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MS&D Conference kicks off at SMM 2024



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For the first time, the MS&D Conference takes place on an Open Stage in Hall B6

The MS&D Conference, a key event within the framework of SMM 2024 in Hamburg, was officially opened on Thursday, bringing together leading experts from the maritime sector to discuss current challenges and innovations in maritime security. The two-day conference provides a platform for intensive exchange on security-related topics concerning both military and civilian aspects of maritime safety.

For the first time, this conference took place on an open stage. Ulrich Selbach, Head of Maritime and Renewable Trade Fairs at Hamburg Messe, welcomed the numerous guests. In his speech, he expressly thanked the sponsor of the event, the NVL shipyard. Thanks also went to Tamm Media, the media partner of MS&D. After Rear Admiral Karsten Schneider, President

of the German Maritime Institute (DMI), welcomed participants and delegations from around the world, Jan Christian Kaack, Chief of the German Navy, addressed the MS&D participants.

Vice Admiral Jan Christian Kaack delivered an impressive keynote speech in which he addressed the increasing complexity of global maritime threats.

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Ulrich Selbach



Karsten Schneider



Jan Christian Kaack, Chief of the German Navy

In particular, he highlighted three current threats: the Chinese in the Indo-Pacific, the Houthi rebels in the Red Sea, and the Russians in the Black Sea. All these threats pose risks to both our

security and vital routes for the movement of goods.

Throughout the day and today, distinguished experts from politics, industry, and navies continue to discuss key mari-

time security topics in Hall B6. The discussions cover the latest developments in technologies to secure critical underwater infrastructure, as well as multi-domain operations both above and below water. ■

MS&D Magazine

Further information and topics related to the conference can also be found in the current MS&D magazine. Scan here to download



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Numerous guests from all over the world take part in the MS&D Conference

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Navigating Global Challenges: The Indispensable Role of the Navy

In an era of geopolitical volatility, the role of navies in securing maritime trade has become indispensable. As global tensions escalate, international sea routes face unprecedented challenges that threaten both stability and security. The navy stands at the forefront, crucial in addressing these complexities and ensuring the unimpeded flow of commercial vessels across oceans. The conflict in Ukraine has significantly impacted the Black Sea, turning it into a hazardous area that severely hampers navigation and commerce. Also, in the Red Sea, activities by Houthi rebels targeting merchant ships have created a perilous environment, compelling shipping companies to avoid this vital waterway. Such disruptions not only endanger maritime safety but also disrupt the fluidity of global trade networks. In East Asia, tensions between China and Taiwan, exacerbated by disputes in the South China Sea, amplify strategic concerns. With nearly half of global maritime trade passing through the Taiwan Strait, any escalation here would have far-reaching global implications, potentially disrupting vital supply chains and undermining regional security.

Naval forces play a pivotal role in mitigating these risks through vigilant patrolling of these vulnerable regions. They protect merchant ships from threats and ensure compliance with international maritime laws. During crises at sea, the navy's swift response is crucial for saving lives and ensuring the

safety of crews. Furthermore, in times of geopolitical flux, naval presence serves as a deterrent against state actors seeking to undermine the essential freedom of navigation for global commerce, sending a clear message that such attacks are unacceptable.

Moreover, the threat of piracy remains a persistent challenge in several regions, notably off the coast of Somalia, in the Gulf of Guinea, and parts of Southeast Asia. Piracy not only jeopardizes the safety of seafarers but also disrupts trade routes and incurs significant financial losses. Naval forces are instrumental in combating piracy through coordinated international efforts, patrols, and escort missions that protect vessels from pirate attacks. These efforts have been crucial in reducing piracy incidents and ensuring the safe passage of ships. Concerted collaboration among all stakeholders is crucial to fortify maritime security and stability. Given shipping's central role in supplying essential goods to global markets, collective efforts are essential to safeguarding maritime routes, benefiting not only the

shipping industry but also the broader global economy. Securing safe and stable sea routes requires sustained efforts and robust international cooperation. These endeavours are crucial to upholding shipping's role in the global economy, facilitating seamless and secure transport of goods worldwide. ■



Dr. Gaby Bornheim
President
German Shipowners' Association VDR

The advertisement features a dark blue background. On the left, a stylized illustration of a ship is shown from a top-down perspective, with glowing blue and white lines representing energy or propulsion systems. On the right, the Siemens Energy logo is displayed in white. Below the logo, the text 'Sustainable propulsion solutions for all maritime vessels' is written in a large, white, sans-serif font. At the bottom right, the website 'siemens-energy.com' is listed in a smaller white font.

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MARITIME FUTURE SUMMIT

»AI is not a Silver Bullet«

On Wednesday, the Digital & Security Stage in Hall B6 became the meeting point for shaping the future of the maritime industry. Speakers from a wide array of companies presented fresh ideas, providing a glimpse of what's to come in the next years. True to this year's motto »Smart is Green«, the core focus was the use of AI to optimize shipping, thus saving both fuel and money.

Claus Ulrich Selbach, Business Unit Director at Hamburg Messe und Congress, welcomed the speakers before handing over the microphone to HANSA Editor-in-Chief and conference host Krischan Förster, who was joined by DNV Senior Project Manager Volker Bertram. Over the course of three consecutive sessions, the speakers made two things clear: AI is here to stay, but it's not the solution to every problem the industry may face.

