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SMM

DAILY

Newswire

Tuesday | 3-9-2024

SMM 2024 makes Hamburg a hotspot for innovation



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At the kick-off reception at the International Maritime Museum in Hamburg, Claus Ulrich Selbach (left) and Christoph Lücke welcomed more than 400 guests

SMM, the world's leading maritime trade fair, kicked off with an evening reception at the International Maritime Museum. For the 31st time in a row, Hamburg will be the place to network, do business and find new partners to take the next steps into the future of shipping. The fair runs from today until Friday. More than 2,000 exhibiting companies and around 40,000

visitors from over 120 countries are expected.

All the exhibiting companies will demonstrate in a compelling way how innovative solutions can increase efficiency, cut emissions and improve safety and security at sea. »Through new formats and exhibition sections, such as the Future Fuels Area, we want to give a boost to the

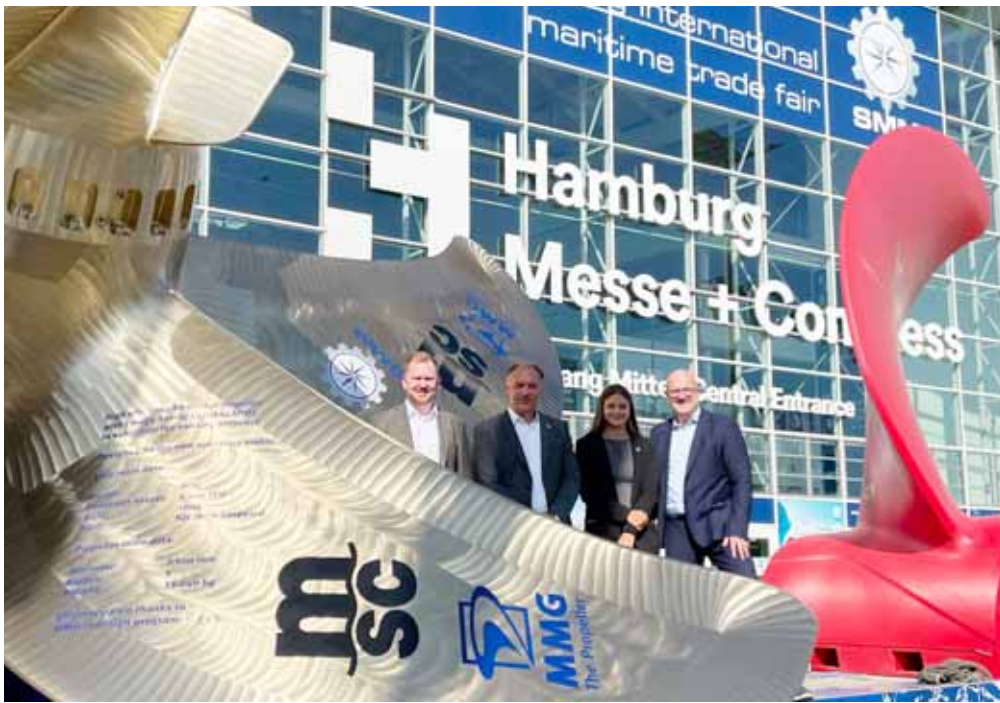
innovative capabilities of our industry while establishing SMM as the key platform for sustainable maritime technologies,« says SMM Director Christoph Lücke.

Covering the entire value chain of the maritime industry on 90,000 m² in twelve exhibition halls, SMM is the world's foremost platform for innovation and the la-

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Installation of a giant propeller as a symbol for SMM 2024 (from left): Christoph Lücke (SMM Director), Lars Greitsch (MMG Managing Director), Sascha Dunkel (MMG Sales & Marketing) and Ulrich Selbach (Business Unit Director Maritime & Technology Exhibitions)

test technologies in the maritime sector that brings together business leaders from around the world.

Themed »SMM – driving the maritime transition«, the trade show will focus on the maritime energy transition and digital transformation. An attractive conference programme and a wide range of networking opportunities will supplement the exhibition. For the first time, the conferences will take place on open stages inside the exhibition halls – free of charge, and accessible to all fair visitors.

On behalf of the organisers, Hamburg Messe und Congress, Claus Ulrich Selbach, Business Unit Director, and Christoph Lücke, Director, welcomed the guests to the reception. Selbach highlighted the new features being presented this week, such as the open stage sessions.

»This is going to be the best SMM ever«, he said. »We wish you a successful and fun week.« Lücke added: »Networking will be much easier this year with our new digital networking tool.«

The Symbol of SMM

A few days ago, a giant propeller was installed in front of the main entrance to the Hamburg Messe as an impressive symbol of the SMM, visible for all exhibitors and visitors. This masterpiece of design is once again the work of Mecklenburger Metallguss GmbH (MMG). It is a refit propeller for a container ship built in 2004 at the Szczecin Shipyard for the shipping company MSC. According to SMM, the old propeller of the 3,100 teu vessel will be replaced soon after the trade show, result-

ing in an increase in efficiency of around 7.5%.

As MMG Managing Director Lars Greitsch reports, efficiency is one of the main topics at the company's stand where a new version of the MMG's espro silent propeller, will be presented. According to Greitsch, MMG has been researching underwater noise for more than eight years, driven by increasing demand from shipping companies. Additive manufacturing will also play a role on the MMG stand. A prototype of a yacht propeller blade produced using 3D printing technology will be on display. In addition, MMG wants to demonstrate with this almost metre-high blade that 3D printing can work at these dimensions.

Trends & parties

According to SMM Director Christoph Lücke, decarbonisation and digitalisation will be two of the main themes. But he also points to the new AI Centre in Hall B 6, which is not only sold out but will focus on artificial intelligence. Meanwhile, future fuels will be a key theme in the Future Fuels Arena in Hall A 2. Another highlight will be in Hall B 5, which will bring together all the companies involved in maritime interiors. Two other topics are maritime security, which will be addressed at the MS&D Conference (Hall B6) and the Career Market and Career Forum in Hall B 2.

Beside the exhibition the SMM is a place to be for networking opportunities and offers a variety of events and receptions such as the Wine o'clock events at the open stages or during roughly 92 stand parties. ■

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The maritime industry is of high strategic importance

Dear readers, the leitmotif chosen for this year's SMM is 'Driving the maritime transition' and it could not be more topical. We all know that change is needed so that we can renew our prosperity and overcome the climate crisis. The dramatic consequences of increasing global warming are becoming visible in many places, including here in Germany, reminding us that we need to make our lives and businesses sustainable and climate neutral – and that time is running out.

The maritime industry is no exception. Under the climate targets set by the International Maritime Organization in 2023, international maritime transport must achieve climate neutrality around 2050. At the same time, the maritime industry can make a significant contribution to lowering global CO₂ emissions.

According to initial forecasts, replacing 100% of conventional marine fuels with green methanol will prevent up to 700 million tonnes of annual CO₂ emissions. Even replacing 1% would be equivalent to eliminating the emissions of 5.7 million cars. In other words, every bit of effort is worth it and the SMM shows that the sector is more than ready to accept this challenge.

The maritime industry is also of high strategic importance. Our shipbuilding and supplier industries in Germany and Europe specialise in high tech. Germany and European shipyards are among the international leaders when it comes to complex systems integration in a field where the value chain is especially long. The German and European maritime supplier industries are global technology leaders and their order books are testimony



Robert Habeck
Federal Minister for Economic Affairs and
Climate Action for Germany

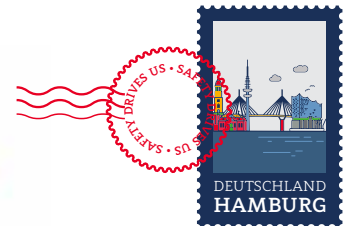
to this. The task is not only to defend this position, but to add to it.

The potential is already there, especially with regard to important future markets such as the electricity sector: the shipyards have a decisive role to play in the energy reform. They build the 2 GW converter platforms required for the swift expansion of offshore wind power. Global capacity for the construction of 2 GW offshore converter platforms is highly limited. In Europe alone, we will need over 130 such converter platforms by 2050. This opens up tremendous economic opportunity for German shipyards, and we want to help them harness that potential. The federation and the German states of Bavaria, Berlin, Bremen, Hamburg, Mecklenburg-Western Pomerania and North

Rhine-Westphalia have recently paved the way for a joint special guarantees programme for the construction of converters and converter platforms, so as to prevent any shortages in financing.

Furthermore, cooperation at European level is essential to our ability to address the many challenges the sector is faced with in terms of trade-policy measures, financing, funding and State-aid policies. For this reason, Germany and the Netherlands have jointly initiated work on a maritime industrial strategy within the EU Competitiveness Council.

Once again, the SMM opens up great space for dialogue and talks. Make the best of this opportunity! Be inspired by the ideas and proposals at the SMM – they are progress in the palm of your hand! I wish all visitors to the SMM an exciting time at the exhibition and the exhibitors a successful fair! ■



SMM 2024

Hamburg, Germany

September 3 - 6

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The maritime place to be

Technology and people for future shipping. These are two main topics of this year's SMM trade show in Hamburg – the biggest of its kind, taking place in September with more than 2,200 exhibitors from 70 countries and more than 40,000 delegates from 120 countries expected

Welcome to SMM 2024! This is where the Who's Who of the maritime industry will meet up. Apart from current geopolitical challenges, the agenda of the global flagship fair in Hamburg will focus on the decarbonisation of ships, Artificial Intelligence (AI), and the recruitment of young talent. With these topics, SMM spells out key priorities for the future of the shipping sector.

Aiming for carbon neutrality by 2050, driving digital change, coping with volatile global supply chains and a shaky geopolitical situation: These are challenging times for the maritime industry. »The sector can only tackle these difficulties by working together closely,« said Claus Ulrich Selbach, Business Unit Director – Maritime and Technology Fairs at Hamburg Messe und Congress in the run-up to the fair. »At SMM we offer shipowners, suppliers and shipyards an optimal platform for their joint efforts to develop feasible technology solutions that address the pressing challenges of our time. The enormous interest from exhibitors and visitors

alike tells us that there is a tremendous need for communication.«

Dual-use as innovation driver

Amid numerous international conflicts, the importance of military operational readiness has moved into focus. Many countries are modernising their fleets. At SMM, navies and coast guards can find the cooperation partners and benefit from innovations carried over from civilian shipping. Exhibitors such as NVL Group, MTU or Kongsberg supply solutions that can be used in both segments.

