control or change the set-up of normal user profiles.
- Installing email and web browser protections to guard against the exchange of sensitive information.

- Checking the onboard satellite connectivity with the provider to ensure that appropriate measures are in place to protect the network. Also ensuring that when using a Virtual Private Network (VPN) that the data traffic is encrypted.
- Securing all USB ports on vessels to prevent malware infections from uncontrolled devices brought onboard by crew members or third parties.
- Supporting and protecting crew to allow them safe access to personal email, social media accounts and the internet during their leisure breaks.

KVH we recommends clients adopt a multi-program approach to address the security of both satellite and terrestrial networks.

For instance, their cloud email solution which allows vessels to access emails at sea or in port, has built-in spam and malware blocking with secure encrypted email exchange.

In addition, they maintain all employees whether onboard or ashore should be given cyber security awareness training as it tends to be a lack of knowledge amongst employees that leads to a lot of cyber security breaches.

The more layers of protection that a company can employ to make it difficult for hackers to breach will help make it more resilient to cyberattacks. ♦

www.kvh.com



SEVEN OCEANS LTD

SERVING PORTS WORLDWIDE

79 College Road,
London HA1 1BD - UK
T. +44 1895 637 210
M. +44 7415 320 781
E. info@sevenoceans.uk

SHIP ENGINE SPARE PARTS SUPPLIERS

- OEM Spare parts from Licensee factory of MAN DIESEL, YANMAR, DAIHATSU, ZJMD, YMD, CME, HYUNDAI, MAN B&W, SULZER, WÄRTSILÄ.
- REFURBISHED/RECONDITION ORIGINAL Ship Engine Spares (We have our own arrangements in India).
- Specialised in Generic parts, obsolete parts and extinguished items.
- Dealing in many 2 stroke & 4 stroke engine parts directly with the factory of the OEM makers, hence price level is unbelievable.
- We are members of DNV-GL quality system, accredited by UKAS, this demonstrates our commitment to quality and ability to deliver a service that meets buyers expectation.

www.sevenoceans.uk



Digital Adoption Requires a Customer Centric Approach

“In our experience, working closely with customers for a smooth transition and adoption of technology is key, especially considering the critical role of their existing processes, systems, and data,” says Richard Buckley, CEO & Founder of 90POE.



Nearly 90% of global trade is transported by sea, underscoring the shipping industry’s pivotal role in our interconnected world.

The industry’s evolution marks an important convergence of technical and financial innovations, significantly reducing costs and enhancing the reliability of long-distance trade.

Today, as digital transformation becomes imperative, we look at the drivers toward the adoption of digital technology and share our experience at 90POE in supporting customers with the integration of technology into their maritime operations.

ADOPTING DIGITAL TECHNOLOGY IN DAY-TO-DAY TASKS

Over the past decade, there has been a significant increase in the number of digital solutions for the maritime industry.

Recognising the limitations of traditional Enterprise Resource Planning (ERP) systems and with the need to move operations online during the COVID-19 pandemic, ship owners, operators and managers are continuing to explore the benefits of digitalisation across operations.

The focus is on platforms which provide comprehensive functionality for all areas of ship management, both commercially and operationally.

Richard Buckley, Founder and CEO of 90POE, explains: “Adopting digital technology is more than having new tools.

“It involves a paradigm shift in process and decision-making, powered by new technological insights. At 90POE, our mission is to ensure these innovations not only integrate but significantly enhance maritime operations to drive safety, sustainability, and profit.”

DIGITALISING MARITIME OPERATIONS: THE DRIVERS FOR CHANGE

The drivers for the adoption of digital technology have been well documented over the last few years, as have the multiple benefits associated with this.

Recently, with the roll out of increasing regulations around industry emissions, including the IMO’s Energy Efficiency Existing Ship Index (EEXI), Carbon Intensity Indicator (CII) and European Union Emissions Trading System (EU ETS), we have once again seen the value of digitalisation promoted to stakeholders who are actively looking for ways to manage their fleet’s emissions.

Richard elaborates: “As the maritime industry faces tighter emissions standards alongside rising fuel costs, there’s a growing recognition of digitalisation’s critical role.

“Ship owners, operators, and managers are now prioritising digital solutions that offer real-time monitoring and management of fleet emissions and consumption.

“This shift is not just about cost reduction and compliance—it’s a strategic move to avoid penalties and align with the industry’s ambitious decarbonisation targets for 2050.”

SUPPORTING THE ADOPTION OF DIGITAL TECHNOLOGY

Navigating the digital landscape in the maritime industry requires a balanced approach.

While advancements offer exciting possibilities, ship owners, operators and managers remain grounded in practicality. Their decisions regarding digital adoption hinge on addressing real challenges, ensuring cost-effectiveness, and delivering tangible value.

Richard explains: “Professionals within shipping companies are not merely attracted to the ‘new and shiny’, their decisions hinge on practicality, cost-effectiveness, and true value.

“This discerning approach, focused on addressing real challenges and the adage ‘if it isn’t broke, don’t fix it,’ serves as a fundamental principle in their technology adoption strategy.

“The emphasis is on the fact that technologies form the backbone of ship owners/operators’ businesses and is crucial.

“While traditional ERPs might lack in certain areas like smart insights or analytics, their core functionality is designed to handle vital business transactions.”

However, the true potential of digital technology lies in its ability to transcend individual systems and connect across the entire operational workflow. This breaks down data silos and streamlines communication.

“Going beyond standalone systems unlocks a real opportunity to enhance operational and commercial execution and compliance,” explains Richard.

“Our approach is pragmatic, focusing on those challenges and ensuring the technology we advocate for is fundamentally value-adding.

“Beyond replacing traditional ERPs, we aim to bridge operational workflows, enhancing both operational and commercial execution.”

THE CUSTOMER JOURNEY – THE 90POE CUSTOMER CENTRIC APPROACH

Building strong customer relationships is an integral component to the successful adoption of digital technology such as 90POE’s OpenOcean STUDIO.

By breaking down barriers and establishing trust we can see significant changes in the way our customers work, and this ensures real value is gained from using our technology.

“At the heart of 90POE’s philosophy is a strong commitment to customer relationships. Through close collaboration, we ensure our technology delivers tangible benefits, aligning closely with each client’s unique needs.

“The maritime industry’s digital transformation is not just about keeping pace, it’s about leading with innovation and sustainability.

“Our customer-centric approach ensures that we’re not just providing solutions but actively redefining maritime operations together with our clients.

“By understanding their challenges and aligning our technology with their goals, we’re not just implementing systems; we’re enabling a future where digital adoption is synonymous with operational excellence and sustainability,” concludes Richard. ♦

www.90poe.io

Jumbo Offshore awarded scope expansion contract for the Yunlin Offshore Wind Farm

Jumbo Offshore has recently been awarded a contract by Yunneg Wind Power Co., Ltd. (YWPC) for the removal of monopiles at the Yunlin Offshore Wind Farm.

The contract award represents an expansion of the company's existing scope, which has involved transport and installation of the project's transition pieces.

Under the amendment, some monopiles, which were installed during an earlier project phase, are to be removed approximately 3m below mean seabed level. To undertake this scope, Jumbo Offshore will mobilise the DP2 Heavy Lift Crane Vessel Fairplayer.

The vessel will be outfitted with an underwater abrasive cutting and lifting tool as well as an ROV. With these, the Fairplayer will remove the monopiles in several sections. These will then be lifted into the vessel's 1,400m2 cargo hold for transportation to a local Taiwanese port, where the vessel will offload the monopile sections to the quayside.

Milad Sheikhi, Head of Sales and Business Development at Jumbo Offshore said, "We have been active on the Yunlin OWF project since 2021, carrying out transport and installation of transition pieces and will continue to perform this role in 2024.

"Being awarded this additional scope shows trust in our performance, project management, engineering and

installation capabilities, for which we are very grateful to our client."

Brian Boutkan, Manager Commerce at Jumbo Offshore, added, "We are very proud to have been awarded this additional scope of work on the Yunlin OWF project.