20 seconds vs. 100 hours

Dmitriy Ponkratov, Director R&D Maritime at Siemens Digital Industries, emphasized the possibilities of »Digital Twins«. By replacing the traditional ship design cycle with a »convergence«, this technology allows for all components to be accessed and optimized at the same time.



f.l.: Astrid R. Kristoffersen (DNV), Amy Parkes (Arcsilea), Helle Ertsås (Jotun)



The three sessions of the Maritime Future Summit were well attended

Thomas Hildebrandt, Founder and Senior Consultant at Numeca, called AI a »game changer« and provided a practical example for propeller optimization. While traditional computational fluid dynamics (CFD) requires up to 100 hours to achieve a reliable set of data, an AI fed with real data running CFD simulations is able to achieve almost the same result in less than half a minute. »It's good enough,« Hildebrandt said, »but way faster.«

Other possibilities were presented by Silverstream CEO Noah Silberschmidt, promising 5 to 10% in fuel savings by applying smart air lubrication, and NakAI Robotics CBO Aviv Melman, who explained the advantages of in-transit hull cleaning via smart drones – potentially saving 1 bill. \$ worth of fuel per year across the industry.

Helle Ertsas, Global Category Manager Hull Skating at Jotun, presented how AI is able to optimize a ship's hull management, greatly increasing performance and work efficiency. She said: »Getting to a successful AI application [with the HullSkater] required pooling expertise with several partners [like Kongsberg], and some learning lessons. We are still learning and refining.«

DNV Director Group R&D Astrid Rusas Kristoffersen focused on how to use AI for decarbonization purposes. She added: »It is not just about technology, it is also about people and responsibility.«


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For Arcsilea, Amy Parkes attended the Future Summit. She emphasized: »Garbage in, garbage out« still applies also to AI if the data is really all wrong. But if only some data is bad, intelligent filtering and some machine learning techniques can be applied to get still useful trends.«

Casimir Morobé, CEO of Toqua, presented solutions for what to do with the enormous amount of data companies have begun to stockpile, whereas Arcsilea partner Amy Parkes gave a speech about how not to use AI.

Technology with limitations

Bingqian Zhao, Senior Executive at the Summit's sponsor CCS, called AI a »powerful brain for the future of shipping« while pointing out that the concerns regarding data security and algorithm reliability will need to be regarded in the future. When asked by Bertram about the limitations of AI, Zhao added for consideration that it is not a



from left: Krischan Förster, Dmitry Ponkratov (Siemens), Thomas Hildebrandt (Numeca), Zhao Bingqian (CCS) and Volker Bertram

solution for everything. Ponkratov warned of the magical »silver bullet«, pointing out that the new technology must be used in suitable areas. A ma-

chine, after all, can only be as smart as the data it's being fed with. Or, as Silberschmidt eloquently put it: »Garbage in, garbage out.« JW



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Shipprojects, a company from Latvia, won the Start-up Award



The organizers of the Start-up Night: from left: Anja Dyck, Carsten Bullemer, Annett John

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Shipprojects wins SMM's Start-up Award

Shipprojects, a company from Latvia, has won SMM's Maritime Start-up Award. The Start-up impressed the judges with its innovative approach in marine engineering, laser scanning, and marine electrical services.

Shipprojects took home the coveted Maritime Start-Up Award during the finals on the second day of SMM in Hamburg. The Maritime Start-Up Night 2024 was held for the second time as part of the SMM trade fair in Hamburg. Twelve

start-ups competed in three pitch sessions – »Ship Operations/Management«, »Digital Ship« and »Portrait Your Company«. The award was presented during an evening ceremony at »Die Karoline,« a local event venue.

In addition to the prestigious award, Shipprojects received a media package worth € 10,000 from HANSA, boosting its visibility within the maritime industry. The SMM organizers also announced that the winning start-up would be

granted a free stand in the exhibition halls at the next edition of the trade fair in 2026.

The evening concluded with a vibrant party, where participants celebrated the success and innovative spirit of the maritime start-up community well into the late hours. The lively atmosphere and networking opportunities provided a perfect ending to a day filled with groundbreaking ideas and forward-thinking discussions. ■

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JOINT DEVELOPMENT PROJECT

DNV and HB Hunte join forces for tanker design



Wolfgang Franzelius, Managing Director, HB Hunte Engineering

At the SMM in Hamburg, classification society DNV GL signed a Joint Development Project (JDP) with German company HP Hunte Engineering for a new type of gas tankers.

According to the agreement, both parties will jointly develop a new energy efficient 88,000 m³ tanker design. Vessels of this new type will be 300 m long, 48 m wide and have a maximum draft of 13.50 m.

According to Wolfgang Franzelius, Managing Director of HB Hunte Engineering, the tanker will be able to carry different cargoes such as liquefied CO₂ (LCO₂) and LNG or ammonia. The new type of tanker will give owners and charterers more flexibility and a better utilization.

»But the design requirements are challenging,« says Franzelius. The handling of LCO₂, in particular, poses new challenges for tank designers and manufacturers due to its special physical properties. One of the challenges is how to balance different levels of pressure and temperature, as well as different gas densities. HB Hunte Engineering has already received several AIPs for its innovative IMO Type C tank design and modern and efficient cargo

The JDP marks the start of a joint effort between DNV and HB. A preliminary design could be available within six to eight months, followed by initial orders placed at shipyards, says Rasmus Stute, Area Manager at DNV Maritime.

TAMM MEDIA

Rainer Kibbel wins main prize at raffle

Rainer Kibbel has won the main prize in the big SMM raffle of Tamm Media. The Director of Public & Regulatory Affairs at the Kiel-based company Hasytec was delighted to receive a prestigious chrome-plated brass 'Bremen II' nautical watch (»Glasenuhr«) from the renowned manufacturer Wempe worth €1,225. The co-organiser of the raffle and Tamm Media employee Kira Huismann presented the prize yesterday at the stand of the publishing house.

Tamm Media, to which also HANSA belongs to, organised the raffle as part of the SMM trade fair in Hamburg. Under the motto »Every ticket is a win«, the prizes also included tickets for the HANSA-Forum 2024, which will take place in Hamburg on 28 November.