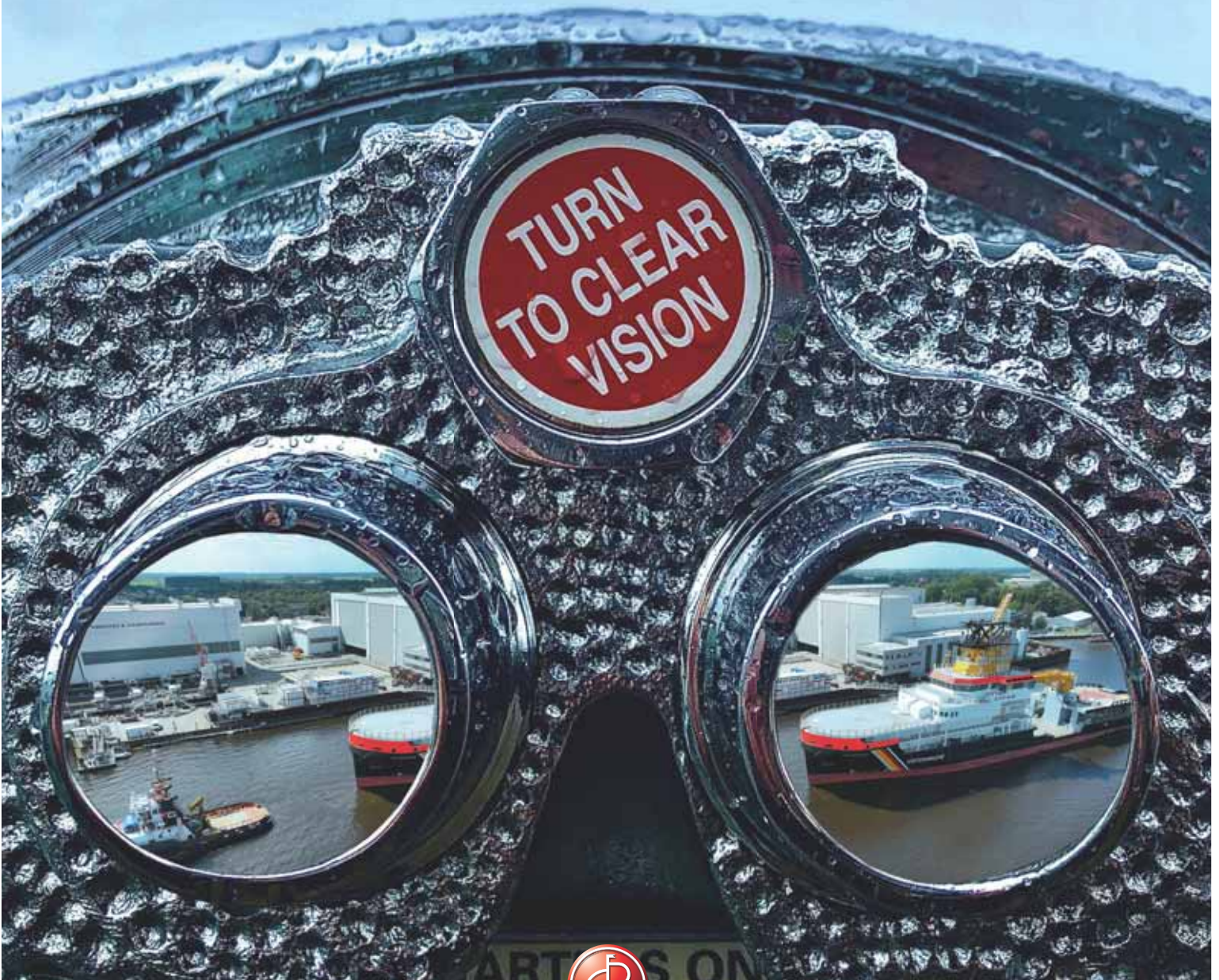
The industry's current drive to decarbonise is a race against time. The core challenge is to provide sufficient amounts of alternative fuels – such as green hydrogen, methanol or ammonia – while creating the required distribution infrastructure. The key to carbon-neutral shipping is alternative fuels. They are an essential prerequisite for a successful Mission Zero Emission. »Shipowners have been reducing their emissions by as

much as 30 per cent through efficiency enhancements. An additional 10 per cent is possible. But the rest must come from alternative fuels,« says Dr Martin Kröger, Managing Director of the German Shipowners Association (VDR). Great hopes are being placed on hydrogen.

Specialists in these clean technologies and their derivatives will be assigned an exhibition area of their own in Hall A2: the Future Fuel Area. Against this background, Hauke Schlegel, Managing Director VDMA Marine Equipment and Systems, stresses that SMM is an important interface between European technology leaders and major Asian shipyards: »International cooperation is essential; it enables shipowners around the world to tackle huge technological challenges in fleet renewal and maintenance in a manner that is tailored to their needs, timely and economically feasible.« This year there is strong interest from China, Korea and Japan, the three leading shipbuilding nations: Every tenth exhibitor is based in Asia.



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Other nations are represented in growing numbers again. For example, Greece, the world's foremost shipowning country, is doubling its participation: the Greek national pavilion will cover nearly 800 m². One of the 35 organisations showcasing their products at the pavilion is the association of Hellenic Marine Equipment Manufacturers & Exporters (Hemexpo): »As an association, our goal is to continue to ensure that leading Greek marine equipment manufacturers build lasting international and local partnerships, and that the collective strength and innovation of our suppliers is at the forefront of owner and yard thinking«, said President Eleni Polychronopoulou.

A must-have: AI

All in all, SMM is expecting more than 2,000 exhibitors and 40,000 participants from 120 countries. In the opinion of SMM organiser Selbach, the main reason behind the unbroken popularity of the leading international maritime trade fair is

clear: »Companies know that exhibiting here gives them exceptional visibility; and they appreciate the fact that as organisers of this fair we are good at anticipating new trends. This year's event proves it once again: Seeing the rapidly growing importance of smart innovations, SMM is providing a section specifically dedicated to Artificial Intelligence for the first time.« At the AI Center, start-up companies will highlight AI-based technologies and projects for the maritime industry (Hall B6).

Predictably, future alternative fuels enabling carbon-neutral ship operation will be in short supply and expensive. It is therefore crucial to optimise the energy efficiency of ships steadily, whether they are newbuilds or vessels in service. Dominik Schneiter, CEO of the Swiss ship engine manufacturer WinGD and chairman of the Digitalization Strategy Group of CIMAC, the global non-profit association dedicated to ship propulsion engineering, believes that retrofitting existing ships is one of the industry's foremost challenges today. Digital tools, Big

Data and IoT (Internet of Things) technology can provide a wide range of means to improve the operational efficiency of ships significantly and meet ever stricter regulatory requirements.

Digital Route & Future Summit

From cloud-based condition monitoring devices to autonomous or partially autonomous navigation systems, and through to real-time cargo tracking and effective anti-cybercrime solutions, the leading global trade fair of the maritime industry will showcase the entire spectrum of innovative digital products and services in Hamburg. »Our Digital Route will make it easy for industry visitors to locate exhibitors of relevant products,« explains SMM Director Christoph Lücke. At the Maritime Future Summit – co-hosted by HANSA on Wednesday, which will be free to all fair visitors for the first time, experts will present smart technologies and discuss use cases of Artificial Intelligence.

AI is emerging as a main driver of digitalisation in the industry in general, and in the maritime business in particular. »Over the next ten years, Artificial Intelligence will increasingly play a key role in our industry; it can even help us cope with the shortage of skilled labour,« says Rolf Stiefel, Regional Chief Executive for Central Europe of the classification society Bureau Veritas. One typical application is the development of an automated drone-based inspection service to detect corrosion, cracks and deformation inside cargo tanks. Florian Heinemann, Senior Director Data Insights & AI at Germany's biggest liner operator, says he is »convinced that by 2030 all business



Ship Noise and Vibration Control

processes at Hapag-Lloyd will be AI-based«.

»Our AI Center sets a new standard,« says Selbach. The »AI for the Oceans Awards« will be another highlight: »This is where SMM, in cooperation with Deutsche Meeresstiftung, Forum Oceano and AI.HAMBURG, will honour start-ups that use AI to protect the oceans,« says Selbach.

Spotlight on young talents

The maritime industry believes its innovation-focused, green mindset will attract the young talents it urgently needs. To support the sector's recruiting efforts, SMM 2024 is putting the spotlight on this topic. For the first time, the Maritime Career Market will take place on two days (5–6 September, Hall B2). The career platform combines training and job offers with rewarding networking events. In addition, young talents will be able to gain some practical insights into the maritime professional world at the Career Forum on Friday. »This SMM job initiative is an important contribution to securing the future of the maritime industry,« says Selbach.

Young talents will be able to make contact with potential employers and pave their way to their professional future. The diversity of the industry is reflected in a wide range of training options and job profiles young jobseekers can learn about at the Maritime Career Market (MCM).

On Thursday and Friday, around 25 companies will present their employer brands to the younger generation in Hall B2. »The bottleneck that is making it difficult for companies in our industry to fill orders and deliver products to

customers in a timely manner is the shortage of skilled labour. We are constantly looking for talented people and have increased our recruiting efforts,« says Martin Johannsmann, Chairman of the Board, VDMA Marine Equipment and Systems, and CEO of SKF Marine.

Speeches on the Career Forum stage will address current developments, such as the digital transformation and the »greening« of the shipping sector. »Young people are especially concerned about sustainability. At this event, employers can demonstrate that the maritime industry's green transformation opens up many perspectives for them,« says Selbach. What is more, all SMM exhibitors are welcome to register for the »Job Route«. This makes it easier for pupils, students and other job seekers to locate potential employers in the Visitor Guide, the online Exhibitor Directory, or the SMM app.

The importance of women

To secure the future of the maritime industry, companies must adapt to changing expectations of younger generations. This includes overcoming stereotypes and driving diversity. »A variety of challenges are facing women in the maritime industry, such as the gender pay gap and discrimination in a traditionally male-dominated environment, to name just a few. Overcoming these inequalities is something our industry has to accomplish by working together – with the males in the sector,« emphasizes Gaby Bornheim, President of the German shipowners association. The industry must become aware that its future depends on diversity, she adds. »Women are roughly half of the



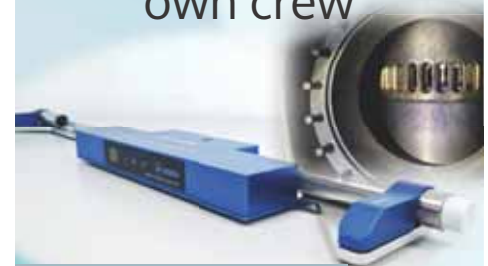
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population – no-one can make do without us.« Mentoring and maintaining a constant dialogue can increase the attractiveness of the maritime industry for women, says Bornheim.

Networking and support initiatives: This is the objective of WISTA Germany, the Women's International Shipping & Trading Association. At SMM, the WISTA network traditionally awards a prize for exceptional achievements in the maritime sector to a woman. Its aim is to support women in the shipping industry. A goal the entrepreneur Kerstin Brooks, herself a WISTA member, is firmly committed to. She calls for more women to be included in panel discussions: »There are so many conferences and panel discussions in the maritime sector, but in many cases only men participate, although there are many competent women. Our network aims to make women more visible.« The Association of Singapore Marine & Offshore Energy Industries (ASMI) is also hosting a »Diversity & Inclusion – Women in Maritime« workshop on Friday. In a panel discussion, successful women will talk about their careers – with the aim of inspiring more young female talent to pursue a career in the maritime industry.

12 exhibition halls

Covering the entire value chain of the maritime industry on 90,000 m² in twelve exhibition halls, SMM understands itself as the world's foremost platform for innovation and the latest technologies in the maritime sector that brings together business leaders from around the world. Themed »SMM – driving the maritime transition«, the 31st SMM will focus on the maritime energy transition and digital transformation. An attractive conference programme and a wide range of networking opportunities will supplement the exhibition. For the first time, the conferences will take place on open stages inside the exhibition halls – free of charge, and accessible to all fair visitors. Organisers expect more visitors and exhibitors than last time.