"We see this as a confirmation that Jumbo's values bring real benefit to our clients.

"With our client-centric approach, we aim to cooperate with our customers as a partner in all that we do, in order to offer a reliable service that inspires confidence."

The Yunlin Offshore Wind Farm is developed by Yunneng Wind Power Co., Ltd., a joint project company involving Skybporn Renewables, TotalEnergies, Electricity Generating Public Company (EGCO) and Sojitz Corporation.

Located in the Taiwan Strait between 8 to 17km off Taiwan's west coast, the 82km2 offshore wind farm will comprise 80 wind turbine generators installed at water depths of between 8 and 35m.

Once completed, the 640 MW project will be one of the largest offshore wind farms in Taiwan, producing enough clean energy to serve the energy needs of more than 600,000 Taiwanese households. ♦

www.jumbomaritime.nl



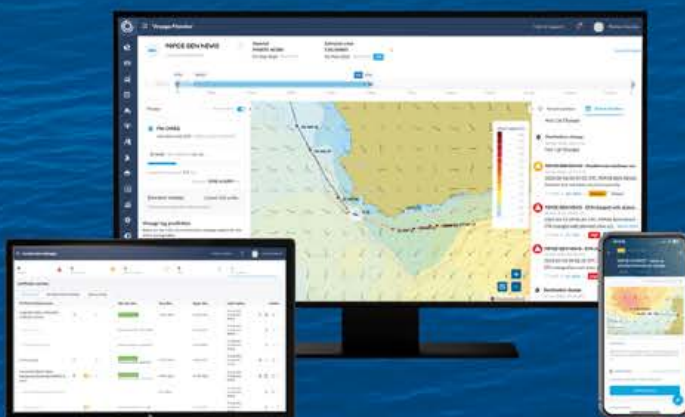
Jumbo vessel Fairplayer unloading wind farm components dock side

Discover OpenOcean STUDIO[®]

Unlocking data to achieve maritime excellence across fleet operations.

OpenOcean STUDIO is a secure cloud-based platform built by the industry, for the industry.

The modular design seamlessly integrates with your existing systems, on-shore, on-board and on-the-go, ensuring the flexibility to customise to your needs and allowing you to achieve increasingly competitive, compliant and sustainable fleet operations.



Key Benefits

- 
Drive data discipline
 Stakeholders from across workflows can collaborate and leverage sources of truth for key decision making.
- 
Create efficient workflows
 OpenOcean STUDIO uses design led thinking to build intuitive, easy to use technology, enabling people to work more effectively and efficiently.
- 
Stay in control
 Actively monitoring and creating real-time alerts to help operators focus on what matters most.
- 
Enhance decision making
 Empower operators with accurate, real-time insights for enhanced decision making.

ISSA and Ship Supply News

The Vital Importance of WMA-ISSA Education Program for Ship Suppliers and Agents

In the dynamic landscape of maritime trade, ship suppliers and agents play pivotal roles, extending beyond mere transaction facilitation to become the linchpins of operational efficiency.

As the industry evolves rapidly, driven by technological advancements, regulatory shifts, and market demands, the importance of education and training cannot be overstated. To thrive in this environment, ship suppliers must embrace robust supply chain management, technological integration, agility, customer-centricity, collaboration, and continuous learning.

The WMA-ISSA Education Program, an online beacon of knowledge tailored specifically for ship suppliers, offers intensive, self-paced seminars meticulously designed to address critical aspects of the maritime industry. This program equips professionals with the skills and knowledge necessary for success.

At the heart lies a commitment to providing participants with a deep understanding of industry intricacies, empowering them to steer complex situations and optimise supply chain logistics with confidence.

Through analytical tools, critical thinking learning, real-world case studies, and hands-on self-assessment quizzes, participants develop adaptability and innovation, ready to confront diverse challenges head-on.

Recognising the global nature of maritime trade, the program emphasizes understanding international trade dynamics, enabling participants to navigate cross-cultural interactions adeptly and facilitate smoother transactions across borders.

Online education emerges as a powerful tool for democratising access to learning, transcending geographical and socioeconomic barriers. The WMA-ISSA Education Program offers tailored courses for both newcomers and experienced professionals, allowing them



ISSA EDUCATION PROGRAMME brought to you by

ONLINE SHIP SUPPLY SEMINARS

- Elevate your skills and propel your career to new heights!
- Intensive, self-paced seminars tailored for ship suppliers.
- Develop critical thinking, adaptability, and innovation.
- Steer global trade dynamics with confidence.
- Exclusive networking opportunities with industry experts.
- ISSA members enjoy an exclusive 20% discount.

JOIN US

support@e-wma.com www.e-wma.com

World Maritime Academy: www.e-wma.com

to customise their educational journey and effectively navigate industry challenges.

Beyond theoretical knowledge, the program serves as a gateway to professional development and networking opportunities. Interactive pre-recorded sessions provide a platform for participants to expand their knowledge base, stay abreast of industry trends, and build valuable connections with peers and experts.

In conclusion, the WMA-ISSA Education Program stands as a beacon of excellence in the maritime industry, shaping the success of ship suppliers and agents alike. By equipping participants with industry knowledge, problem-solving skills, a global perspective, and professional networks, the program empowers them to navigate the currents of success with confidence and resilience, steering the maritime trade toward a brighter future.

As a bonus, ISSA members enjoy an exclusive 20% discount on membership. Learn more and get in touch with the WMA Support Team at support@e-wma.com ♦

TURSSA celebrates 20 years

It is 20 years since TURSSA – the Turkey Ship Suppliers Association was formed.

A glittering Dinner was held in Istanbul and the Association welcomed ISSA President Mr Rafael Fernandez and the Turkish Governor to add lustre to this important milestone along with many other friends and important guests.

The event also marked the centenary celebration of the Republic of Turkey.

TURSSA was founded in 2003 to gather the ship supply industry in Turkey under a corporate roof.

TURSSA President Zihni Memisoglu said: “I would like sincerely to thank our founding members, and all our members who supported us by joining us on our journey.”

Great strides in Turkish ship supply have been taken and the industry has developed apace.

Mr Memisoglu continued: “As TURSSA, we are moving forward



ISSA President Rafael Fernandez (left) congratulates TURSSA President on the milestone anniversary of 20 years



TURSSA President Zihni Memisoglu and Members welcome ISSA President Rafael Fernandez (centre) to their 20th Anniversary Celebrations

to new years with our trust-based collaborations and environmentally friendly approaches for maintaining quality service networks from land to sea.

Turning to honoured guests attending the celebration, Mr Memisoglu said: “We especially welcome Mr Tamer Kiran, President of the Chamber of Shipping,”

“Our industry and our Association work in co-operation with the Chamber of Shipping both for sectoral legislation and structuring our activities.

“I want to emphasise that our sector represents a crucial component within the maritime industry’s operations.

“Ship supply provides full support to maritime transportation with its 24/7 uninterrupted way of doing business, he concluded.

TURSSA is a member of the International Ship Suppliers & Services Association (ISSA).

A warm and special welcome was given to ISSA President Mr. Rafael Fernandez who joined the celebrations. A pledge from TURSSA on this special night was continued co-operation with ISSA and that mutual support will continue into the future.

Happy anniversary TURSSA! ♦

www.turssa.org

New IMO Secretary-General

One month into his new role, Arsenio Dominguez, new Secretary-General of the International Maritime Organization, told journalists at a press briefing that a priority was focusing on the image of the organisation.

“We normally tend to be in the news when something wrong happens, an incident or accident. We tend to be compared with other industries, but there is not enough highlighting all the good things that happen,” he said.

The IMO is busy working with 175 Member States looking into all of their concerns. He pointed out. “We shouldn’t just be out there when there is an incident or accident.”

Noting that shipping was more in the news during Covid-19, he pulled out a favourite quote: “No seafarers, no shipping, no shopping”.



At the age of 53, Dominguez is the youngest ever Secretary-General of the IMO – a fact that when mentioned by a journalist appeared to take him by surprise.