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ENERGY EFFICIENCY RETROFIT REPORT 2024:
Applying wind-assisted propulsion to ships

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WISTA GERMANY

Annette Suhrbier is WISTA's »Personality of the Year«



Annette Suhrbier from shipping company Peter Döhle has been a role model for women in the shipping industry for many years

As part of SMM, WISTA Germany announced the »Personality of the Year« (PotY). This award is given to women who have distinguished themselves through exceptional achievements in the

maritime industry. This year's award winner is Annette Suhrbier, a director at Peter Döhle Schiffahrts-KG. The laudatory speech for the winner was delivered by Runa Joergens from the German Maritime Center (DMZ). She highlighted Annette's long-standing career in shipping and described how she has inspired women in the maritime sector over the years.

The award was presented by Dieter Janecek, Maritime Coordinator of the Federal German government. In his speech, Janecek emphasized the important role of WISTA (which stands for Women's International Shipping & Trading Association), pointing out that there are still far too few women employed in the shipping industry. Only about 2 % of the crews on board are female, he noted. The winner echoed this sentiment in her speech: »There is still a lot of work to do. We don't need lip service; we need action,« said Annette Suhrbier.

Prior to the award ceremony, a panel discussion took place where participants discussed ways to better motivate women to pursue careers at sea and sustain their jobs in the long term. Panel participants included pilot Miriam Schlüter, trainer Sabine Zeller, start-up founder Isabelle Rickerms, Managing Director at Oldendorff Carriers Scott Bergeron, and Franziska Eckhoff, Vice President of WISTA Germany. ■

Artificial Intelligence — Assure Class of a sustainable future

Mr. Zhao Bingqian, Senior Executive of CCS Digital Transformation Center will attend the Future Summit and address with the topic 'Artificial Intelligence – Assure Class of a sustainable future'.

• Abstract:

With the development of shipping industry in digitalisation, the traditional business advantage may be challenged due to the application of **AI**. The potential scope of AI-related implementation in the marine time industry has been listed in the lecture, and the impact on class is analyzed, a series of pioneer researching program on **AI** conducted by CCS has been elaborated, among these include intelligent knowledge production & processing such as knowledge engineering, the knowledge graph technology as well as large language model, **AI** application in the surveying domain such as the image recognition technique. In the end, some concerns has raised that should be paid more attention to, such as the availability and the safety of data, the reliability and effectiveness of **AI** algorithm model and the potential business scope impact.

4 September 2024

Digital & Security Stage | Hall B6



AI

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CLASS NK

Update on »Alternative Fuels Insight« report

Japanese classification society ClassNK has updated its report »Alternative Fuels Insight« initially released in May 2024, to Version 2.0. This update includes the latest information on alternative fuel ships, including orders and deliveries, demand outlook, and cost simulations for ammonia-fueled ships. The update was presented during SMM in Hamburg.

Given the wide range of alternative fuels available for ships, it is necessary to consider not only technical evaluations but also to understand trends including cost and supply availability to make appropriate fuel selections. »ClassNK Alternative Fuels Insight« provides latest trends for each alternative fuel. In the newly released Version 2.0, information on the demand for alternative fuels, which is estimated by ClassNK based on information on alternative fuel ships scheduled for delivery, and cost simulations for ammonia-fueled ships that are expected to be ordered more frequently in the future have been added. In addition, the report provides information on the trend of green methane production projects that are expected to be used in LNG fueled ships, the GHG emissions assessment of biofuels as an effective GHG reduction measure for conventional fuel ships, and our support for on-board CCS system, which is expected to be more widely adopted in the future. The report also provides information on the rating



results of CII in force from 2023 for ships verified by ClassNK, including results by ship type and size. The »Alternative Fuels Insight« is planned for continuous updates according to the latest trends of alternative fuels and regulations in international shipping. As part of the »Transition Support Services,« the Japanese aim to continue to provide such useful information which support our customers' smooth transition to zero-emission.

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VDMA MARINE EQUIPMENT AND SYSTEMS

MTP – setting a new standard

Today's shipbuilding industry faces a paradox. While modularity is increasing in the structural aspects of the shipbuilding process, the use of modular software is still in its infancy. MTP (Module Type Package), a new industry standard, could be a game changer for the maritime industry.

It is time for change: Connectivity between systems is becoming extremely important. Many different equipment suppliers are involved in building a ship, but instead of the user working with 30 or 40 unconnected systems, each with different interfaces, it is much simpler and easier to implement just one HMI (Human Machine Interface) in the ship management system.

During the SMM, the German Ship Suppliers Association VDMA Marine Equipment & Systems presented the latest findings on this topic and the work in progress. In an MTP working group, a large group of representatives from the maritime industry are currently developing an MTP standard.

»This standard isn't new at all, as it has already been successfully applied in the process industry. Now we have to transfer the know-how to the maritime industry,« said Hauke Schlegel, Managing Director of VDMA Marine Equipment and Systems. He moderated a panel discussion with four experts from industry and science.

According to Sven Ropers of Siemens, the challenge is to »move from signals to



from left: Hauke Schlegel (VDMA Marine Equipment and Systems),

functions in order to be able to manage huge amounts of data. The aim is to minimise the engineering and processing effort and thus the costs.

By introducing an MTP file that contains all the information and documentation needed during the design and construction of a ship, the industry would be able to reach a new level, the experts agreed. It needs to be as simple as plugging a printer into a computer.

MTP is characterized by modern, standardized interfaces, a decentralized arrangement of intelligent, modular automation systems and a service and status-oriented control level. In ad-

dition to avoiding errors and shortening commissioning times, it also provides clarity and extended possibilities for factory testing. Additional advantages of the MTP standard include manufacturer independence, flexibility for retrofitting and simplified changes of use and extensions to existing systems. The new standard can also be used in combination with conventional automation systems.