Cruise industry as innovator

»Marine Interiors@SMM« is a fixture at SMM. With a total of 130 exhibiting companies from 20 countries specialising in ship interior design, this special exhibition section will be significantly larger this year. The Cruise Lines International Association (CLIA), an official SMM Partner, will be represented for the first

time: On the Cruise & Ferry Stage, the leading organisation of the cruise industry will hold various sessions on sustainable cruises – a subject the cruise sector is placing great emphasis on, as a look at the global orderbook shows: From now until the end of 2026, 41 new cruise ships will be delivered; 27 of them will be equipped with alternative propulsion systems. This includes LNG-ready engines, and many LNG-fuelled ships will also be methanol-ready.

Open stage events

A multi-faceted, comprehensive conference programme addressing the industry's most pressing issues will once again captivate SMM visitors this year. For the first time, the conferences will take place on the four Transition Stages, freely accessible to all visitors: Green Stage, Open Stage, Cruise & Ferry Stage and Digital & Security Stage.

»SMM is more than just a trade fair. It is a platform for sharing innovations and new ideas that will move the maritime sector forward. This is where thought leaders and pioneers meet to set the pace for the future of shipping,« says Selbach. »At our five conferences, international experts will discuss the key concerns of the industry.« In addition, numerous Stage Sessions will be held to provide profound insights into the core topics. Part of the conference programme will be »gmec – global maritime environmental congress«, where early adopters will report about their experiences with alternative fuels. The Offshore Dialogue is themed »Sustainability needs for the ocean we want«. The »Maritime Future Summit« will focus on digitalisation and in particular, the role of AI: »Smart is Green«. Not least, SMM will again host MS&D – international conference on maritime security and defence. *ED*

HANSA @SMM

Of course, the TAMM MEDIA Group and HANSA will also be there again when the Who's Who of the maritime industry meets in Hamburg's exhibition halls. Come and visit us at our stand A1/433 – you can't miss it. We look forward to seeing you! Furthermore, we'll provide you with everything there is to know in the upcoming issues of »HANSA SMM Daily Newswire« – be sure to pick them up!

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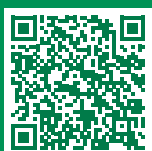
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MARITIME FUTURE SUMMIT

Smart is green, isn't it?

A multi-faceted, comprehensive conference programme addressing the industry's most pressing issues will once again captivate SMM visitors this year. The leading international maritime trade fair will put decarbonisation, digitalisation, recruiting as well as maritime security and defence at the top of its agenda. For the first time, the conferences will take place on the four Transition Stages, freely accessible to all visitors: Green Stage, Open Stage, Cruise & Ferry Stage and Digital & Security Stage.

»SMM is more than just a trade fair. It is a platform for sharing innovations and new ideas that will move the maritime sector forward. This is where thought leaders and pioneers meet to set the pace for the future of shipping,« says Claus Ulrich Selbach, Business Unit Director – Maritime and Technology Fairs at Hamburg Messe und Congress.

The Maritime Future Summit on 4 September in Hall B 6 is set to be one of the highlights of this year's conference. There will be three sessions of 45 minutes each, starting at 10:30, 13:15 and 15:05. The conference, entitled »Smart is Green«, will bring together many of the world's leading digital experts.

»For me, »Smart is Green« means that we should and can use the power of modern information technology to save fuel. While this often involves the use of artificial intelligence, other smart technologies, such as digital twins, also have an important role to play in decarbonising shipping, especially in the next decade,« says Volker Bertram, Senior Project Manager DNV and one of the two hosts of the Maritime Future Summit conference, along with HANSA editor-in-chief Krischan Förster.

Session I

Session I will start at 10:30 a.m. with opening remarks and a welcome address by SMM Business Unit Director Ulrich Selbach. **Dmitriy Ponkratov**, Director R&D Maritime at Siemens Digital Industries Software UK will put his focus then on »Let Digital Twins save fuel«. Siemens has built an impressive simulation center through mergers and acquisitions over the past decade.

Thomas Hildebrandt, Founder & Senior Consultant at Numeca refers to the same topic. Numeca has been spearheading intelligent applications of AI in maritime industry applications. They get 99% of the accuracy of high-fidelity CFD, but within seconds – not just for forces or efficiencies, but also for detailed flow fields. »This will be a game-changer«, believes Bertram.



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The expert who has travelled by far the longest way to Hamburg is likely to be **Binguiian Zhao**. A senior executive at the Digital Transfer Centre of the China Classification Society (CCS), he will be sharing his thoughts on the benefits of AI in the technical assurance of class work.



Session II

Silverstream's Air Lubrication System is arguably one of the highest-profile success stories where a start-up has introduced an innovative technology and seen exponential growth in industry adoption. CEO **Noah Silberschmidt** will take attendees on a journey of »Gliding on A.I.: How to achieve demonstrable fuel savings with disruptive technology«.

Casimir Morobé's company Toqua is an AI start-up that is well respected in the performance monitoring community. Casimir is trusted by the community because he is very clear about where the AI hype is leading to false hopes.

Many experts believe that better hull management may save 10% in fuel consumption. The big question is how, as more and more ports forbid hull cleaning? **Aviv Melman** believes that the solution may lie in in-transit cleaning by robots while the ship is underway.

Session III

This will be an all-female session, with **Astrid R. Kristoffersen**, opening this part. As Director Group Research & Development at the Norwegian classification society DNV will introduce the audience to

all the interesting developments in DNV's R&D activities.

Amy Parkes, partner at consultancy Arcsilea, present »How to do AI badly«. How refreshing to have someone at SMM who dares to suggest that AI can sometimes go wrong. It'll be interesting to see and hear what she has to say.

Last but not least, **Helle V. Ertsas** from Jotun will describe the exciting relationship between »paint manufacturer and AI«. Apparently, this is going very well at Jotun. Their HullSkater solution combines several AI technologies with smart human business sense. **Hall B6 | Stage**



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»Of course, we can learn from other sectors«

For HANSA, Arsenio Dominguez, IMO's new General Secretary, provides insights in his goals for his new job, his »vision« and adjustments within the UN organisations, challenges for the maritime industry and his expectations for the SMM



Arsenio Dominguez took over as IMO Secretary-General in January 2024

This is your first SMM as Secretary-General of the IMO. What are your expectations for this year's trade show and do you have a specific message for the maritime industry?

Arsenio Dominguez: It is a great opportunity for everyone in the sector to come together and have conversations about the opportunities – and challenges – the maritime sector is facing. Decarbonization, digitalization and automation are happening, as well as the negative effect on seafarers and trade due to global geopolitical situations. I look forward to hearing about the latest

technologies and engaging with stakeholders, as it is important to me to listen to the comments and experiences from all those who are part of this incredible sector.

What would you like to achieve during your term of office (as IMO Secretary-General)?

Dominguez: I have set out my vision for IMO to flourish as a transparent, inclusive, diverse institution. Firstly, our work: I am committed to the successful delivery of IMO's mandate as

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The IMO Headquarter in London

the world's regulator for international shipping. This is the core work of the Organization. During the first half of 2024 all five Committees, several Sub-Committee as well as the IMO Council have met. I have been pleased to see the solid work continue to enhance IMO's regulatory framework.

Secondly, our support for IMO's 176 Member States. My vision is for a strengthened IMO technical cooperation programme which is responsive to the needs of our Member States, especially for the developing countries and in particular, Small Island Developing States (SIDS) and Least Developed Countries (LDCs). IMO's Technical Cooperation Committee – which brings together recipient and donor countries as well as other development partners – is shaping a new technical cooperation narrative, built on achievements to date, and focused on detailed needs identification, thematic programming, regional implementation, stronger partnerships, good donor relations, and results-based management. Women empowerment must be embedded in all our technical cooperation activities and interventions.

Is there anything you would like to change or adapt in IMO's work?

Dominguez: To support this vision, I have taken steps to restructure the Secretariat, creating the Technical Cooper-

Successor to Kitack Lim

Arsenio Antonio Dominguez Velasco has been the new Secretary-General of the International Maritime Organisation (IMO) since the beginning of 2024. In July 2023, he was nominated for the IMO's highest office by the UN organisation's Council.

The shipping diplomat from Panama was subsequently elected by the IMO General Assembly. His first four-year term of office began on January 1. Dominguez succeeds Kitack Lim from Korea, who has led the IMO for two terms since 2016. The new Secretary-General joined the IMO in 2017 from the Panama Maritime Authority. There, he most recently headed the Marine Environment Department.

He prevailed over a number of other candidates, including Moin Uddin Ahmed from Bangladesh, Suat Hayri Aka from Turkey, the former head of the World Maritime University (WMU) Cleopatra Doumbia-Henry from Dominica, Nancy Karigithu from Kenya, Minna Kivimäki from Finland and Zhang Xiaojie from China.

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from vision
to viable

Meet us at
SMM 2024,
Hall A3, Stand 210

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1924 ————— 2024

A/I

ation and Implementation Division (TCID), which brings together the former Technical Cooperation Division, the Department of Member State Audit and Implementation Support, and the Department of Partnerships and Projects.

By uniting these branches, I have created a structure that supports more coherence between our technical cooperation planning and programming, the implementation of the ITCP and long-term projects, utilizing, as much as possible, the findings of audit results, and facilitated by effective resource mobilization.

Our image is another priority, as we need to enhance public awareness of IMO's impact.

Finally, our people: a people-centered approach will ensure that we build a maritime community that is connected, committed and empowered to achieve our shared goals. We will use IMO's presence at key global conferences, including the 2025 United Nations Ocean Conference, to highlight and promote IMO's work to protect the ocean.

What do you expect in maritime environmental regulation in the short and medium term?

Dominguez: We have in place mandatory energy efficiency measures for ships, including the Energy Efficiency Design Index, Energy Efficiency Existing Ship Index (EEXI) and the annual operational carbon intensity indicator (CII) and CII rating. The 2023 IMO Strategy on Reduction of GHG Emissions from

Ships sets out the clear ambition to reach net-zero GHG emissions by or around, i.e. close to, 2050, taking into account different national circumstances. The related ambition is for uptake of zero or near-zero GHG emission technologies, fuels and/or energy sources to represent at least 5% striving for 10% of the energy used by international shipping by 2030.

IMO Member states agreed at the Marine Environment Protection Committee (MEPC 81) session in March 2024 on an illustration of a possible outline of the »IMO net-zero framework«, the next step in this process. This framework will include the so-called »mid-term« measures: a technical element, namely a goal-based marine fuel standard regulating the phased reduction of the marine fuel's GHG intensity; and an economic element, on the basis of a maritime GHG emissions pricing mechanism.

The impact assessment of these measures has been completed and the next discussions will take place soon after SMM meets. I am confident we will see further progress in developing the »IMO net-zero framework«.

And do you see any potential technological or commercial learning effects from other industries that could help accelerate decarbonization in shipping?

Dominguez: Of course, we can learn from other sectors and look at best practices. We need to work closely with other sectors – shipping will need access to alternative fuels through the bunkering industry and the renewable energy sector will need to provide those fuels.

We have been working closely with International Renewable Energy Agency (IRENA) to promote the opportunities developing countries may have in providing zero-carbon fuels to global shipping.