Asked whether the Red Sea/Suez Canal crisis, Black Sea conflict and Panama Canal drought added up to an unprecedented situation for shipping, he said: “I have been in the job for a month but have been part of this amazing organisation and sector for

over 25 years. We have had challenges in the past. But it is unprecedented.

“However, this industry is resilient and continues to demonstrate how it is ready to serve the world and demonstrate that it can reach agreements and bring parties together – and for me, it is a privilege to lead this team.”

Setting out the IMO’s plans and focus areas for the next four years, Dominguez discussed safety, decarbonisation, and the environment, supporting Small Island Developing States (SIDS) and Least Developed Countries (LDCs), improving public awareness and image, and enhancing relations with people and stakeholders.

ISSA is a long-standing non-governmental organisation at the IMO. ♦

www.imo.org

THE POWER OF WATER!



Onboard Water Blasting made easy

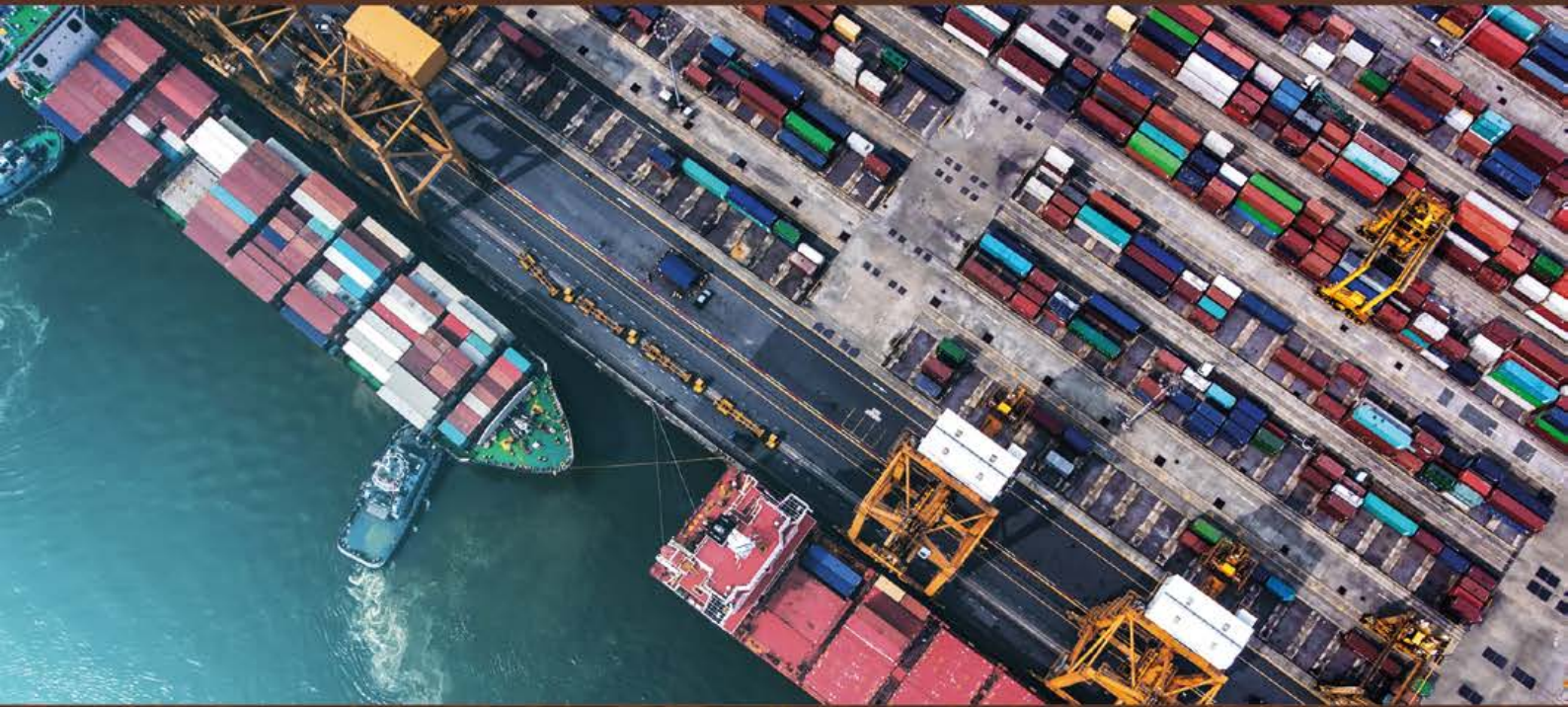
Den-Jet...There is no substitute!





CHOOSE COASTAL SUPPLIES AND SERVICES LIMITED IN TANZANIA

Serving: Dar es Salaam, Zanzibar, Mtwara, Tanga Ports



- ⚙ Ship Chandelling
- ⚙ Provisions Supply
- ⚙ Deck And Engine Supply
- ⚙ Repairs
- ⚙ Gangway Security / Watchmen
- ⚙ Stowaway Search

- ⚙ Slop and Sludge collection
- ⚙ Garbage Disposal
- ⚙ Bunkering, lubs supply
- ⚙ Underwater Inspection/ Diving
- ⚙ And a number of many services as requested.



Phone: +255713276745

Email: info@coastalss.com

Web: www.coastalss.com

Coastal Supplies and Services Limited, Mwanamboka Plaza, 1st Floor, Kawawa Road,
P. O. Box 71749, Dar es Salaam, TANZANIA

Sponsors embark as LISW25 sets sail



London International Shipping Week has set sail towards its 2025 event with a number of high profile sponsors declaring their support.

Gibraltar Maritime Services will sponsor the rooftop reception following the LISW25 Headline Conference at the London headquarters of the International Maritime Organisation on Wednesday 17th September 2025.

The Minister for the Gibraltar Port, the Hon. Gemma Arias Vasquez, said: "I am delighted that, once again, Gibraltar Maritime Services will proudly shine a spotlight on the Gibraltar Port through its sponsorship of the post-conference reception at the esteemed International Maritime Organisation.

"This sponsorship strategically positions Gibraltar at the epicentre of global shipping, ensuring a noteworthy presence during the forthcoming London International Shipping Week in September 2025."

Supporting the Headline Conference is the UK P&I Club as Lanyard Sponsor. One of the oldest P&I clubs in the world, the UK P&I Club champions best industry practice and invests in innovation for a safer tomorrow at sea by protecting shipping globally.

Andrew Taylor, CEO of UK P&I said: "We are proud once again to be a London International Shipping Week sponsor. As the industry continues to navigate a period of profound change, the opportunity to gather and collaborate, exchange ideas and deepen networks is increasingly valuable.

"We look forward to participating in another series of dynamic and enlightening events at LISW25."

International travel specialist ATPi becomes the LISW25 Official Travel Partner and will support the official opening of the London Stock Exchange Market during a ceremony on Monday 15th September 2025, the first day of LISW25.

The opening of the London Stock Exchange is the first official event of LISW25 and always a highlight, bringing into sharp focus the importance of London as a centre for international trade as well as a leading maritime hub.

"London International Shipping Week is an important platform for us to engage with key industry players on topics integral to their business and we are looking forward to continuing the conversation as the Official Travel Partner in partnership with Qatar Airways for LISW25. It's set to be one of the most important weeks on our calendar and I'm confident that our participation will help us continue to meet the changing travel management needs in the global shipping sector," said Nikos Gazelidis, Chief Commercial Officer at ATPi Marine Travel.

Welcoming these first of many sponsors and supporting organisations, Gareth Long, newly-appointed Managing Director of LISW25 organiser, Shipping Innovation, commented: "Securing such valued sponsors so early in the planning of LISW25 is a reflection of the huge value our supporters place on the event. I look forward to welcoming them, and many others, to London next year." ♦

<https://londoninternationalshippingweek.com/>

SAIFEE SHAPING THE FUTURE OF THE SHIP-SUPPLY INDUSTRY IN THE MIDDLE EAST REGION



SAIFEE's quality service is based on its founding principle of providing shipowners with cost effective supply solutions

SUPPLIES AND SERVICES

- Supplying the Marine, Cruise and Offshore industry.
- Supply of marine: Deck, Engine, Electrical, Cabin, Safety, LSA/FFA/Pyrotechnics, Hydraulic, Provision and Bonded Stores.
- Containerised bulk storing and initial stores supply for new built vessels anywhere around the world.
- Dedicated team for boarding and dry-dock supply assistance.