The MTP standard is already in the commenting phase and has been published. The VDMA standard sheet on »MTP in shipbuilding« is available for all interested parties. ■

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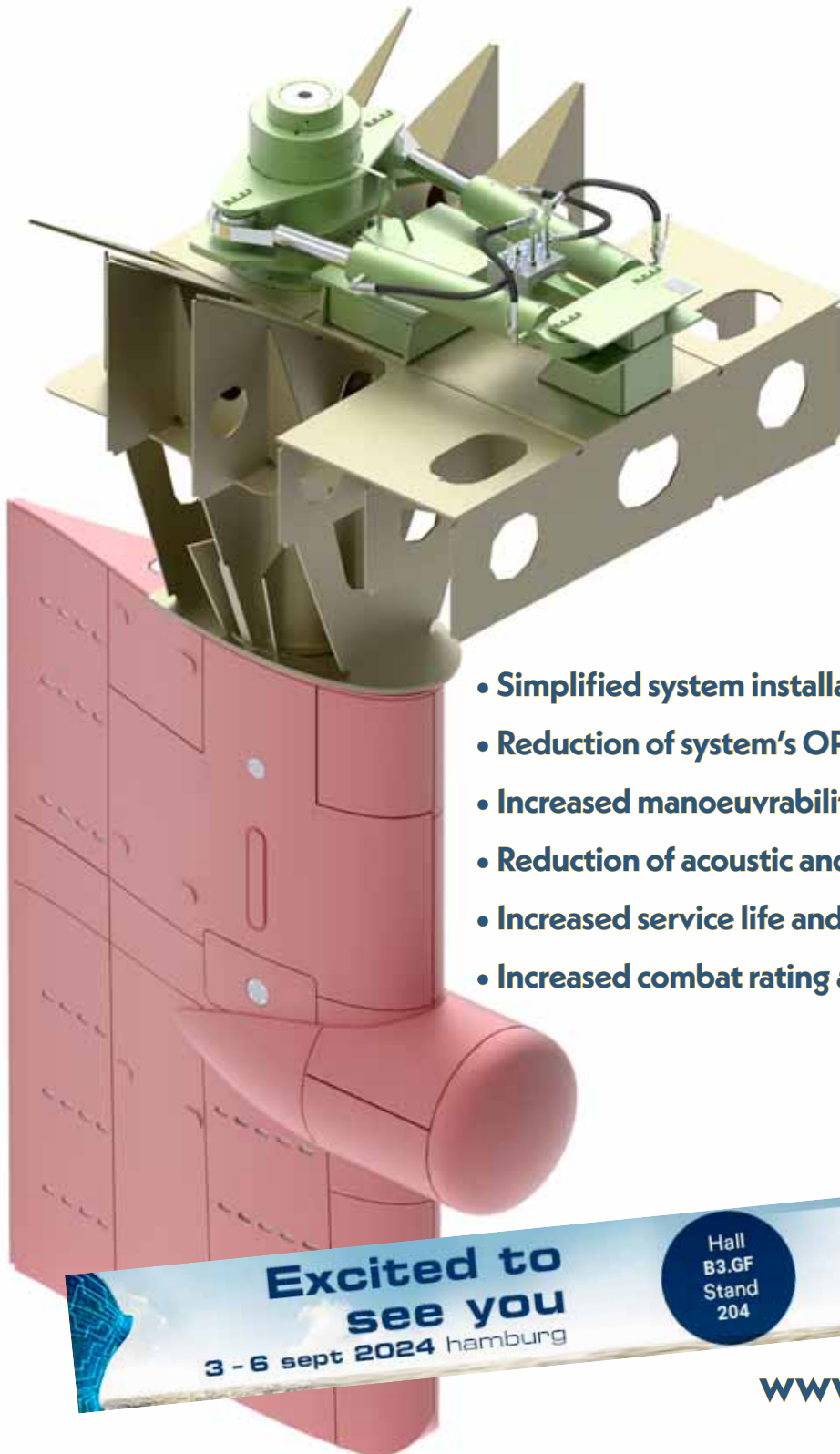
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The wind is turning

It opens its doors again end of September: »WindEnergy Hamburg«, the trade fair and congress event for the offshore and onshore wind industry – with many important aspects for the maritime industry. A new study analyses market sentiment

In the thirteenth edition of the WETix report, assessments of the onshore and offshore wind markets in Germany and the EU are significantly more positive than in previous surveys. However, views of the global market shared from North America, Asia and the rest of the world are slightly dimmer. The expected global average rated output of new offshore turbines by 2030 has increased substantially, from 18 MW to 19 MW. Hurdles standing in the way of further expansion of wind energy are generally believed to be less critical in the offshore segment than onshore, the most serious ones in both segments being grid expansion and permitting.

Positive changes in the perception of onshore and offshore market developments and the economic environment are apparent in Germany and Europe. Long-term expectations for market developments in Europe have caught up with Asia in the onshore segment, and overtaken Asia offshore, the new edition of the WETix report reveals. For the second half of 2023, the report draws a mixed picture of the general developments: Assessments of the global markets remain positive and the mood is generally good. In the onshore segment, short and long-term expectations for the markets in Asia,



© HMC

North America and the rest of the world are showing a decline.

Meanwhile, the short-term perspectives for offshore are positive across all regions; however, long-term predictions are showing a sharp decline in North America in particular. Asia and the rest of the world likewise indicate a decrease, if only slight.

Compared to the previous six-month period, the business environment for wind energy receives largely positive marks in this survey, with only Asia being seen in a less favourable light and Europe

now pulling even. North America and the rest of the world have dropped below the assessment levels in Europe, the latter seeing a slight upturn of late, similar to those in Germany.

Following a surprising drop in the previous survey (probably prompted by the contemplated "moratorium"), the average rated output per newly-installed offshore turbine expected by the year 2030 has increased significantly, from 18 to 19 MW. Several prototypes rated at around 22 MW were introduced at the end of

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2023, putting pressure on the market. This is reflected in the current survey: 20 % of respondents anticipate output ratings between 22 and 25 MW.