Currently and recently, there are different political and geopolitical developments around the world that have an impact on the shipping industry, such as the security issue in the Red Sea, the war in Ukraine or growing tensions between different countries. Do you expect or are you concerned that these developments could have a – potentially negative – impact on the work of the IMO?

Dominguez: Geopolitical events have had – and are having – a detrimental impact on shipping. Everybody feels the negative effect if international shipping is not able to trade as normal. Shipping should be left alone. I will always stand up for seafarers and I strongly condemn any type of attack against international shipping, regardless of its motivation or cause.

I have repeatedly called on all governments and relevant organizations to provide maximum assistance to seafarers affected, and to spare no effort in finding a resolution to this crisis. My commitment is, above all, safeguarding the safety of all seafarers.

Having said that, shipping is resilient. IMO continues to provide the forum where all the Member States come together to discuss the whole range of issues that impact on shipping.

IMO Member States continue to push ahead with the work at hand: maintaining the global regulatory regime for shipping and ensuring there is support for all Member States who need it, to enhance their capabilities to implement IMO standards effectively.

Interview: Michael Meyer



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» We know a lot about how noise and vibration is generated on board«

Since 1 September 2024, the ShipConsult team has been offering its services under the new brand 'JASCO ShipConsult'. This new name reflects the affiliation with JASCO Applied Sciences, the industry leader in underwater acoustics. We spoke to Managing Director Thomas Büchler about the partnership with JASCO

In 2022 DW-ShipConsult partnered with JASCO Applied Sciences. What do you consider to be the biggest advantage of this partnership?

Thomas Büchler: DW-ShipConsult's core competency is ship noise control. We know a lot about how noise and vibration is generated on board, how it propagates within the vessel or into the water. Based on that we can manage and minimize the onboard noise or the underwater radiated noise of any ship.

JASCO Applied Sciences, a global acting company of Canadian origin, excels in the field of underwater acoustics. They can measure, model and interpret underwater noise propagation.

In a simplified way: JASCO can say how noisy ship traffic is, DW can say why a ship is noisy and can actually reduce the noise. That is a great combination of skills and a big advantage on the market.

Due to this combination our partnership is perceived as very valuable among North American public clients in particular. We saw a considerable increase in projects.



Thomas Büchler is Managing Director of JASCO Applied Sciences (Europe) GmbH and the JASCO ShipConsult division

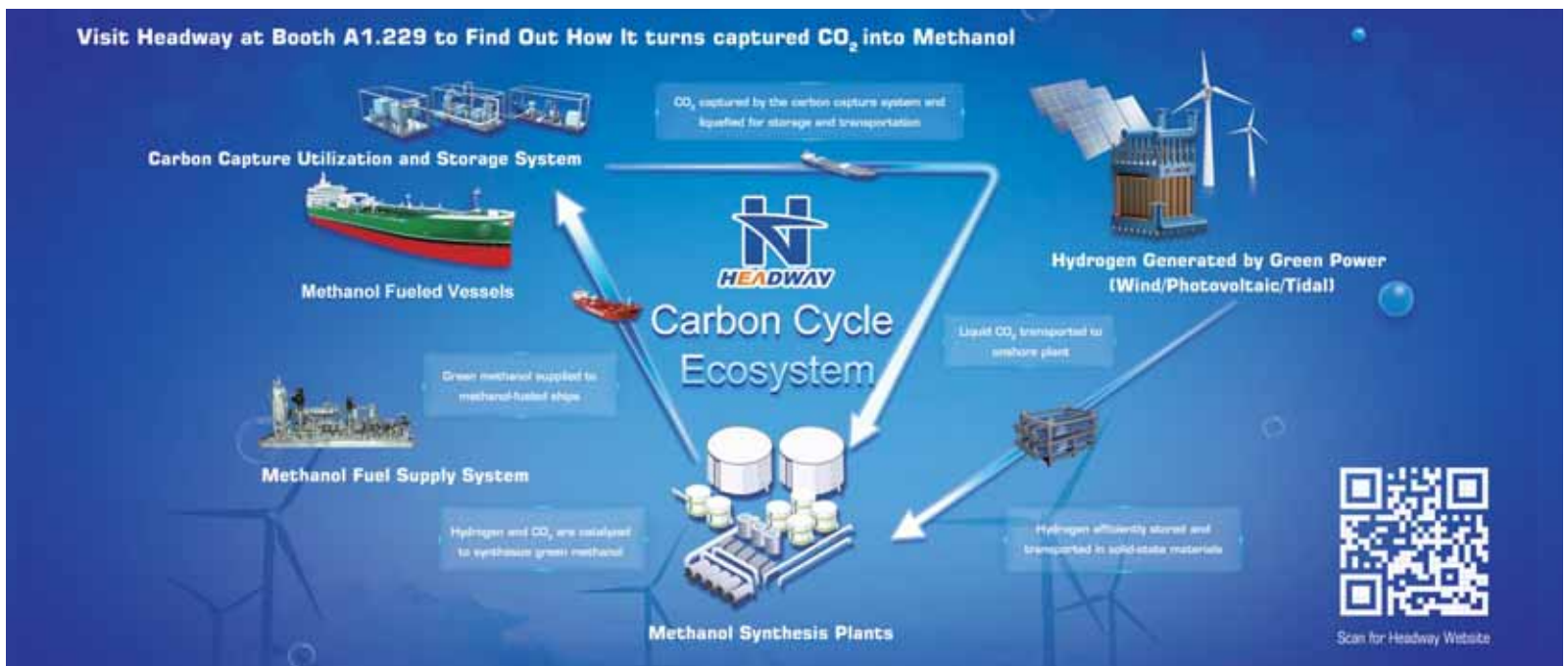
The downside of this is: We are now so busy that we are eagerly looking for new talents.

DW-ShipConsult has been renamed JASCO ShipConsult on 1st September. Can you briefly explain the background and reasons for the name change?

Büchler: I think that this was a rather obvious step which needed to be taken sooner or later. Being part of JASCO Applied Sciences but having an unrelated name is not helpful. Imagine some colleague in Australia explains that JASCO can solve noise problems with its German entity DW-ShipConsult which is actually a JASCO entity, and so on.... Nobody would understand that.

It is much easier to say: "JASCO can provide this. And for the particular service of ship noise control, we have an own division: JASCO ShipConsult."

How will your organization be structured in the future? Will there be any changes for your customers?





DW-ShipConsult's core competency is ship noise control

Büchler: Aside from the new name nothing will change for our customers in the shipbuilding industry. We have a strong German customer base which knows us quite well. Our team, our office location and our services will remain as they are.

What is already changing is the diversity of our customers, specially in a regional way as we got more and more involved in North American projects. My wife is already complaining about the many videoconferences with American time zones I often have in the evenings.

Concerning our activities in the underwater acoustic domain, our partnership already results in some benefits for customers in the environmental and defence sectors. It comes pretty handy that we can really offer a wide range of expertise, devices and solutions in those markets which became more and more relevant in the last 2 ½ years. Especially the underwater systems JASCO develops are of high interest as they allow acoustic surveillance or monitoring in the oceans for various purposes.

And you asked about structures. This is certainly the most boring thing to describe. But anyway: The company DW-Ship-Consult GmbH will be renamed to JASCO Applied Sciences (Europe) GmbH. Furthermore, JASCO will establish a ship-

acoustic division named JASCO ShipConsult. I will manage both the company and the division. If you want to know the many reasons for this rather unique naming and structure, I prefer to describe that face to face over a coffee to prevent you from falling asleep. Just come by at my booth.

Hall A1 | booth 110

About JASCO ShipConsult

JASCO ShipConsult is a shipacoustic engineering company in vicinity of Kiel, Germany. The team is composed of 10 experts with a background in Naval Architecture. JASCO's mission is to provide silence:

- For comfort on ships,
- To prevent a vessel from being detected
- To enable undisturbed marine life

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TESTVOLT | OCEAN BATTERIES

New battery storage solution

At this year's SMM, Tesvolt and Ocean Batteries will be presenting a new battery storage solution for ships, featuring disruptive technology that has the potential to replace standard storage solutions.

According to Tesvolt, the pioneering storage system enables customised solutions for electric drivetrains in ocean and inland shipping. This means that every customer receives a battery storage system which boasts a whole range of USPs and which is optimally adapted for their ship.

As space is always tight on ships, one particularly compelling advantage is that the fast-charging battery modules can be

installed in the ship individually and at any inclination, wherever they fit. The vibration-proof battery modules can even be installed on the floor and stepped on.

On top of that, the storage system is super-light – at just 4.83 kg per kWh storage capacity, this will be the lightest battery storage system for shipping on the market. A unique fire-suppression system ensures maximum safety. Thanks to the advanced technology developed by Tesvolt and Ocean Batteries, the storage system will also be more cost-effective than any competing products.

Tesvolt and Ocean offer a one-stop solution, from project planning and

installation to servicing and take-back of the battery modules.

Tesvolt has already realised many ship projects with batteries, including the ferry »Artemis«, which operates on Lake Constance for the shipping company BSB. Another current project is the fully battery-powered workboat »Mülheim« of the type E-Spatz. The battery room is the centrepiece of the boat. The batteries are housed in 14 water-cooled racks, each with seven modules. They have a total capacity of 980 kWh.

Hall B6 | booth 234



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The new storage system enables customised solutions for electric drivetrains in ocean and inland shipping

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Anschütz autopilots significantly save fuel and emissions

Because of the current energy transition and the endeavour to reduce emissions in shipping, functions that reduce fuel consumption are becoming increasingly important. Lower fuel consumption results in lower emissions and can ultimately improve the ship's carbon intensity indicator (CII) rating. It is no coincidence that the IMO also refers to autopilots as a way of increasing the efficiency of ships and reducing emissions



The »Toe Angle« function helps to save fuel, especially on vessels with twin rudders



© Anschütz

However, since the introduction of the ECO Mode over 15 years ago, the influence of autopilots on fuel consumption, and therefore on costs and emissions, has also become apparent. The new generation of Anschütz autopilots builds on this knowledge.

Three functions help to steer a ship as efficiently as possible using the autopilot:

- The simplest possible monitoring and optimisation of efficient steering performance
- Automation by means of intelligent functions that steer the ship more efficiently
- Toe Angle function for twin rudder vessels to reduce the resistance in the wake fields

Intuitive steering performance assessment and parameter settings

Speed, draft, weather conditions, loading conditions, and the characteristics of the ship all affect the steering performance and fuel consumption. The reciprocal effect of these factors on the ship's system is complex and the actual efficiency of the steering is not always easy to assess from the bridge. But as common rule frequency of rudder movements and rudder angle are key factors that have a direct impact on fuel consumption.

Comparing heading, course and rudder angles therefore is a simple approach to assess and optimise the ship's steering per-

formance. Until now, the navigator has had to check several displays for that. However, it is even simpler to view this information directly on the autopilot.

Anschütz autopilots feature a large graphic touch display which also shows a digital heading and rudder plot. This unique graphic provides an immediate visualisation of the steering behaviour, allowing navigators to intuitively assess efficiency and accuracy. Navigators can optimise the parameter settings on the autopilot at the touch of a finger and can directly see whether the ship's steering performance is optimised or needs further adjustment.