SAIFEE SHIP SPARE PARTS & CHANDLERS (L.L.C)
Leading marine stores & equipment supplier in the **Middle East**





HARDY
ENTERPRISES

You set the bar. We deliver.

WWW.HARDY.GR

SPARE PARTS

CONSUMABLES

SHIP SUPPLIES

LOGISTICS

WAREHOUSING



Select Seville Señor y Señorita!

Si! It is time you started planning for ISSA's 66th Annual Convention & Trade Exhibition.



With the election of Mr Rafael Fernandez as our new ISSA President, it makes complete sense to visit him and our Spanish ISSA Members in beautiful southern Spain – specifically in the historic and popular city of Seville.

The usual two days of exhibition, plenary and networking will run over the weekend of 26th and 27th October.

Our flagship event then concludes with the Gala Dinner on the Sunday evening and knowing our Spanish hosts we are all in for a real extravaganza.

Following last year's great success, we will again be staging our popular "Meet The Customer" Session. This is a real business opportunity for delegates, and we understand much supply trade and useful connections were generated at last year's event.

Bear in mind this is only open to Convention delegates and puts anyone who attends in pole position for extra business – definitely not to be missed!

Your comfort is our watchword and Delegates and Accompanying Persons are in for a real treat this year.

The 5-star Barceló Sevilla Renacimiento hotel is well-known for its architecture and design that evokes the Guggenheim Museum in New York, capturing the interest of the visitor at first sight.

It is situated on the banks of the Guadalquivir River, a short walk from the Alameda de Hércules, famous for its bars and restaurants, and just a few minutes from all the historic sites of interest.

Travel arrangements include proximity to the high-speed train station (AVE) which is just 2.5 km away.



EXCELLENCE IN SHIPCHANDELING:



AKD's Unwavering Commitment to Quality and Service

AKD is a leading shipchandeling company that specializes in providing high-quality provisions and exceptional customer service to ensure smooth operations for vessels and offshore platforms.

With a wide range of products from trusted suppliers, AKD guarantees freshness and quality for crews. The company's efficient procurement process ensures timely delivery to vessels, leveraging strong relationships with suppliers to negotiate the best prices without compromising on quality.

AKD also offers customized solutions tailored to each vessel's unique requirements, ensuring timely delivery regardless of the vessel's location in Qatar ports. The company's dedicated customer service team is available round the clock to assist with queries, concerns, or urgent requests. AKD invites you to experience the AKD difference in shipchandeling services and become your trusted partner for all your vessel's provisioning needs.



Provisions



Cabin Stores



Deck & Engine Store



Safety equipment

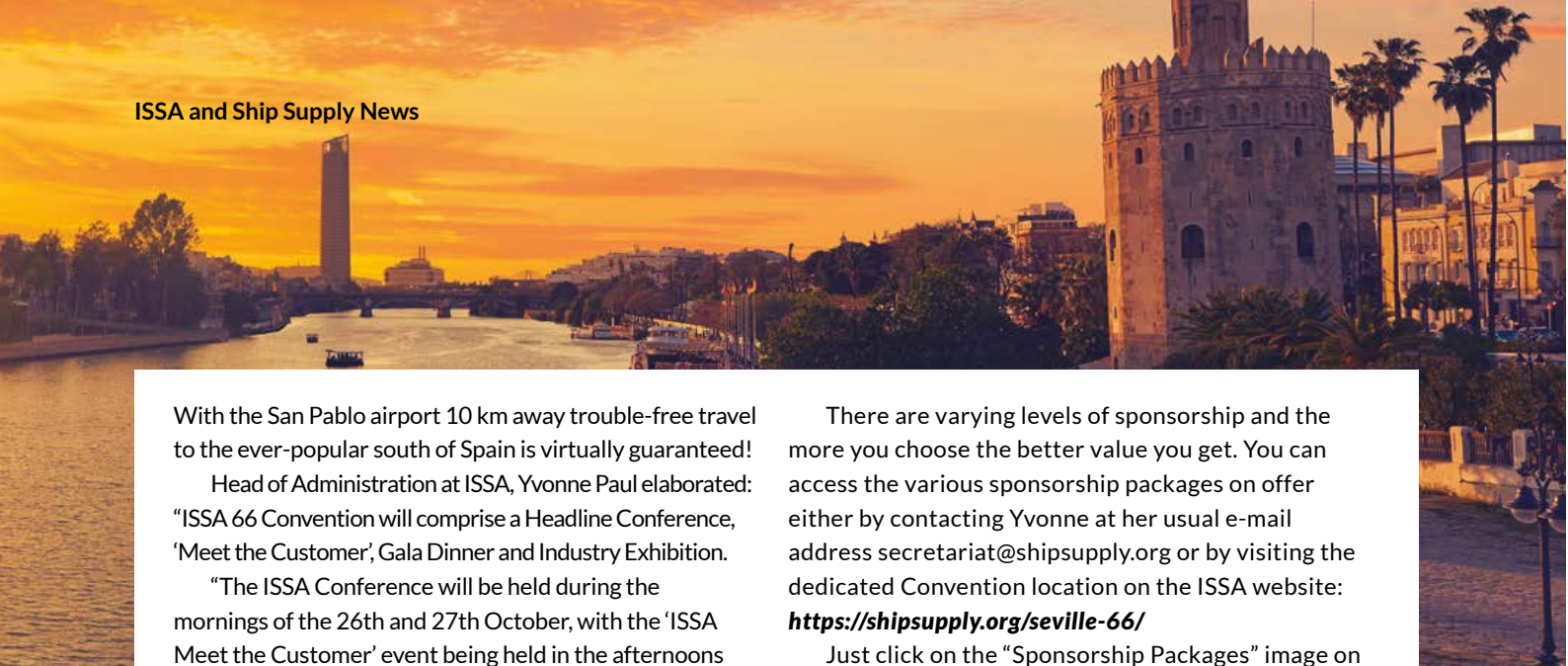


Electrical Store



spare parts and chemicals





With the San Pablo airport 10 km away trouble-free travel to the ever-popular south of Spain is virtually guaranteed!

Head of Administration at ISSA, Yvonne Paul elaborated: "ISSA 66 Convention will comprise a Headline Conference, 'Meet the Customer', Gala Dinner and Industry Exhibition.

"The ISSA Conference will be held during the mornings of the 26th and 27th October, with the 'ISSA Meet the Customer' event being held in the afternoons - all guaranteeing two days of the best networking and business interaction you could wish for"

Yvonne continued: "The Gala Dinner, which will be held on the evening of Sunday October 27th, is a firm favourite of ISSA Convention Delegates and their Partners and offers the perfect opportunity for excellent dining and socialising"

ISSA Management is keen to involve as many interested parties as possible with our Convention.

Nothing could maximise your investment programme than supporting Convention as a Sponsor.

There are varying levels of sponsorship and the more you choose the better value you get. You can access the various sponsorship packages on offer either by contacting Yvonne at her usual e-mail address secretariat@shippsupply.org or by visiting the dedicated Convention location on the ISSA website:

<https://shippsupply.org/seville-66/>

Just click on the "Sponsorship Packages" image on the Convention web page and all will be displayed.

To whet your appetite, we have selected some images of Seville and its surroundings. Opportunities abound to spend extra days and nights in or around the city combining business at the Convention with some well deserved rest and recuperation on holiday either side of the main event.

We really look forward to welcoming everyone to ISSA 66.

¡Hasta la vista! ♦



ISSA 66 CONVENTION SEVILLE, SPAIN - OCTOBER 26TH-27TH, 2024





WITHIN OUR HISTORY, THERE ARE MANY OTHERS.