Compared to the previous edition of the WETix, respondents now expect slightly lower output ratings for new onshore turbines installed by 2030, putting the mark at roughly 8.3 MW. While respondents agree that regulatory matters, permitting procedures and slow grid expansion are major obstacles for further development of both onshore and offshore wind power, misgivings are much more pronounced in the onshore segment. Quite a different picture is drawn in terms of CAPEX: Nearly every second respondent believes this to be a major hurdle for offshore wind. Similarly, technology challenges are seen as playing a much more prominent role in the offshore segment. Notably, the perception of hurdles in the offshore realm is generally less pronounced than onshore; for example, ratings for permitting issues are some 20 % lower than onshore.

These are some of the summary results of the new WETix which has been compiled at six-month intervals since 2018. The index is published jointly by WindEnergy Hamburg and wind:research, a leading market research institute for wind energy. More than 800 respondents took part in the current survey between mid-March and mid-May 2024, sharing their assessments of developments in the global onshore and offshore wind industry. All in all, more than 12,000 online questionnaires have been completed by experts from the wind energy industry since 2018. The WETix index covers all onshore and offshore regions globally. The following

WindEnergy Hamburg

Every two years one of the most fascinating industries meets for the leading global networking event for wind energy: At WindEnergy Hamburg, which takes place right in the heart of the northern German port city, around 1,500 companies from 40 countries present their innovations and solutions in ten exhibition halls to up to 40,000 visitors from 100 different nations. Covering 75,000 m² across the exhibition campus, equipment manufacturers and suppliers representing all stages of the onshore and offshore wind energy value chain provide a comprehensive overview of the market. The trade fair is accompanied by conference sessions where top-ranking experts address the industry's current key topics. The WindEnergy Hamburg team develop this programme jointly with their partners, including the Global Wind Energy Council (GWEC), the European organisation WindEurope, the national industry associations VDMA and BWE, leading industry media, and companies from the wind energy sector. From 24 until 27 September 2024, all conference sessions will take place free of charge on five open stages located inside the exhibition halls.



market regions were defined: Germany, Europe (including Germany), North America, Asia, and Rest of World (RoW).

Digital focus

From more efficient production processes to data analytics and simulations in project development, and through to Artificial Intelligence for operation and repair management: The WindEnergy Hamburg will show how digitalisation is taking the wind industry to the next level. What is more, at the new AI CENTER companies will present numerous Artificial Intelligence applications.

The digital transformation is picking up speed in the wind industry. From monitoring and controlling wind farms to forecasting energy production and maintenance requirements, companies

increasingly rely on smart sensors, big data analytics and Artificial Intelligence to operate their wind power systems more efficiently while minimising downtime. Custom-tailored software solutions increase efficiency and help operators reduce costs. »Examples such as rotor blade wear monitoring or predictive maintenance of turbines demonstrate the benefits of digitalisation,« says Claus Ulrich Selbach, Business Unit Director Maritime and Technology Fairs at Hamburg Messe und Congress. Service and maintenance account for one third of a turbine manufacturer's sales revenues, he adds. »Being able to make sound predictions about the condition or wear of turbines and other components increases turbine availability, helping to deploy staff more efficiently in times of a shortage of skilled labour.« ■

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MARITIME CLUSTER NORTHERN GERMANY

Minister and Senators emphasize Northern German cooperation

The Maritime Cluster Northern Germany (MCN) hosted a high-ranking reception for ministers and senators from all five northern German states. Under this year's leitmotif »Maritime Transformation«, the MCN is using the trade fair to present cross-state projects and initiatives and to play an active role in shaping the future of the maritime industry.

MCN's chairman Bastian Gruschka and Managing Director Jessica Wegener welcomed the political guests. »We are pleased to be able to use our work to advance the topics relevant to the industry and to discuss and present them together at SMM,« said Gruschka. »The maritime industry is undergoing profound change, characterised by topics such as artificial intelligence, decarbonisation and new work. In these challenging times, clusters are becoming increasingly important: through cross-industry networking, intensive knowledge exchange and close cooperation, they give the players in the maritime industry a competitive advantage,« explained Wegener.

The governments of the five northern German federal states attended the reception with high-ranking representatives. Senator Kristina Vogt (Bremen), Senator Melanie Leonhard (Hamburg), State Secretary Jochen Schulte (Mecklenburg-Western Pomerania), Minister Olaf Lies (Lower Saxony) and Minister Claus Ruhe Madsen (Schleswig-Holstein) came to the stand. Katrin Caldwell, Deputy Managing Director of the MCN, emphasised that the cluster initiates around 50 projects every year. Two of these often transnational projects then attracted the attention of the government representatives and guests: Lars Greitsch (Mecklenburger Metallguss, MMG) and Peter Moller (MCN) presented the MCN Ship Efficiency Guide. Andreas Born and Dr Susanne Neumann (both MCN) reported on the progress of the ShipRec project, which focuses on sustainable ship recycling.