Despite sometimes being underestimated, such a graphical representation of the steering performance and intuitive parameter settings shows how efficiently the ship is really steering.

Functions for automating efficient steering performance

Smart automation functions additionally support and maximise the effect of optimally set parameters. Almost two decades ago, Anschütz was the first manufacturer to introduce an autopilot with an adaptive ECO mode. When the Eco mode is activated, the autopilot automatically adapts to changes in sea conditions and load.

Precisely, the autopilot permanently monitors the actual yawing movements of the vessel and optimises its steering behaviour to keep the vessel on the set course more efficiently. Symmetrical movements as well as movements due to the inertial behaviour of

the ship are filtered out and no longer corrected by the autopilot. The result is fewer rudder movements which can be clearly seen in the extracts from the digital heading and rudder plot. Based on these well-documented experiences, Anschütz has continuously developed and optimised both its autopilot controller and the functional basis.

In addition to the Eco mode, the NautoPilot 5000 NX also features a Course Control mode which automatically guides a ship along the shortest route and utilises smaller rudder angles. As a result, the ship has less resistance and consumes less fuel. All in all, the combination of automated functions and intuitive assessment of actual steering performance is important for achieving optimum efficiency in terms of fuel consumption and emissions in the long term.

Significant fuel savings with the brand-new »Toe Angle« feature

Specific for twin-rudder vessels is the interaction of the two propellers and the two rudders, which can increase fuel consumption. This is where the »Toe Angle« function comes in. On these vessels, the autopilot can dynamically control individual rudder angles, depending on the vessel's speed, load status or draft. While functions such as ECO mode and course control mode aim to reduce rudder movements in different ways, the Toe Angle function works on twin rudder vessels by optimizing rudder angles to reduce the resistance of the rudder in the wake field.

Research, including field tests and a computational fluid dynamics analysis, has shown that the rudder angles set by the autopilot can significantly reduce the power required at the same speed. The savings have been the more significant when speed and draft deviate from the standard values defined in the ship's design. Quantifiable results were also obtained from field tests. A fleet of five 85,000 dwt crude oil tankers, mainly operating in North America, served as test vessels.

Different voyages were measured with and without the »Toe Angle« function activated, under otherwise controlled conditions. A number of different angles were tested, with promising results based on previous experience. As a result, every possible combination of trim, draft and speed tested resulted in fuel savings. The maximum saving was 4.7%, with an average saving of just under 2% across all variants tested.

It is important to note that this adjustment is made directly by the autopilot and only when the autopilot is engaged. The manoeuvrability of the vessel under manual control is not affected.

Upgrading autopilots is a simple way to increase efficiency

Autopilots are rightly cited by the IMO as a means of increasing ship efficiency and reducing emissions and can help ship owners to improve their Carbon Intensity Indicator (CII) rating. The savings achieved by the Toe Angle function complement the automatic optimisations achieved by functions such as ECO mode or course control. Anschütz's NautoPilot 5000 NX therefore can provide shipowners with a comprehensive toolset of fuel-saving functions while they can always rely on high-precision control when they need it.

NautoPilot 5000 NX can be easily integrated into new builds and retrofitted to existing vessels. It is type-approved as a heading control system, including for high-speed crafts, and can also be part of a track control system (with Anschütz and Furuno ECDIS). The autopilot complies with the IACS requirements for cyber security, bridge alert management, and Ethernet communication according to IEC 61162-450. Over the last ten years, Anschütz has supplied over 2,500 ships with autopilots from the NautoPilot 5000 NX family.

Hall B6 | booth 304

About Anschütz

Anschütz stands for experience and expertise in navigation like no other company. Since Dr. Hermann Anschütz invented the gyro compass 120 years ago, Anschütz has revolutionized shipping with numerous innovations. Today, Anschütz GmbH is one of the world's leading manufacturers of navigation, bridge and mission systems. Our product range extends from gyro compasses, autopilots, steering control systems, radars, ECDIS, and electronic logbooks, to complete integrated bridge systems. Together with our global subsidiaries and one of the largest maritime service networks, we offer comprehensive after sales services to support more than 30,000 ships worldwide.

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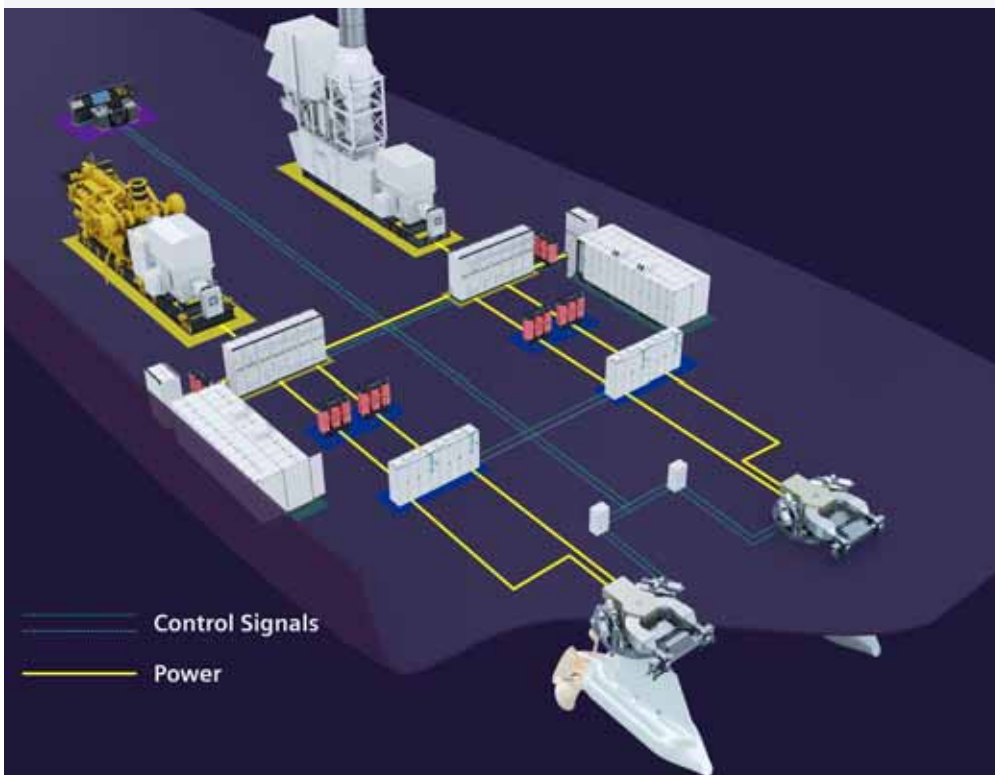
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Booth 304

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Empowering a Greener Tomorrow: Siemens Energy's DC Innovations and SISHIP SiPOD

With regulatory mandates and market trends exerting increasing pressure, the maritime industry is now at a crucial juncture, advancing rapidly toward decarbonization. The tightening emissions regulations by the International Maritime Organization (IMO) are pivotal, compelling the sector to swiftly adopt sustainable technologies



POD principle

Siemens Energy is at the forefront of the maritime industry's decarbonization. With its BlueDrive solutions, including BlueVault energy storage and diesel-electric propulsion (DEP) systems, the company is driving substantial fuel savings and emissions reduction, crucial for transitioning to greener transport solutions.

The effectiveness of these technologies is not limited to a specific vessel type. For short-sea vessels, the diversity in alternative power sources and driveline configurations makes all-electric or DEP systems a cost-effective alternative. Power take-off (PTO) solutions via shaft generators are also a viable option for

decarbonizing larger cargo vessels, demonstrating the versatility and applicability of Siemens Energy's solutions.

BlueVault energy storage systems enhance renewable power on-demand, increase profitability, optimize power sources, and improve energy supply security. The industry's exploration of fuel cells for power generation further underscores our collective commitment to sustainable propulsion, a testament to our progress in this crucial area.

DEP technology has gained traction over the past 15 years, fueled by efficiency and emissions reduction goals. DC DEP systems offer advantages like variable

speed operation of gen sets, space savings, regenerative braking, and seamless battery integration, making them ideal for dynamic positioning (DP) vessels.

SISHIP SiPOD: Revolutionizing Hydrodynamic Efficiency

The Siemens Energy podded propulsion solution, SISHIP SiPOD, offers an advanced design for improved maneuverability even under harsh weather conditions. The SISHIP SiPOD solution offers precise navigation and docking while reducing fuel consumption and emissions. Its compact, lightweight design increases cargo capacity, enhances vessel performance, and supports sustainability, making it a prime choice for modern shipping fleets.

The SISHIP SiPOD's optimized design aligns with the global push for environmental compliance and performance enhancement in shipping – a movement that is driven by the need to reduce emissions and improve the sustainability of the maritime industry.

Power of Hybrid Configurations

Siemens Energy pioneered low-voltage (LV) and medium-voltage (MV) direct current (DC) solutions, integrating fuel cell and battery technologies into the grid. These hybrid configurations represent a significant step towards mitigating environmental impacts, highlighted by the efficiency of the SISHIP SiPOD solution.

These innovative LV and MV DC solutions are versatile and adaptable and tailored for a wide range of applications, from industrial to marine environments. They facilitate smoother integration of fuel cell technologies and battery storage



POD Drive

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environmental sustainability is not just a goal but a reality.

Siemens Energy delivers cutting-edge electrical equipment, systems, solutions, and services for a wide range of commercial vessels, naval vessels, and submarines. In addition to offering maritime solutions for power, drive, energy management, automation, and digital technologies, Siemens Energy is a globally recognised expert partner for the marine industry. Our digital applications open up new opportunities for enhancing efficiency and cost reduction whilst ensuring compliance with current environmental regulations and sustainability goals. Our propulsion solutions, BlueDrive hybrid, fuel cells, and batteries for marine vessels, contribute to their improved environmental friendliness and economic efficiency. Furthermore, we offer solutions to optimize ship operations, leading to reduced operational costs and a smaller carbon footprint.

Hall B6 | booth 322

systems, enhancing grid reliability and flexibility. This adaptability is crucial for a future that demands clean, sustainable energy.

dynamic efficiency, Siemens Energy is actively contributing to a world where

A Leap Towards Reduced Environmental Impact

Adopting Siemens Energy's hybrid configurations significantly reduces the environmental footprint. Fuel cells and battery systems combine to offer a powerful solution against climate change, enabling widespread use of renewable energy and substantially reducing greenhouse gas emissions.

By championing the integration of fuel cell and battery solutions into the grid and pushing the boundaries of hydro-

About Siemens Energy

Siemens Energy delivers cutting-edge electrical equipment, systems, solutions, and services for a wide range of commercial vessels, naval vessels, and submarines. In addition to offering maritime solutions for power, drive, energy management, automation, and digital technologies, Siemens Energy is a globally recognised expert partner for the marine industry. Our digital applications open up new opportunities for enhancing efficiency and cost reduction whilst ensuring compliance with current environmental regulations and sustainability goals. Our propulsion solutions, BlueDrive hybrid, fuel cells, and batteries for marine vessels, contribute to their improved environmental friendliness and economic efficiency. Furthermore, we offer solutions to optimize ship operations, leading to reduced operational costs and a smaller carbon footprint.