For more than 75 years the surname Pierotti innovates in supplying ships.
A company that modernized its operations to serve an increasingly demanding and personalized clientele.
Building trustful partnerships. Expanding the variety of products.
And contributing to successful stories: ours and yours.

BRAZIL

PORTS WE SERVE:

SANTOS (HEAD OFFICE) | SÃO SEBASTIÃO (BRANCH OFFICE)
PARANAGUÁ | SEPETIBA | ITAGUAÍ (GUAÍBA ISLAND) ANGRA DOS REIS
EXCEPCIONALMENTE: RIO DE JANEIRO | SÃO FRANCISCO DO SUL | ITAJAÍ | OTHER PORTS

75 YEARS
G.PIEROTTI
general ship supplier

TRADITION • SUCCESSION • INNOVATION
SINCE • 1949
www.gpierotti.com.br
BRAZIL



HEAD OFFICE:
RUA MANSUETO PIEROTTI, 34 | SANTOS | SP | BRAZIL
ZIP CODE 11010 270
PHONE + 55 13 3213 4747
GPIEROTTI@GPIEROTTI.COM.BR
GPIEROTTI.COM.BR

MEMBER OF



FOOD & BEVERAGE

CABIN STORES

CHARTS & PUBLICATIONS

CHEMICALS

DECK STORES

ENGINE STORES

GASES



24
7



24 hours around the clock, 7 days a week, our people are at your service!

We deliver in all major European and Egyptian ports



BELGIUM - NETHERLANDS - FRANCE - SPAIN - GERMANY - DUBAI



We wish you and your beloved ones a peaceful and healthy Christmas and a Happy New Year!

BRABO Enterprises Ship Supply

BELGIUM - THE NETHERLANDS - EGYPT - FRANCE - SPAIN - DUBAI

General Ship Suppliers with fully experienced staff in provisions, bonded, deck, engine stores and safety equipment

Warehouse: Koterstraat 2,
3133 KW Vlaardingen
The Netherlands

E-mail: info@brabo-enterprises.be
www.brabo-enterprises.be
Tel. +32 3 297 94 90 (24 Hours)
Fax +32 3 297 94 91

www.brabo-enterprises.be



AMSS

ALPHA MARINE SHIPPING SERVICES LTD



Alpha Marine Shipping Services Ltd's (AMSS Ltd.) mission is based on the vision of being a leading maritime service provider in Cameroon and beyond. The vision of being admired, applauded by all customers because of derived satisfaction from our services, proximity, zero administrative bottle necks with Top Management ensuring that all personnel maintain safety spirit and environmental stewardship as priority in all operations.

- SHIP/PORT AGENT
- CREWING AND MANNING AGENT (MLC 2006 COMPLIANCE)
- SHIP CHANDLER
- BUNKERING
- OFFSHORE MAINTENANCE/ AFLOAT REPAIRS
- LSA/FFA SUPPLY/INSPECTION
- INDUSTRIAL WASTE MANAGEMENT
- FUMIGATION AND DERATING
- UNDERWATER SURVEY, INSPECTION/ HULL CLEANING
- SPEED BOAT, CAR/HEAVY EQUIPMENT HIRING AND LIFTING
- OFFSHORE, BARGES, WORK VESSELS HIRING.
- OFFSHORE TOWAGE, SALVAGE, TRANSPORTATION
- MARITIME/OFFSHORE ARMED ESCORT SERVICES
- CONSTRUCTION/CERTIFICATION OF LIFTING MATERIALS



Tel: +237 6752 44093, +237 6998 56740
WhatsApp #: +237673624387

+237 675215837 +237 696301007
WhatsApp #: +237 675215837, 696301007

Alpha Marine Shipping Service Ltd.
Limbe, SW Region Cameroon

Market News

Woosh! And off she goes with the wind behind her! Chemship blazes the trail with wind propelled chemical tanker

Chemical Challenger targets 15% CO2 savings on Transatlantic route

Chemship has commissioned its first ship with wind assisted ship propulsion.

MT Chemical Challenger will serve on the company's Trans-Atlantic route between the East Coast of the United States and the Mediterranean.

To garner the advantage of wind propulsion, 16-metre-high aluminium wind sails have been installed on board the 134-metre long vessel.

The VentoFoilS from Econowind create a direct wind surface of 180 m². Smart vacuum technology quintuples the force of the wind, creating a gross wind surface of 900 m². This is equivalent to an imaginary sail of 30 by 30 metres. Chemship expects to achieve an average CO₂ reduction of 10% with these turbo sails.

Leading the way in sustainability

The company has a relatively young fleet with an average ship age of seven years. With wind assisted ship propulsion, CEO Niels Grotz sees shipping returning to its roots: "As an avid sailor, I know the power of the wind."

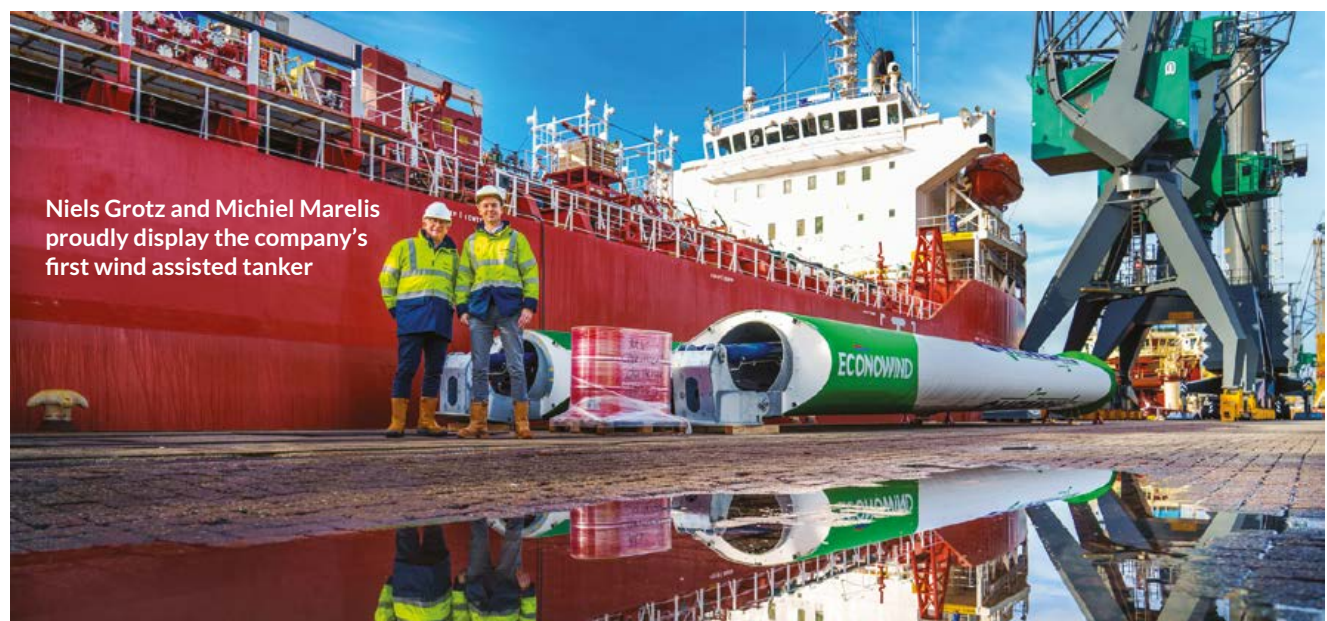
"We will now harness this sustainable and free energy source on MT Chemical Challenger. Despite the fact that shipping already has the lowest carbon footprint of all transport modes, we can use wind to make our existing fleet even more sustainable."

"With the VentoFoilS, we will use less fuel and thus reduce CO₂ emissions. For this vessel, we anticipate an annual CO₂ reduction of 850 tonnes. This is equivalent to the yearly CO₂ emissions of over 500 passenger cars."