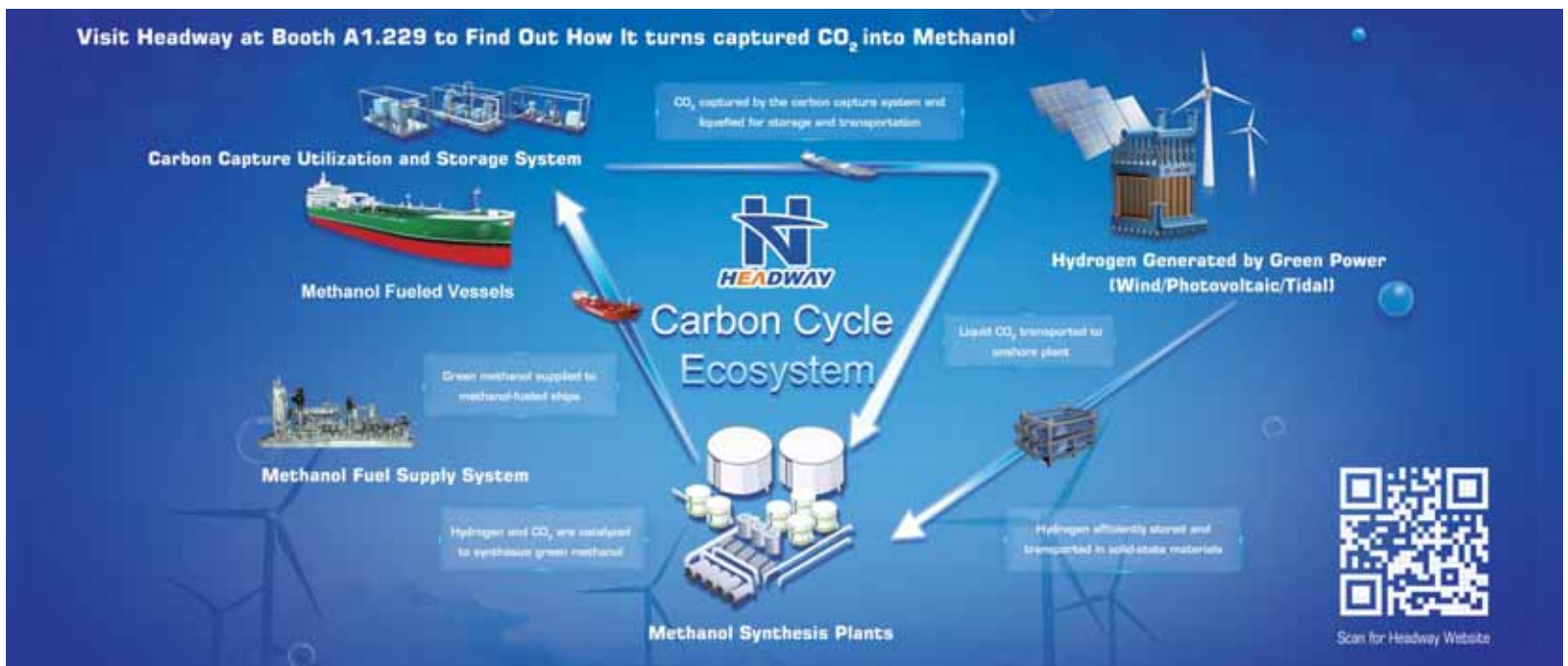
Bremen's Senator Kristina Vogt said: »Numerous exhibitors from Bremen and Bremerhaven are also presenting their latest innovations at SMM. One of the central tasks of the MCN is to make these visible. The MCN is a valuable platform, especially for small and medium-sized companies in the state of Bremen, to facilitate new projects and new partnerships.« Melanie Leonhard from Hamburg added: »As a port city, Hamburg has always been closely linked to the maritime industry. This applies in particular to the



From left: Jessica Wegener (MCN), Jochen Schulte (MV), Melanie Leonhard (HH), Katrin Caldwell (MCN), Olaf Lies (NI), Kristina Vogt (HB), Kerstin Brooks (MCN), Claus Ruhe Madsen (SH), Bastian Gruschka (MCN)

closely interlinked shipbuilding and supply industry. Cooperation between the northern German states plays an important role here. Together, we can advance future topics such as digitalisation, automation and the transformation to a climate-neutral economy.« Jochen Schulte said: »Mecklenburg-Vorpommern plays a central role in the maritime economy of northern Germany. Our strong shipbuilding tradition and innovative projects are living examples of our commitment to the maritime transformation.« And Olaf Lies from Lower Saxony emphasized: »With several important ports as well as shipyards and suppliers, Lower Saxony is a key player in the maritime sector. SMM offers a first-class platform for MCN to network even more intensively with international partners and work with them on innovative solutions for global challenges.« Claus Rune Madsen said: »Schleswig-Holstein is a location for high-performance maritime companies and excellent research. The alliance of the five northern German federal states with almost 400 members from business, science and administration thus strengthens maritime cooperation. For me, this is a prime example and showcase project of northern German cooperation.«