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- Hall A1**
 - Ship operation equipment, environmental technologies
 - ▲ Deck equipment, cargo handling systems
- Hall A2**
 - Pumps, valves, compressors, new fuel technologies
- Hall A3/A4**
 - Prime movers, propulsion systems and new fuel technologies
- Hall B1**
 - National pavilions
- Hall B2**
 - Shipyards, shipbuilding industry
 - Production equipment, ship engineering and design
- Hall B2/B3**
 - National pavilions
 - Maritime security and defence
- Hall B3/B4**
 - Shipyards, shipbuilding industry
 - National pavilions
- Hall B5**
 - ▲ Marine interiors, heating, ventilation, air conditioning
 - ▲ Safety equipment, fire protection, marine coatings, corrosion protection

- Hall B6**
 - Navigation and communication
 - Electrical equipment, electric drives, automation, lights, sensors and indicators, software and IT
 - Marine technology
- Hall B7**
 - Shipbuilding materials
 - National pavilions
- Hall B8**
 - Shipyards, shipbuilding industry, navigation and communication, electrical equipment, automation, software and IT

Hall B4 EG | booth 310

The RINA logo consists of the letters 'RINA' in a bold, dark blue, sans-serif font. The letter 'I' is replaced by a stylized graphic of two blue triangles pointing towards each other, forming a central white space.

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visit us at
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INMARSAT MARITIME

Experts provide insights into digitalisation



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Donya-Florance Amer, Chief Information and Human Resources Officer at Hapag-Lloyd AG, will be one of the panellists

On 4th September Inmarsat Maritime and Hansa International are co-hosting a free-to-attend seminar that focuses on the integration and benefits of AI, IoT, and connectivity within the maritime sector.

The seminar aims to showcase how digital technologies are transforming ships into highly efficient floating offices. It will bring together a diverse group of stakeholders, including ship owners, operators, and tech innovators, to discuss the evolution of the shipping industry through digital technologies. The use of collaborative, always-on software is becoming crucial for vessel operations, allowing for real-time monitoring and early problem detection which enhances cost efficiency and environmental

sustainability. The main feature of the seminar will be a panel debate with industry experts from Hapag-Lloyd, Columbia Shipmanagement, Wilhelmsen, and Peter Dohle Schiffahrts who will provide practical insights into leveraging these emerging technologies for enhanced collaboration and operational efficiency. The discussion will also cover how virtual and augmented reality, along with AI, can facilitate remote interactions between shore-based engineers and onboard crews, offering improved collaboration and support.

This seminar will offer valuable insights into digital technologies, focusing on practical applications that can boost efficiency and drive growth in maritime business operations.

Donya-Florance Amer, Chief Information and Human Resources Officer at Hapag-Lloyd AG, will be one of the panellists. She will provide insights into the digital world of Hapag-Lloyd. Other speakers will include Pankaj Sharma from Performance Optimisation Control Room at Columbia Shipmanagement. Marty Cochrane, CEO Ceataec a Wilhelmsen Group Company, and Matthias Bloete, Director, Finance, Controlling & Corporate Development at Peter Döhle Schiffahrts-KG, will also be present.

Inmarsat is also sending experts to the podium. Among others, Ben Palmer, President of Inmarsat Maritime. He will be joined by Marco Camporeale, Vice President of Strategy and Business Development at Inmarsat Maritime. The discussion will be moderated by Janne Silden, an experienced podcaster at HANSA.news global.

How to take part?

The seminar 'Business Value of Maritime Digitalisation' will take place on Wednesday, 4 September, from 12:00 to 13:30 in the Osaka conference room at Hamburg Messe. Following the seminar, participants are invited to a networking lunch, which will provide an excellent opportunity to discuss the insights gained during the seminar.

[Register here to attend the event:](#)



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Hall A3 | booth 226

»We want free and fair competition«

Emisa was founded in 2007 by independent manufacturers, suppliers and service providers in the (after-) market for marine engines. A central concern: The »Right to Repair«, an initiative to approach the EU to keep the market open through special regulation. One reason: the vertical integration of OEMs in the spare parts market. This problem is catalysed by the increasing reliance on digital technology, »which allows OEMs to exclude independent suppliers from the aftermarket and lock in their customers over the life of the machine,« says EMISA.

What is the status of your endeavours to take action at EU level?

Krause: We are still in the process of making our voice heard at EU level. However, there have been a few delays due to the elections to the European Parliament. We have nevertheless made progress, but things do not move as quickly as we would hope. The EU is dealing with a lot of issues and a big priority is on »consumer« issues, which don't include our concerns.

Is there a plan B?

Krause: We have also started to go through shipowners' associations. They have a fundamental interest in free com-

petition in our market because it is about the condition (and the costs) of their ships. And the shipowners have a greater influence on the EU than we do.

What do you see as the worst case scenario if the EU does not act in your favour?

Krause: There is a risk of a monopoly by engine manufacturers and OEMs. They have access to the data for the entire lifetime of the system. However, an engine manufacturer does not have the personnel and logistical capacity to look after the entire fleet. As a result, the condition of the ships suffers. We are therefore in favour of free and fair competition.

3 questions to ...



Holger Krause

Chairman of the international association EMISA and MD of Gromex GmbH



EPM-Peak

EPM-XP

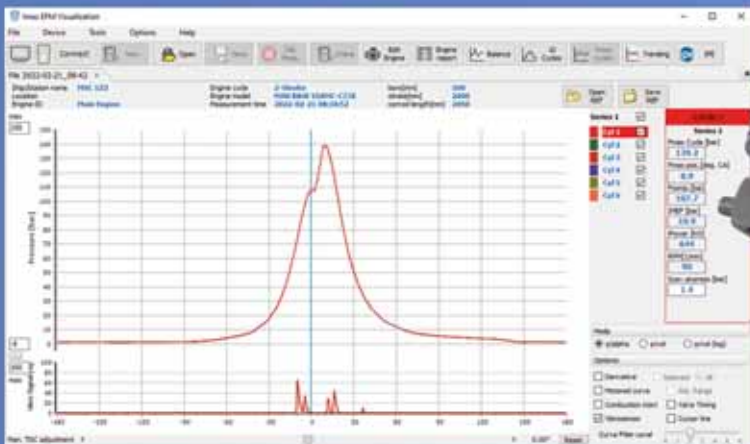
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MESH

The maritime marketplace

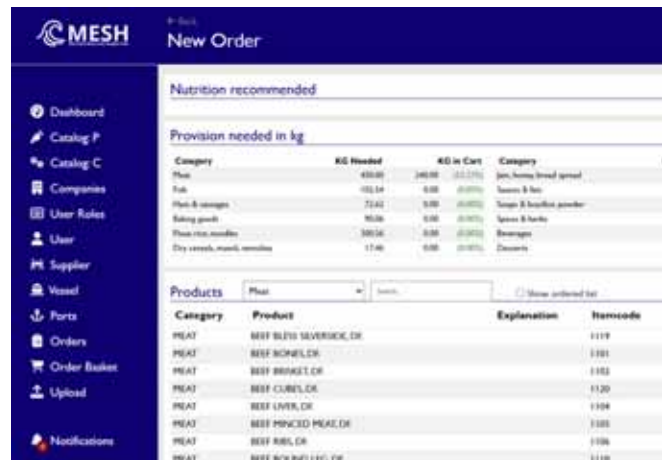
Mesh digitizes ship supply and optimizes the maritime supply chain by increasing efficiency in the ordering process and focusing on the core business. With the globally unique Mesh algorithm, operational activities are digitally automated and freed from commercial risks and administrative time losses. The tool is cost-neutral, requires no technical effort for installation and works offline on board.

The operational use of Mesh takes place on board. Captains can place their orders directly in the portal and are guided by certain allowances, such as staying within budget. Mesh also ensures sufficient and balanced nutrition on board at all times. At the same time, the captain retains freedom over the content of his order at all times, so discussions about quantities and budgets are eliminated and a higher level of well-being on board is achieved, without any effort from the office.

The fixed budget and precise consumption monitoring guarantees shipping companies risk-free use and full reliability globally and at any time. The interactive and easy-to-use order form can be used for all global ports and contains information about consumption, budget and all nutritional values. The catalog is convenient for all vessel types and sizes as well as all nationalities on board. The platform digitalizes the entire maritime supply chain from A-Z. It includes a worldwide sup-

plier network with global price data and conditions. The finished order is sent directly to the partners.

Hall B7 | booth 470



On the Mesh platform, among other things, provisions can be ordered



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The key to a sustainable industry

At SMM, the classification society RINA will be addressing important trend topics that are keeping the shipping industry busy worldwide. Fiorenzo Spadoni explains what these topics are



Fiorenzo Spadoni, Marine North Europe Region Senior Director at RINA

© RINA

What can visitors expect at your SMM stand? What are the highlights?

Fiorenzo Spadoni: Visitors to our SMM stand can expect to encounter true competence. Our presence is strong, featuring not

only top management but also skilled Plan Approval experts and specialists in various maritime sectors, particularly digitalization and decarbonization. Highlights include interactive demonstrations of our digital tools for ship operation, presentations on the latest advancements in sustainability, and one-on-one consultations with our experts. Attendees will have the opportunity to explore our comprehensive range of services, from certification and classification to advisory and training, all designed to help the maritime industry navigate future challenges. And, of course, we'll be serving what is likely the best espresso at SMM!

Why is the SMM trade fair important for RINA?

Spadoni: The SMM trade fair is a key event for RINA, bringing together industry leaders, innovators, and stakeholders from around the world. It offers us a valuable platform to showcase our latest solutions and engage directly with clients and partners. Our participation in SMM allows us to stay at the cutting edge of industry trends, exchange knowledge, and collaborate on innovations that drive the maritime sector forward. This event also underscores our commitment to supporting the industry's growth and sustainability efforts through our comprehensive range of services

Which trends or topics are currently the most important for the shipbuilding industry from the perspective of a classification society?

Spadoni: From the perspective of a classification society, several

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key trends and topics are paramount in the shipbuilding industry, including sustainability and decarbonization, digitalization, autonomous and smart shipping, safety and risk management, and human capital.

Regarding efforts to reduce greenhouse gas emissions and comply with stringent environmental regulations, the industry is still navigating uncharted waters in determining which solutions will drive us to the net-zero target. The role of classification societies is to facilitate the exploration of different pathways, enabling the adoption of innovative systems onboard. The EU ETS is particularly important for ship operators. Vessels undergoing efficiency retrofits or newly built to higher sustainability standards will become the preferred choice for charterers, significantly boosting the refit and newbuilding sectors.

Digital technologies, especially with the rapid growth of AI, will continue to enhance efficiency, safety, and operational performance. New regulations compliance is now being dealt with a digital-first approach, as exemplified by the EU ETS with our suite LEONARDO EMISSIONS.

Autonomous and smart shipping will profoundly transform the industry, although we are still in the early stages. Classification societies, together with insurance companies and other stakeholders, are at the forefront of this transition, working to establish a framework that ensures maximum safety, robust cybersecurity management, and clear accountability.

Maintaining the highest standards of safety through innovative risk management solutions and compliance with international regulations is becoming increasingly critical as the industry evolves. The challenge is further compounded by the need for more qualified personnel due to the adoption of new technologies and the overall struggle to attract talent, which also

affects classification societies. This underscores the need for improved training, and classification societies are deeply involved in this process. Additionally, the industry must create new roles and career paths that are more appealing to younger generations.