ETS CO₂ pricing

The emergence of wind-assisted sailing coincides exactly with the introduction of the European Emissions Trading System for the shipping industry.

Since 1 January, shipowners have been paying for the emissions associated with transporting goods by sea to and from European ports. Niels explains: "Our customers increasingly demand CO₂ reports. The better our ships perform, the higher the rating from our customers. Fewer emissions are not only beneficial for the environment but you will also notice it directly in your wallet."



Niels Grotz and Michiel Marelis proudly display the company's first wind assisted tanker

Business as usual

The wind sails fit well within the existing configuration of Chemship’s tankers. Operations Director Michiel Marelis explains the choice of wind propulsion: “Shipping is evolution: one step at a time. Chemship was looking for a solution that would not interfere with normal operations.

“These wind sails were easy to install without adding reinforcements to the ship. They are lightweight, have a

small deck ‘footprint’ and do not obstruct the crew’s line of sight.

“At the push of a button, they can fold or set the sails as needed. Above wind force seven, the sails fold automatically, which is much safer.

“With positive results, we will also equip the next vessel with VentoFoil.” ♦

www.chemship.com



An aerial view of Chemical Challenger with installation work well advanced to harness the power of the wind

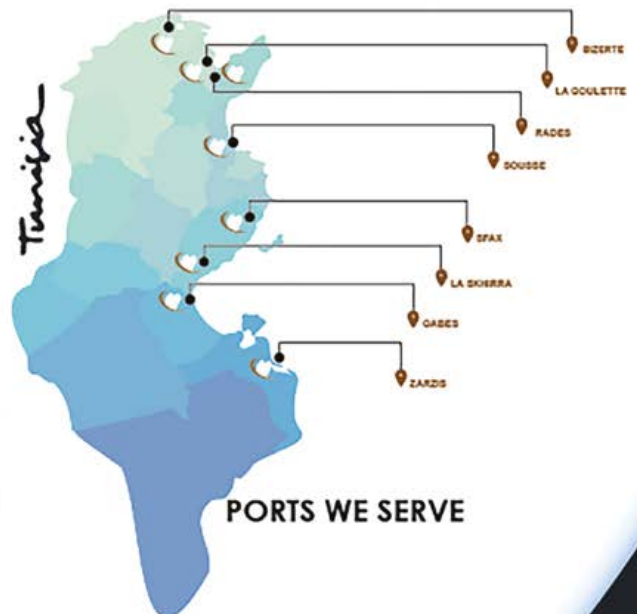
©Float360

**HAMMAMI & SONS COMPANY LTD
GENERAL SHIP SUPPLIERS**

YOUR
PARTNER IN ALL
TUNISIAN PORTS

- ⊖ PROVISIONS
- ⊖ TECHNICAL STORES
- ⊖ CHARTS & PUBLICATIONS
- ⊖ SAFETY EQUIPMENT & SERVICE
- ⊖ SPARE PARTS
- ⊖ SHIP REPAIRS
- ⊖ MOORING
- ⊖ CREW CHANGE
- ⊖ FRESH WATER
- ⊖ SLUDGE REMOVAL

CELEBRATING **52**
YEARS
OF SUCCESS



PORTS WE SERVE



HAMMAMI & SONS
SHIP SUPPLY

Tunisia



52 Algiers St.1st.Floor No: 5 Bizerta 7000 / TUNISIA

Tel / Fax : 00 216 72 422 137 A.H.: 00 216 24 681 247

Walid Hammami, Managing Director / Tel + 216 24 681 247 / E-mail : hammami.bizerte@planet.tn
Tunisia@hammamishipsupply.tn / www.hammamishipsupply.tn

Pioneer Shipchandlers in the Middle East

Marine and Offshore Suppliers since 1971



info@adamallys.com | www.adamallys.com

DECK & ENGINE STORES • HIGH PERFORMANCE SPECIAL WIRE ROPES • COMPOSITE FIBRE MOORING ROPES • ANCHOR CHAINS • CONTAINER LASHINGS • DECK OUTFITTING • PACKING & JOINTING • ELECTRICAL STORES • CABIN STORES • SPARE PARTS • BONDED STORES • FRESH CHILLED FROZEN & DRY PROVISIONS

AUTHORISED STOCKIST & DISTRIBUTORS FOR: TEUFELBERGER • MAXIFLEX • TEC CONTAINER S.A. • JAMES WALKER • METAFLEX • TOKU PNEUMATIC • ANEST IWATA • TRELAWNY SPT • EURAMCO SAFETY • WOLF SAFETY LAMP • DEN-SIN • DASIC MARINE • SIKA • GEORGE TAYLOR • BILLY PUGH • SANDPIPER • BAHCO • TOYOSAKI • DEB-SWARFEGA • CORROSEAL

 **ADAMALLYS MARINE**

PO Box 4684 Dubai UAE
T: +971 4 324 3343 | F: +971 4 324 3345



TradeNet ID: 250795



An ISO 9001/ 14001/ 45001 LRQA Certified/ ADNOC ICV Certified/ HACCP BSCIC Certified Company



We serve worldwide!

With the support of an extensive global network of affiliated establishments, agents, suppliers and representatives, we provide our customers with immediate service around the world.

**87 years
strong presence
in the
marine industry!**



EST. 1936

GROUP OF COMPANIES

High Quality Synthetic Mooring Ropes for LNG / LPG Carriers and Tankers
Steel Wire Ropes - Sacrificial Anodes - Anchors & Anchor Chains
Port Development Equipment - Vessel Deck Equipment

11, Psaron str., 186 48 Piraeus, Greece, T: +30 2104060300
F: +30 2104626268 - E: info@katradis.com - www.katradis.com



40% manufacturing capacity uplift and a milestone birthday for GN Rope Fittings

GN Rope Fittings, a leading manufacturer of ROV, mooring, heavy lifting and rigging connections to the global oil and gas and offshore wind industries, has its sights set on further growth as it enters its 101st year in 2024.

The company rounded off its 100th anniversary in style by producing an industry-changing trunnion shackle – and is entering its second century by increasing manufacturing capacity by almost 40%.

Now under the leadership of the fourth generation of the Vossenbergs family, work to increase the footprint of its factory in Nieuwkoop in the Netherlands is ongoing, with construction expected to be completed by May 2024.

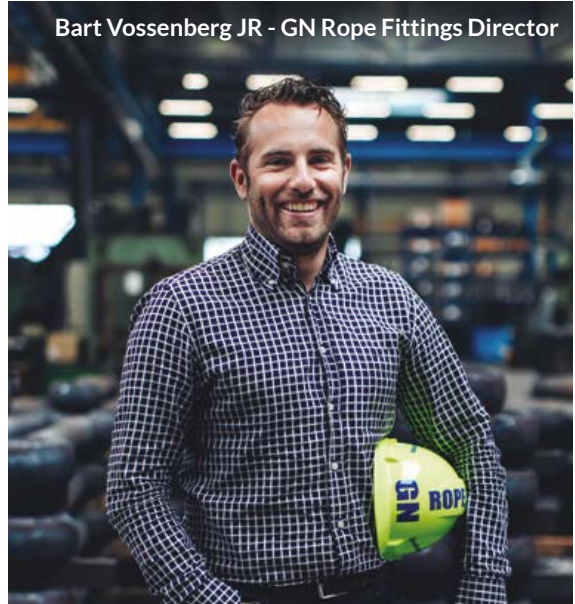
The firm’s manufacturing facility is expanding by 40% to deliver clients’ increasing requirements as they address multiple challenges across the energy industry.

With an eye on the green agenda, solar panels will generate power, with heat from the forge used to provide warmth throughout the building, particularly during winter months.

GN Rope Fittings Director Bart Vossenbergs JR said: “We have consistently adapted to changing technologies and

GN ROPE FITTINGS

Bart Vossenbergs JR - GN Rope Fittings Director



Continues on p62



EUROSHIP WAS FOUNDED WITH A VERY SIMPLE OBJECTIVE IN MIND: TO OFFER THE BEST QUALITY AT THE LOWEST PRICE. AT EUROSHIP WE AIM TO MEET ANY REQUIREMENTS FOR OUR CLIENT BASE. SERVICE EXCELLENCE HAS BECOME OUR TRADEMARK AND CORNERSTONE OF OUR SUCCESS.