Hall B6, Stand 154





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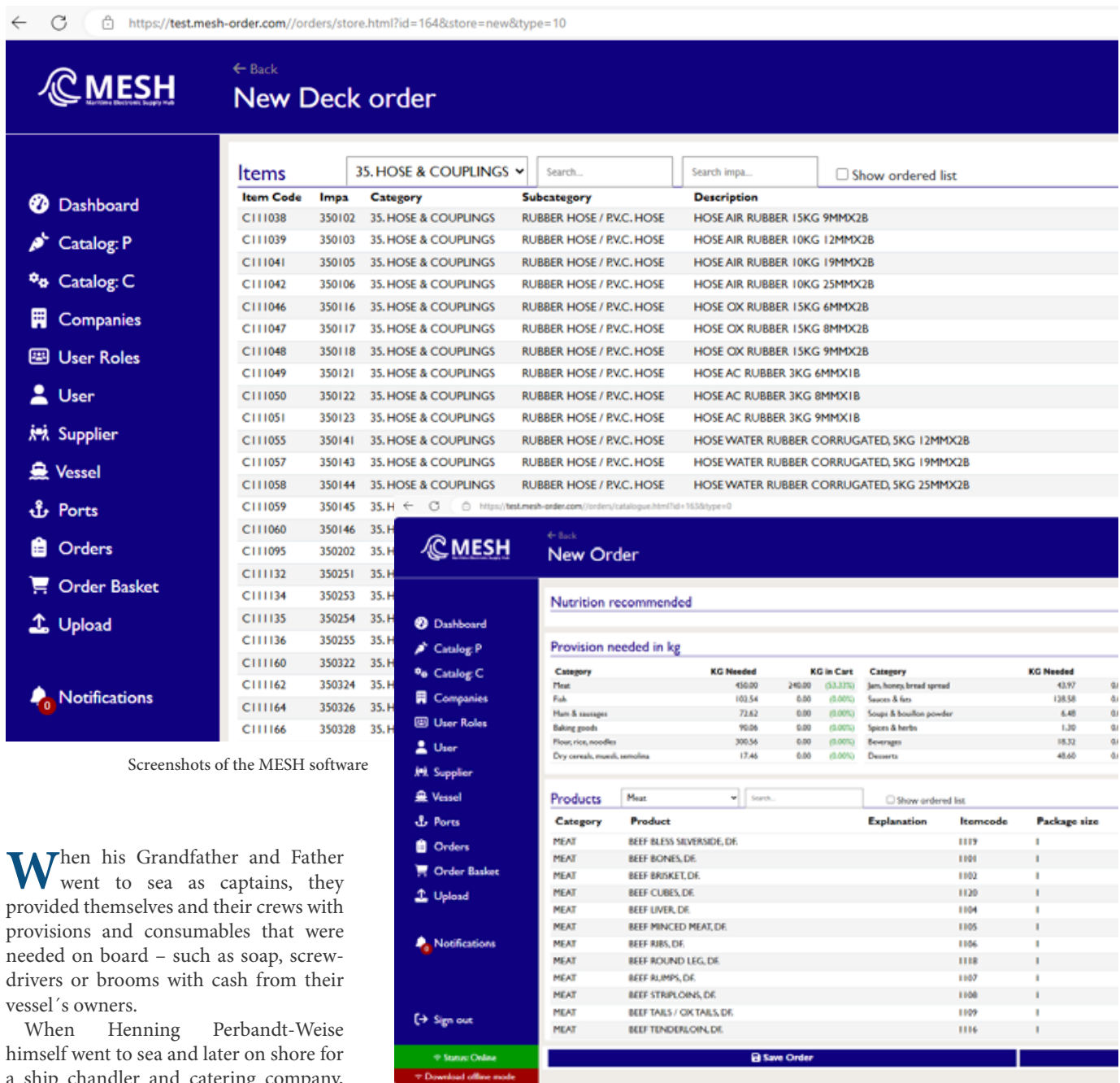


Supporter



The maritime marketplace

Ordering provisions and consumables directly from suppliers from aboard a ship, without involving the purchasing department on land – that is the idea behind Mesh. Numerous ships around the globe are already using the portal



The screenshots show the MESH software interface. The top screenshot displays the 'New Deck order' screen with a list of items under the category '35. HOSE & COUPLINGS'. The bottom screenshot shows the 'New Order' screen with a 'Nutrition recommended' section and a table of provisions needed in kg.

Category	KG Needed	KG in Cart	Category	KG Needed
Meat	450.00	240.00 (53.33%)	Jam, honey, bread spread	43.97
Fish	103.54	0.00 (0.00%)	Seasons & fats	128.58
Ham & sausages	72.62	0.00 (0.00%)	Soups & bouillon powder	6.48
Baking goods	90.06	0.00 (0.00%)	Spices & herbs	1.30
Flour, rice, noodles	300.56	0.00 (0.00%)	Beverages	18.32
Dry cereals, meals, semolina	17.46	0.00 (0.00%)	Desserts	48.60

Screenshots of the MESH software

When his Grandfather and Father went to sea as captains, they provided themselves and their crews with provisions and consumables that were needed on board – such as soap, screw-drivers or brooms with cash from their vessel's owners.

When Henning Perbandt-Weise himself went to sea and later on shore for a ship chandler and catering company, the world looked very different. With the growth and internationalization of the fleets, the shipping companies started to organize all purchases from the offices.

»I've never understood why someone who is maybe just 25, sitting in Hamburg or somewhere else and has never been on board before, is allowed to determine and

schedule what the crew gets on board,« says Henning Perbandt-Weise, founder of the web portal MESH.

»We are talking about an important matter, especially when it comes to provisions. It is part of the entertainment on

board of a vessels and a great feel-good factor. If the food on board is bad, the mood is bad as well.« says Perbandt-Weise. »We talk about a matter of taste and skills of the cook on board. We talk about crew welfare.«

»I had the idea of “tradition meets innovation” about ten years ago. Means, I wanted to combine the old-fashioned way of purchasing directly with digitizing the order process including budgeting and monitoring of consumption.«

In 2020, he then put his idea into practice and launched his online ordering portal. »We connect the crew that needs something with the one who has it«, Weise describes the mesh tool.

Without having to make the detour via a purchasing office on land, the crew can create a shopping list for provisions or stores via the portal. This list is compared with the offer and prices of the registered suppliers. The captain, who always has the last word on board, can compare the offers, choose the best one and place the order directly. To ensure that he adheres to the set budgets, these are stored in the portal.

The invoicing however is done directly between shipping company and supplier without hidden fees and / or kick-back or else.



Henning Perbandt-Weise, founder of the web portal MESH

MESH controls the arrangement of the order directly while Captain or Cook are ordering. »If a sailor puts only meat and no vegetables or fruit in his shopping cart, he will not be able to place the order because the guidelines of MLC 2006 must

be followed, according to which the crew should eat a balanced and healthy diet. The portal controls the nutritional value of the selected products as well,« says Henning Perbandt-Weise.

The portal offers seafarers the advantage that they can decide independently what is needed on board. For the shipping companies, it offers the advantage that they can view what is ordered on a ship at any time via a dashboard. On the other hand, they can save considerable costs in purchasing: »The portal saves shipping companies 70–80% of personnel costs in purchasing because the administrative effort on land is eliminated,« Weise calculates. The portal is also advantageous for suppliers, as they do not have to write offers.