How can RINA support the industry in addressing these issues?

Spadoni: RINA supports the maritime industry in addressing these challenges through a multi-faceted approach, acting as an enabler of innovation rather than a bureaucratic obstacle. In fact, consultancy services account for more than 50% of our revenues.

Sustainability Services: Our extensive expertise, drawn from various business lines, especially energy, enables us to provide valuable insights into the use of alternative fuels. In recent years,

we have supported clients in several feasibility studies for projects utilizing ammonia, hydrogen, methanol, and fuel cells and even exploring nuclear power generation. Decarbonization, however, goes beyond alternative fuels; it also involves optimizing onboard systems and implementing efficiency-boosting solutions such as hull appendages, propeller and rudder retrofits, air

lubrication, and wind-assisted propulsion. Our RINA Marine consulting experts, who operate as a separate legal entity within the group, can handle these tasks without any conflict of interest.

Digital Solutions: When discussing digital solutions at RINA, SERTICA is the first name that comes to mind. This comprehensive suite addresses maintenance, procurement, HSQE, crewing, performance, logbooks, and reporting, enabling the management of vessels and fleets across all technical, operational, and compliance aspects. We also offer other software tools, leveraging AI, to enhance our core business. These include CAP Surveys, Leonardo Emission (for real-time emission

»There isn't a single fuel that fully meets the future's needs yet. The answer lies in the ability to be flexible and adopt a modular approach to build a future proof industry.«

Fiorenzo Spadoni

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Stand B6.609



verification, data consistency checks, and voyage scenario simulations), a Fatigue Tool (to assess vessel life extension), and digital twins. Additionally, our software platforms enhance the client experience, allowing easy navigation of our environment to retrieve data about their assets.

Innovation in Autonomous Shipping: We are actively involved in the development and certification of autonomous vessels. Our rules address various levels of ship autonomy, although, as expected, the human factor remains a critical element.

Safety and Risk Management Expertise: Safety is the core of our business as a classification society, particularly during this period of transition. We are responsible for developing rules, approval procedures, and inspection methodologies to ensure the highest safety standards, especially in unregulated environments. This is primarily achieved using risk assessment techniques like HAZID and HAZOP.

What do you think is the most important challenge that the maritime industry will have to overcome in the next five years?

»Digital technologies, fostered by exponential growth of AI, will increasingly enhance efficiency, safety, and operational performance.«

Fiorenzo Spadoni

Spadoni: The most critical challenge the maritime industry will have to overcome in the next five years is achieving significant CO₂ reduction while maintaining operational efficiency and competitiveness. With increasingly stringent environmental regulations and a global push toward sustainability, the industry must innovate and adopt cleaner technologies and alternative fuels. Balancing these advancements with economic viability, ensuring the safety and reliability of new solutions, and managing the transition smoothly will be essential. RINA is committed to supporting the industry through this transition by providing the expertise, technology, and services necessary to navigate these

challenges successfully.

There isn't a single fuel that fully meets the future's needs yet. The solution lies in developing an adaptable and modular approach, allowing the industry to stay flexible and resilient as new energy sources and their infrastructures evolve.

Halle B4.EG | booth 310

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Navigating the future of marine refrigeration

As the maritime industry starts taking measures to reduce its environmental impact, ship owners and operators need to consider not only fuel consumption, but also the significant contributions of refrigeration systems to greenhouse gas emissions. With the potential for maritime emissions to rise dramatically by 2050, it's time to adopt responsible refrigeration practices that align with the global regulatory frameworks, says the maritime solutions provider, Wilhelmsen Ships Service.

Refrigeration systems on ships serve critical functions, from maintaining comfortable conditions for the crew to preserving perishable cargo. However, leaks in these systems are a major, yet often overlooked, source of emissions. In 2018, the estimated total annual refrigerant loss in shipping was equivalent to 18.2 million tonnes of CO₂, comparable to the emissions from nearly 4 million passenger vehicles driven for a year.

The EU F-gas Regulation and the Kigali Amendment to the Montreal Protocol mandate a significant reduction in HFCs by limiting and reducing production and import quotas for these refrigerants. Many countries have already begun phasing down the use of high Global Warming Potential (GWP) refrigerants, and this trend is set to continue. Compliance with such regulations is not optional; ship owners must ensure they adhere to these requirements to avoid severe penalties, including fines and imprisonment. Steps to adopt Responsible Refrigeration:

- For new installations, opting for low GWP refrigerants is crucial. R-404A alternatives such as R-448A, R-449A, and R-407F can significantly reduce the global warming impact of refrigeration systems. These refrigerants not only lower emissions but also enhance energy efficiency, making them a cost-effective choice for ship operators.
- Proper management of refrigerant loss is vital for environmental protection and regulatory compliance. This includes recovering refrigerants before maintenance, using electronic handheld leak detectors, and installing fixed leak monitoring systems. Regular leak detection and prompt repairs can prevent significant emissions and ensure the optimal performance of refrigeration systems.
- Indirect emissions can be minimised by maintaining and optimising system settings, such as proper superheat settings

to prevent energy waste and regular replacement of air filters to ensure efficient operation. Using energy-efficient refrigerants and equipment further reduces the environmental impact while improving system performance and lifespan.

Failing to comply with refrigeration regulations can result in severe consequences, including business disruption, financial penalties, and legal liabilities, Wilhelmsen Ships Service says. Moreover, non-compliance can damage a company's reputation and hinder its ability to operate globally.

The maritime industry's transition to low GWP refrigerants and enhanced refrigeration system management is a critical step towards a net zero future. Therefore, Wilhelmsen Ships Service, offers a range of refrigeration solutions, including refrigerants and maintenance equipment which help to address challenges such as system efficiency, regulatory compliance, and safety. According to the company adoption of responsible refrigeration is imminent and avoiding the tide of change is not an option. ■

Hall B6 | booth 331



© Wilhelmsen Ships Service

A handheld detector able to detect all halogen refrigerants (CFC, HCFC, HFC, HFO), enabling the detection of leaks in refrigeration systems and minimizing refrigerant loss

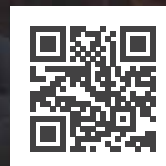


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Maritime start-ups joining SMM

The sixth edition of the »Maritime Start-up Day & Night« will once again make a splash with new business ideas by young international companies. This marks the second time the event partners up with SMM

A whole new world of different topics both in the digital and analogue market field – that’s what this year’s »Maritime Start-up Day & Night« is all about once more. The best place for rising stars, the stage is set in Hamburg for young businesses to present their ideas, certain to bring a breath of fresh air to the industry.

»We are looking forward to the second edition of the Maritime Start-up Day at SMM,« says organizer Carsten Bullemer. Back in 2022 it was a stunning success he’s eager to repeat. »It will be another exciting event where maritime start-ups will present their innovative solutions and ideas. All SMM visitors are cordially invited to watch the pitches on stage.«

Ulli Selbach, Business Unit Director Maritime Technology & Fairs at Hamburg Messe, is more than happy to bring back the event. »The Maritime Start-up Night aboard the »Karoline«, right next to the exhibition grounds, was already a personal highlight of mine in 2022. It’ll be a must for me at SMM 2024 as well,« he says. »If you’ve got yourself a ticket, you can look forward to a great party – with smart start-ups who know how to celebrate.«

Start-ups who have booked a booth at SMM Hamburg will have the chance to present their company to the audience at the prefinal pitches on September 4th. A

jury will then award the best start-up in each of the four categories. Come night, one of those four pre-winners will be chosen as »Maritime Start-up 2024« during the award ceremony – followed by a get-together with food and drinks.

The winner will not only receive the prestigious award, but also a free booth at SMM 2026 and a »HANSA Media Booster Package« worth € 10,000 to top it off. But in the end, every start-up is certainly going to make the most of a personal meet and greet with potential investors and an outstanding opportunity for networking. ■

Schedule – September 4th, 2024

- 11.25 am: Open Stage
- 11.30 am: Pitches Category 1
- 12.20 pm: Pitches Category 2
- 2.10 pm: Pitches Category 3
- 4 pm: Pitches Category 4
- 6.30 pm: »Maritime Start-up Night: Award Ceremony«
- 7 pm: Exclusive Aftershow Party – get-together with live music, drinks and food



In 2022, the »SMM Maritime Start-up Award« went to Ankeri from Iceland

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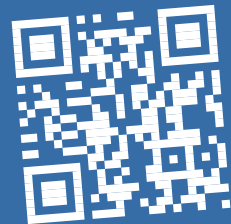
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Specializing as a maritime digital-tech foundry, AIVeNautics integrates cutting-edge technologies like AI, multi-sensor data fusion, maritime informatics, and the Maritime Connectivity Platform (MCP). Their flagship products include MANAS (Maritime Autonomous Navigation Assistance System), iMARINS (Intelligent Maritime Informatics Service), and LeanMCP, all designed to improve maritime safety and efficiency. AIVeNautics is also at the forefront of developing international standards for navigation support information services. The MCP facilitates secure and reliable communication between ship and land systems, essential for safe navigation. AIVeNautics leads the development of MCP standards, being the first to implement the latest technology. ■

CargoKite has designed a new class of container ships under 300 TEU, optimized for wind power and made for targeting the shortsea and feeder markets. Utilizing high-altitude winds up to 300 m, the vessels harness wind energy in nearly all weather conditions, supported by an engine when needed. This results in significantly reduced operating costs, minimizing exposure to fuel price fluctuations and mitigating the impact of carbon pricing. With Letters of Intent from major shipping companies, the first full-size vessel will be operational by 2027. ■



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Nauticworx offers a platform with real-time availability of validated ships for hire in specific areas and for charter inquiries. Brokers can use the platform to facilitate regional connections and transactions. Ship owners with idle vessels can find charter opportunities through Nauticworx, all while remaining anonymous. The mission: Connect charterers, fleet owners, and brokers in the spot vessel market, maintaining control of your data throughout the process. The vision: Enhance the efficiency of the regional spot market for specialized workboats by involving key players in the ecosystem. Nauticworx aims to streamline the matching of available vessels to regional charter inquiries through collaboration with industry leaders. Spot. Click. Match. ■



Nakai Robotics is set to revolutionize the shipping industry with its B2B HaaS solution: a proactive marine biofouling cleaning robot. This system minimizes vessel drag and downtime, leading to up to 20% fuel savings, 30% GHG emission reductions, and 85% prevention of aquatic invasive species. The robot operates autonomously below the waterline, cleaning the ship's hull in real-time while in transit or at berth, without damaging the antifouling paint. The solution offers an ROI of up to six months per vessel. ■



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Hall B6.310

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Nordic Fender offers a wide range of marine fenders and pertaining equipment for various applications. Their range of products and services provides costumers with an optimal and cost effective partner within maritime protection. The topic to be presented during the slot is about Nordic Fender joining forces for advanced smart fenders. ■

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Proseadure is a tech start-up dedicated to transforming the maritime industry with innovative software focused on reducing carbon emissions and ensuring sustainability compliance. Their mission is to empower vessel owners and charterers to minimize their carbon footprint while enhancing operational efficiency. By leveraging advanced satellite weather forecasts and AI-enhanced voyage optimization, the company provides tailor-made solutions to meet the specific needs of clients and partners. Proseadure's core offering is a multi-objective voyage optimization solution, developed over a decade in collaboration with the University of Southampton and the Tulin Institute. This advanced system integrates AI, ship models, and satellite weather data to improve fuel efficiency, reduce emissions, and optimize time and TCE. This solution has been proven to outperform traditional methods by up to 5% in fuel savings. By partnering with Proseadure, maritime businesses can achieve both economic and ecological benefits, positioning themselves at the forefront of a sustainable future. ■



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**Hall B6
Stand 500**

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Vesselity Maritime Analytics is a German start-up specializing in underwater ship inspections using Remotely Operated Vehicles (ROVs) and artificial intelligence. Their unique underwater AI enables precise instance segmentation of video feeds, allowing for accurate detection and monitoring of marine fouling and damage to antifouling coatings on ship hulls. They offer global in-water surveys with lightweight micro ROV systems and provide detailed analyses of hull conditions, calculating excess fuel consumption and CII impact. Their software, available as a stand-alone option or API add-on, stores inspection data and cross-references it with AIS routes, weather, and water conditions affecting marine growth.