THE DEDICATION, TALENT AND LOYALTY OF OUR EMPLOYEES AND MANAGEMENT ARE OUR MOST REMARKABLE FEATURES AND OUR GREATEST RESOURCE.

EUROSHIP USES ONLY THE FINEST PRODUCE, OF THE HIGHEST QUALITY, SOURCED FROM ALL OVER THE WORLD. WE GUARANTEE THE LONGEST POSSIBLE SHELF LIFE FOR OUR CUSTOMERS!

- PROVISIONS
- ALL TECHNICAL ITEMS
- BONDED STORES
- INTERNATIONAL STORAGE
- DECK/ENGINE
- HANDLING & DISTRIBUTION



QUALITY SERVICE



+ 350 200 44101

enquiries@euroshipsupplies.com

www.euroshipsupplies.com

BLU Maritime Consultancy (BMC) is one of its first kind in the maritime industry founded in Singapore, offering bespoke technology-based solutions for procurement and Wellness & Wellbeing services to the core maritime industry. BMC launched its unique software brand termed "**BLU TEC**" in early 2021 for offering the maritime industry customers with services using cutting edge technological solutions and establishing on-demand platforms. This business application supports requirements of human resources, operations, customer retention management, finance, data analytics & lots more. BMC has also recently launched its own on demand application branded as "**Click & Pick**" for the wider maritime customers with services including E-Learning for the on board crew on ships, purchase of provisions & bonded stores, PPE , Lifesaving Equipment/Fire Fighting appliances (LSA/FFA).



Catering & Learning Management Systems for Ship Owners & Managers

"The future of the world is dependence on the adaptation towards Digitalization and AI . This is the way forward and keeping in mind every individuals CSR contribution and reducing carbon emissions."

Capt. Harminder Singh, *CEO*

BLU | **TEC
WAVES
MINDS**



Provision Management

Master Dashboard

E-learning

PPE, LSA, FFA

BLU TEC SOFTWARE



Provision Management

Hygiene & Food Safety

Menu Guidance

MLC 2006 Compliance

Continued from p60



The trunnion shackle



SUNNYSTAR MARINE SERVICES LIMITED

WHO WE ARE

Sunnystar Marine Service is a multi-services company in the marine service. Client satisfaction is our priority, our service are prompt and top quality always. Fidelity, we are loyal partners and protect our business relationships.

WHAT WE DO

- Ship Agency
- Chandelling and Stores Supplies
- Boat and Logistics Supports
- Safety Equipment Servicing and Maintenance
- Spare Parts Sourcing and Repairs /Maintenance Support
- Engineering work shop services
- Bunkers and Marine lubricants supply
- ICT/IT Support & Services
- Port & Protective Agency,
- Freight Forwarder
- Warehousing
- Crew Change
- Underwater Inspection, Hull Cleaning and Diving Services

Contact Us

40 MARINE ROAD OFF LIVERPOOL ROAD APAPA LAGOS.
 Tel: +234 1 8756166
 Mobile: +234 8037160278, +234 8055053517
 Email: supply@sunnystarmarineservice.com
 sunnysele@gmail.com
 sunnystarmarineservices@gmail.com
 www.sunnystarmarineservice.com

requirements of our customers over the last 100 years. The collaboration, insights, and enthusiasm from our partners have fuelled our growth, and we are excited to carry this momentum into the coming decades.

“The 5,000m2 extension is an indication of the outlook across the industry. As well as providing clients around the world with the solutions they require faster than ever before, we are also looking to innovate with how the facility is powered.”

The trunnion shackle, which at 12 tons weighs around the same as two elephants, was produced for CSBC-DEME Wind Engineering Co. Ltd. (CDWE), a joint venture between CSBC Corporation, Taiwan and global solutions provider DEME Offshore.

Bart said: “The company has a proud history of innovation, something we were delighted to display with this latest shackle for CDWE. Our team managed to take the project from design to completion in just 16 weeks, which is testament to both the quality and speed of our people.

“The innovative design eliminates the more complex elements of lifting and configuration, as well as reducing cost and increasing safety of those working nearby. We believe this is the first shackle of its type in the world and look forward to assisting organisations with constructing the wind farms across the world.

“The manufacture of this shackle was a special way to bring our 100th anniversary year to a close, and is a fine example of the vision, creativity and skills the company has shown since it was founded in 1923 – something we are looking to build upon in 2024 and beyond.”

The development of the new shackle and extended facilities follows the announcement last year that GN Rope Fittings had constructed a bespoke wide-body shackle, which boasted the world’s heaviest load-bearing capacity at 3000 tons (WLL3000T) – equivalent to lifting 13 Statues of Liberty. ♦

www.gnweb.com



**PROVISIONS, CABIN, DECK
& ENGINE STORES AND
NAVAL REPAIRS.**



We welcome Posidonia

**Supply of
provisions**



**Supply of bonded
products**



**Supply of technical
materials**



**Provision of fuels
and lubricants**



**Attention to vessels and
military installations**



**COMMERCIAL OFFICE EUROPE FOR ALL LATIN AMERICA AND SPAIN
PHO:0034 636 307 982 | RAFAEL GALLERANO – DIRECTOR – 24HRS**

EMAIL: RAFAEL@ITALMARINEGROUP.COM / INFO@ITALMARINEGROUP.COM / WWW.ITALMARINEGROUP.COM

OFFICE VENEZUELA:

PHO: 0058-414 349 3111 | OPERATIONS DEPT: Mr. BRICEÑO/ OPS@ITALMARINEGROUP.COM

**Argentina:argentina@italmarinegroup.com | Uruguay:uruguay@italmarinegroup.com
| Panama: panama@italmarinegroup.com | Venezuela:venezuela@italmarinegroup.com |
| Peru:peru@italmarinegroup.com | Colombia:colombia@italmarinegroup.com |**

Danoff MS Ltd is one stop ship supply and services reliable partner, always 24/7 at your disposal. We are serving all Bulgarian and Romanian sea and river ports and shipyards in all aspects of ship supply and services. Based on our rich experience and wide network of partners and qualified technicians, we can provide all types of supplies and services, needed for your vessels:

- ▶ Provisions and bond stores
- ▶ Technical stores, navigational equipment and spare parts
- ▶ Marine gases, chemicals and oil
- ▶ Repairs and reconditioning of vessel's parts, electric motors, manufacturing of custom elements/spares/parts upon customer's request.
- ▶ Inspections, repair and delivery of FFA and LSA equipment
- ▶ Inspections, repair and delivery of radio and navigational equipment
- ▶ Repairs and installations of AC and refrigerating equipment.
- ▶ Medical certifications, arrangement of drug checks and medical assistance
- ▶ Blasting, derusting and cleaning of vessel's hull, tanks, cargo holds

- ▶ High Pressure PowerJet 500e Plus - professional high pressure blaster, suitable for all purposes
- ▶ High Pressure PowerJet 5013 - meeting every budget 500 bar blaster
- ▶ High Pressure PowerJet 350
- ▶ High Pressure PowerJet 280
- ▶ High Pressure PowerJet 210
- ▶ Aireless paint sprayer K301 Made in Korea - pressure ratio 30:1, 240 bars, 6 ltr per min
- ▶ Power chem applicator PowerChem 15
- ▶ Telescopic PowerWand 8 mtr
- ▶ Power HotBox 350-500 bar
- ▶ Diaphragm pumps - Ingersoll Rand and QBK
- ▶ Submersible pumps - 440V 60HZ, up to 30 mtrs discharging height
- ▶ Sand blasting equipment
- ▶ Personal protection equipment 500 bar
- ▶ Spare parts, hoses and equipment for all types of hydro blasters and diaphragm pumps

We are representative of **LAMDA CS** and on stock you can find the full range of the bellow equipment. Approach us anytime at sales@danoffms.net or 00359886579979



CONTACT US 24/7: sales@danoffms.net +359 88 657 9979

www.danoffms.net



Conozca nuestra extensa gama de productos.
Know our extensive range of products.



DESODIDANTE ANTI-CAL

FERRONET

DEOXIDIZER DESCALER

Eliminador de óxido:

- No erosiona las superficies metálicas
- No daña la pintura

Oxide eliminator:

- It does not erode the metallic surfaces
- It does not damage the painting

Tel. +34 972 23 26 11 - Girona (Spain)
www.mineaquimica.com





Out & About

We bring you the dates of significant maritime events...

April 2024

- Sea Japan (Tokyo): 10th to 12th April 2024
- 6th Annual Capital Link Singapore Maritime Forum (Singapore): 16th April 2024
- Hamburg Maritime Forum (Hamburg): 16th & 17th April 2024
- Marine Money Cyprus Forum (Cyprus): 23rd April 2024

May 2024

- 14th Annual Capital Link Sustainability Forum (Athens, Greece): 28th May 2024

June 2024

- Posidonia (Greece): 3rd to 7th June 2024
- 9th Maritime Leaders Summit (Greece): 3rd June 2024
- TradeWinds Shipowners Forum (Athens, Greece): 4th June 2024
- Nordic Maritime Forum (Oslo, Norway): 18th & 19th June 2024
- Marine Money Week (New York, USA): 24th to 26th June 2024

September 2024

- SMM Hamburg (Germany): 3rd to 6th September 2024

October 2024

- ISSA 66 Convention & Trade Exhibition (Seville, Spain): 26th & 27th October 2024

POWERING AHEAD

Posidonia 2024
3-7 June, Athens Greece

www.posidonia-events.com

Play



Your magnetic personality awaits

You have always boasted of your magnetic personality (so we hear!). Well check out this handy tool – the **RAK Telescopic Magnet Flashlight - Magnetic Pick Up Stick Grabber - Tools with 3 LED Lights and Extendable Neck up to 22 Inches**. If you are into home mechanics on your car or undertaking some fiddly DIY then you know how annoying it is to drop a vital part down in the engine bay or among your workshop's detritus. Easily retrieve dropped items such as nuts, bolts, and screws with its magnetic grabber stick tool. It also features a strong magnetic base for hands-free use when placed on a magnetic surface.

At £19.99 it won't break the Bank either.

www.amazon.co.uk

Spot the difference

Here's a *Cavalleria rusticana* with a difference. Not only do Thomas Hengelbrock and his Balthasar Neumann forces offer historically informed performances – the orchestra plays on gut strings – but they present Mascagni's breakthrough one-acter uncut and with its original tonal scheme largely restored. A detailed booklet essay explains what's been reinstated, as well as the reasons for the original cuts being made ahead of the premiere. The most significant of these involved saving the shoddy chorus of the Teatro Costanzi its blushes, and doing away with complex and demanding passages in a third verse for Alfio's aria and in the Easter Hymn. Listeners will have to make up their own minds



Label: Prospero Classical

©Gramophone Magazine and Author: Hugo Shirley

Nine-Level Temperature Adjustment



How did we manage betimes?!

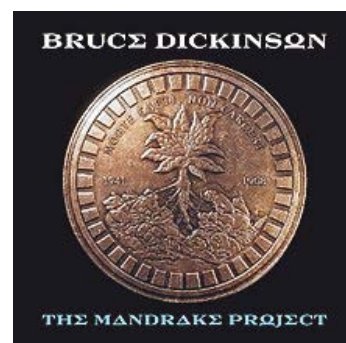
It is what we have all been waiting for – surely? At last the Coffee Mug Warmer! How on earth did we manage before this came along?

This mug warmer has 9 temperature settings that can keep your drinks at a chosen temperature. It shuts down when you schedule it to do so. Better and faster heating of your drinks and can also be used as a milk warmer. This smart tabletop coffee cup warmer automatically turns off after eight hours of inactivity, so forgetting to turn it off is no longer a problem. We could go on but might mention your workflow may be affected by fiddling with your temperature settings!

www.foodandwine.com

It's worth the wait

The Mandrake Project is the seventh studio album by Iron Maiden vocalist Bruce Dickinson, released on 1 March 2024. The songwriting on the album was split between Roy Z and Dickinson. Nearly five years in production, this is Dickinson's first solo album in nineteen years since 2005's *Tyranny of Souls*, marking the longest gap between two studio albums in his solo career. The first single promoting *The Mandrake Project* was "Afterglow of Ragnarok". Dickinson introduced music from the album to form the narrative surrounding the concept of the album. "Rain on the Graves" was the second single from the album. The song was inspired by Iron Maiden frontman's visit to Romantic poet William Wordsworth's grave in the Lake District.



www.wikipedia.org and BMG Label

After Hours



Hurry to see David Smith

© www.galleriesnow.net

One of the most influential and innovative artists of the 20th Century, and the sculptor most closely associated with the abstract expressionist movement, David Smith (1906 – 1965) was at his most experimental and prolific in the last five years of his life. During this period, he created approximately a third of his sculptural oeuvre. In their sheer variety, Smith's late works are nevertheless united by a single shared characteristic: blazing, liberated inventiveness. 'No One Thing. David Smith, Late Sculptures' at Hauser & Wirth's 22nd Street gallery presents seven of the artist's most important sculptures from these final years. The title of the exhibition, curated by Alexis Lowry, pays homage to the legendary artist's radical versatility, stylistic ingenuity and experimental spirit. As Smith said in 1951, 'My reality...is not one thing; it is a chain of interlocking visions.'

No One Thing. David Smith, Late Sculptures
Hauser & Wirth 22nd Street, New York
Thu 1 Feb 2024 to Sat 13 Apr 2024
542 & 548 West 22nd Street, NY 10011
Tue-Sat 10am-6pm

A stylish French conversion

French celebrity chef Daniel Boulud will convert his long-time restaurant **db Bistro & Oyster Bar** in Marina Bay Sands Singapore to **Maison Boulud**, a contemporary French restaurant, in the first quarter of this year. This marks Maison Boulud's second international expansion after Montreal. Highlights of the upcoming 143-seater restaurant, which will span two storeys, include refined French plates like sole meuniere (fried flatfish served with a brown butter sauce) and cote de boeuf, accompanied by a distinctive mixology programme. Some of db Bistro's classic bistro bites, including its signature seafood platter, remain on the menu, evoking the joie de vivre of the French Riviera.

marinabaysands.com/restaurants/maison-boulud



Photo: Maison Boulud, Joyce Wang Studio

Review extract © www.theworlds50best.com



Fourteen Days by Margaret Atwood

A twist on the Pandemic

Set in a Lower East Side tenement in the early days of the COVID-19 lockdowns, **Fourteen Days** is a surprising and irresistibly propulsive novel with an unusual twist: each character in this diverse, eccentric cast of New York neighbours has been secretly written by a different, major literary voice—from Margaret Atwood and Douglas Preston to Tommy Orange and Celeste Ng.

In this Decameron-like serial novel, general editor Margaret Atwood, Authors Guild president Douglas Preston, and a star-studded list of contributors create a beautiful ode to the people who couldn't get away from the city when the pandemic hit. A dazzling, heartwarming and ultimately surprising narrative, **Fourteen Days** reveals how beneath the horrible loss and suffering, some communities managed to become stronger.

Review © www.booklistqueen.com



ELECTRO CIRKEL
› MARINE AND INDUSTRY B.V.

SINCE 1970

PROUD OWNER OF



CALEX
MARINE



Looking for the wholesaler of electrotechnical equipment and materials?

Electro Cirkel Marine and Industry B.V. specializes in electrotechnical equipment, light sources and materials for chandlers in the shipping and offshore industries. As wholesaler for equipment and materials from all brands, including our own brand Calex Marine, we supply from stock or will order the product for you. We offer same day international delivery.

Let us know your needs and we will meet and exceed them!