The company offers customized underwater AI services for specific use cases and scientific research, ensuring high accuracy and reliability in all inspections and analyses. Vesselity's commitment to precision and innovation allows them to tackle diverse maritime challenges effectively, from ROV ship inspections and hull performance analysis to providing external R&D support. ■

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Made in Italy

Confindustria Nautica is a non-profit association representing the Italian pleasure boating industry and its companies. The association is participating in SMM. Vice President Andrea Razeto shares insights into what visitors can expect at Confindustria's booth

What strategic goals is the Confindustria Nautica pursuing at this year's SMM in Hamburg?

Andrea Razeto: The Made in Italy Plan, as developed by the Italian Marine Industry Association in cooperation with the Italian Trade Agency, envisages a full calendar of networking and invitational initiatives that will be keenly strategic for the internationalisation of our companies as they continue to export quality, excellence and innovation abroad. At Hamburg's SMM, the Italian Marine Industry Association's aim is to promote the leading role that the Italian yachting industry has achieved in the production of superyachts, equipment and components Made in Italy, and to promote opportunities for companies taking part to forge new strategic partnerships with foreign companies and institutions.

How do you assess the current situation and future prospects of the Italian shipbuilding industry in an international context?

Razeto: Our country continues to confirm its role as the world's leading manufacturer of yachts over 24 metres in length, representing 51% of all global orders, of large inflatable boats, and of components and equipment. The yachting sector itself has also maintained its solidity throughout 2023, continuing the same trend of responsive growth that has characterised these post-pandemic years. In fact, the industry's turnover is expected to exceed a record value of €8 billion. Among the decisive factors driving this growth is boatbuilding exports, with those of recreational units produced in Italy during 2023 reaching an all-time high, exceeding the €4 billion threshold, thanks in large part to the US, which continues to represent the most important market globally for our shipyards.

What new technologies and innovations are Italian companies presenting at the SMM, and how do these contribute to the competitiveness of the Italian shipbuilding industry?

Razeto: The marine equipment and components segment is in a constant state of evolution, an evolution driven by a growing demand for innovative solutions that can improve the efficiency, safety and comfort of boats. From advanced navigation

technology to eco-friendly materials, the most cutting-edge innovations are redefining what it means for boating enthusiasts to experience the sea all around the world.

Innovations that reduce the environmental impact of our boats, increase energy efficiency and improve performance, but also digital technologies that allow us to customise our products more and more and respond more quickly and effectively to customers' needs.



»Made in Italy quality means to increase competitiveness and uphold the Italian yachting industry's role as a leading player «

Andrea Razeto

What kind of partnerships and collaborations is the Confindustria Nautica seeking at the SMM, and how can international companies benefit from collaborating with Italian shipbuilding firms?

Razeto: The Italian Marine Industry Association is taking part in the SMM with its own collective of companies as part of the Made in Italy International Promotion Plan framework, supported by the Italian Ministry of Foreign Affairs and International Cooperation and operated by the Italian Trade Agency. Such a context allows for businesses to collaborate with Italian companies that can offer international counterparts the opportunity to access unique know-how and a wealth of honed expertise. Moreover, Italian companies can offer innovative and customised solutions to meet the most specific needs of international customers.

How is the Italian shipbuilding industry committed to sustainability and environmental friendliness, and what measures are Italian companies implementing and showcasing at the SMM in this regard?

Razeto: As we look towards our industry's near future, sustainability represents a key opportunity for growth in terms of both innovation and solutions for decarbonisation. For companies, sustainability is a crucial element for any business model and the continuation of future investments. It represents a new area in which our industry aims to excel. By adding the concept of sustainability to Made in Italy quality means to increase competitiveness and uphold the Italian yachting industry's role as a leading player on the global market well into the next decade.

Hall B3.OG | booth 101



MARITIME START-UP DAY 2024 @ SMM



04.09.2024

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**Digital & Security
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On 4th September 2024 we open once again the doors for International Maritime Start-ups presenting their new business products at the SMM Hamburg. The entrance to the stage is free.

Join us in Hall B6 | Digital & Security Stage.

PROGRAM



11:25 - 12:10

Pitch & Panel "Ship Operations / Management"



12:20 - 13:05

Pitch & Panel "Digital Ship"



14:10 - 14:55

Pitch & Panel "Ship Performance / Fuel Saving / Environmental"



16:00 - 16:45

Pitch & Panel "Portrait your company"



19:00 - 24:00

Maritime Start-up Award & Aftershow-Party (@ Karoline)



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Discussions and presentations at SMM



When 2,000 exhibiting companies will provide an insight into the latest state of the art in marine applications at the SMM, VDMA Marine Equipment and Systems together with VDMA Engines and Systems and CIMAC will also be present. The partners have jointly put together an attractive program. In addition to numerous short presentations at the 'Speakers Corner' directly at their joint stand in Hall A1, 520, this also includes three panel discussions with high-profile guests.

Tuesday, September 3, 2024, 13:30 – 14:30, Green Stage, Hall A4: Propulsion of the Future – what will power future global trade? Participating speakers are:

- Dr Daniel Chatterjee, Rolls-Royce Solutions GmbH, Director Corporate

- Sustainability (ESG), Technology Strategy & Regulatory Affairs
- Sebastian Ebbing, MPC Container Ships ASA, Group Sustainability Officer
- Diana S. Engelhard, Unleash Future Boats GmbH, CEO
- Bjarne Foldager, MAN Energy Solutions, Senior Vice President, Head of Two Stroke Business and Country Manager Denmark
- Fotini Ioannidou, Directorate General for Mobility and Transport of the European Commission, Director of Waterborne Transport
- Merten Stein, DNV GL SE, Head of Shipping Advisory West Europe & Middle East

Tuesday, September 3, 2024, 15:00 – 16:00, Digital & Security Stage, Hall B6: Smart Connectivity by MTP – Improvements for Shipping and Shipbuilding. Participating speakers are:

- Sven Jadzinski, GEA Westfalia Separator Group GmbH, Senior Director Sales – BU Separators
- Sven Ropers, Siemens AG, Senior Sales Manager Digital Industries
- Claas Rostock, DNV – Group Research & Development DNV SE, Principal Specialist, Assurance of Simulation Models

- Hauke Schlegel, VDMA Marine Equipment and Systems, Managing Director
- Sascha Wührl, University of Applied Sciences Flensburg, Research Associate

Thursday, September 5, 2024, 10:30 – 11:30, Green Stage, Hall A4: CIMAC Circle: Is inadequate data exchange preventing efficiency gains? Participating speakers are:

- Marco Coppo, OMT, CEO
- Jean Fahmy, CSL Group, VP Digital
- Capt. Eero Lehtovaara, ABB Marine & Ports, Head of Regulatory and Public Affairs, CIMAC VP Digitalization
- Dominik Schneider, WinGD, CEO, Chair of the CIMAC Digitalization Strategy Group
- Bjørn-Johan Vartdal, DNV, Digital Director

Further presentations will be given daily at the joint VDMA and CIMAC stand.

Hall A1 | booth 520



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Stand 412

HANSA.NEWSCAST WITH NIKOLAUS SCHÜES, PRESIDENT OF BIMCO

The current state of the shipping industry amid geopolitical tensions

With SMM 2024 just around the corner, don't miss this timely and insightful episode featuring Nikolaus Schües, President of BIMCO, the world's largest international shipping association.

In this first episode of HANSA.news-cast SMM 2024 special, we explore the intricate relationship between global geopolitics and the shipping industry. As geopolitical tensions rise, the shipping industry faces unprecedented challenges and opportunities. Join us as we delve into the current state of the industry, examining how these global dynamics are shaping trade routes, influencing regulatory environments, and impacting the future of maritime commerce. This discussion is essential for anyone interested in understanding the broader forces at play in global shipping.

- **Geopolitical Impact:** Niko Schües explains how conflicts in the Red Sea



Nikolaus Schües, Presindet of BIMCO

and Ukraine have significantly disrupted shipping routes and distorted global trade, even more so than past issues like Somali piracy.

- **Seafarer Safety:** The vital role of seafarers is highlighted, stressing that they are not soldiers and should not be put at undue risk. The current risks they face due to geopolitical tensions and the importance of operational protection are emphasized.
- **Collaborative Partnerships:** The episode delves into BIMCO's work with naval forces and European nations, as well as collaboration with industry associations like ICS, to tackle security threats and present a unified voice to regulators.

Tune in to gain critical insights into the future of maritime trade and security. Listen here to the episode:



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Hall A1 | Stand 433

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Thursday
5 September
12 am - 2 pm

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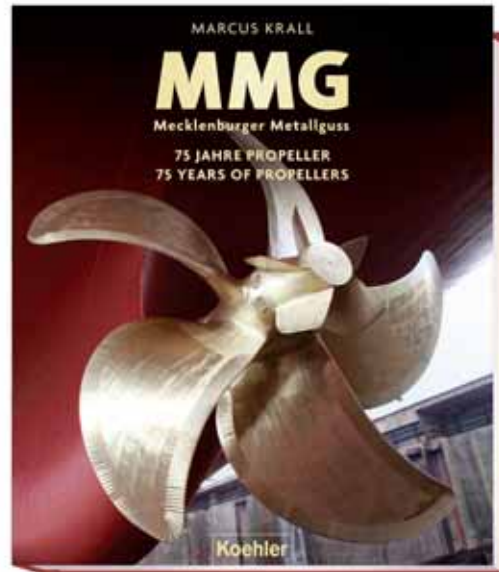
MARITIME BOOKS

MMG Mecklenburger Metallguss. 75 years of propeller

Mecklenburger Metallguss GmbH is the world market leader in the design and manufacture of ship propellers, including the largest on the world's oceans. Together with predecessor company GUS (amongst earlier manifestations), the company looks back on 150 years of foundry experience and an eventful, sometimes even turbulent history. However, propellers have been the focus of the foundry for 75 years. The book illustrates the company's way to the top of the market through ingenuity, hard work and the dedication of its employees and gives the reader an exclusive insight into an exciting contemporary top-notch company.

MMG Mecklenburger Metallguss. 75 years of propeller

Author: Marcus Krall
Hardcover, 24 x 28 cm, 184 pages
Price € (D) 49,95
ISBN 978-3-7822-1540-4
Bilingual – German/English



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