MESH can be used easily without any installation on board. The web-based platform is working off-line of course to guarantee the worldwide service of more than 350 suppliers.

Hall B7 | booth 470

About MESH

MESH digitizes ship supply and optimizes the maritime supply chain by increasing efficiency in the ordering process. 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. 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 supplier network with global price data and conditions. The finished order is sent directly to the partners: no order cuttings, no discussions, just a smooth process.

www.mesh-online.com

Catering & Procurement Cloud

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- data exchange to any ERP via interface
- direct invoicing supplier > vessel management



THYSSENKRUPP MARINE SYSTEMS & NVL GROUP

New Joint Venture for the construction of new frigates for Germany

At SMM 2024, Thyssenkrupp Marine Systems and NVL announced the planned establishment of a joint venture and signed a cooperation agreement. The aim of the cooperation is to jointly realize the construction of the MEKO A-400 AMD – a ship concept from TKMS that was specially developed to meet the requirements of a German Navy air defense frigate.

The cooperation agreement was signed by Oliver Burkhard, CEO of TKMS, and Friedrich Lürssen, shareholder of the NVL Group. As the principal shareholder in the joint venture, thyssenkrupp Marine Systems will play a leading role in the development and production of the Type F127 with its MEKO A-400 design, while NVL will contribute its extensive manufacturing capabilities and many years of experience in the construction of naval vessels to the cooperation. The exact structure of the work packages will be determined at a later stage. The cooperation will generate considerable synergies and make a significant contribution to strengthening and securing key national technologies in the field of naval shipbuilding. The planned cooperation was approved by the Federal Cartel Office on 2 September.

»We have already made considerable investments in the development of the MEKO A-400 technology and in the expansion of construction capacities at the Wismar site. Now it is up to the politicians to successfully drive forward the project for the successor to the F124 and provide it with the necessary funding. With the signing of this contract, we are setting an important milestone for the construction and operational readiness of a

»As things stand at present, the ships will be built by thyssenkrupp Marine Systems in Wismar and by NVL in Hamburg and Wolgast«

completely new type of frigate,« explained Oliver Burkhard during the signing ceremony. He added: »The sole purpose of establishing this joint venture is to implement the future frigate program. This is all because commissioning the construction of the new F127 is urgently required in terms of security policy. The serious geopolitical situation demands the fastest possible realization and closing of a capability gap. The F127 must not be put on the back burner.«

Friedrich Lürssen emphasized: »The new air defense frigate is a key project for surface vessel shipbuilding in Germany. Through our cooperation, we are creating the industrial prerequisites for further technological development at a high level, sustainably strengthening our competitiveness in military surface vessel shipbuilding, and securing and expanding important industrial jobs at the shipyards and in the national supply industry.«

The MEKO A-400 AMD is described as extending existing capability profiles with an improved energy supply for future weapon and command systems; in addition, the new type of hull offers more space for the installation of missiles and a higher cruising speed for multinational task forces. This means that the new frigate type can be equipped with a combination of novel defense missiles to combat threats from the air and engage several targets simultaneously at previously unreachable distances using long-range missiles. At the same time, the frigate can also be used against sea and land targets as well as for submarine hunting.



Oliver Burkhard, CEO of thyssenkrupp Marine Systems, and Friedrich Lürssen, shareholder of the NVL Group

Equipping the ship with systems that meet NATO requirements will also ensure integration and cooperation in NATO's transatlantic strategy with this ship design.

Both companies also emphasized the military significance of the F127 project: »The current Type F124 ships will reach the end of their service lifetime in the next few years. Extending the utilization period of the ›Sachsen class‹ currently in service makes neither military nor economic sense.«

The joint venture will be based in Hamburg and will act as the project company for the construction of the future F127 frigates. thyssenkrupp Marine Systems and NVL are thus creating the fundamental conditions for construction of the new frigate to begin as early as 2025. As things stand at present, the ships will be built by thyssenkrupp Marine Systems in Wismar and by NVL in Hamburg and Wolgast, among other sites. The German Navy wants the first ship to be ready for deployment in 2034; the prerequisite for this goal is that orders are received promptly. »As project partners, we are joining forces to rapidly close the looming capability gap in seabased air defense, to secure the future of the key technology of naval shipbuilding in Germany and to equip the German Navy with state-of-the-art equipment,« said the two company leaders.

Hall B4.EG, Stand 223



An image of MEKO A-400

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Hall A3 | booth 226

Mobilising maritime talent

Today is the second day of the »Maritime Career Market« at SMM, the platform dedicated to the young generation, job opportunities and potential employers in the maritime industry. 25 companies present their brands on the Open Stage in Hall B2

At SMM, the maritime industry will highlight its appeal to the young generation. The global flagship fair features the Maritime Career Market (MCM), where pupils and students can learn about many fascinating and varied training options and jobs in the maritime sector. Young talents will be able to make contact with potential employers and pave their way to their professional future. From navigation systems used on the bridge to machinery for ship engine rooms, and through to refitting in docks, more than 2,000 exhibitors from 70 countries will show at SMM 2024 what makes the maritime industry so unique and intriguing. This diversity is reflected in a wide range of training options and job profiles young jobseekers can learn about at the MCM. A concept that has proved successful: This year MCM takes place for the fifth time. »We provide interested people with direct insights into various career paths in the maritime sector to support recruiting. Since this is such an important concern for the industry, we have extended the duration of this event from one to two days this year,« says Claus Ulrich Selbach, Business Unit Director – Maritime and Technology Fairs & Exhibitions at Hamburg Messe und Congress. The official partner of the MCM is VDI, the German Engineers Association



Pupils and students can learn about job potentials at »Maritime Career Market«

Trained specialists are needed

The participating companies present their employer brands to the younger generation in Hall B2. Following the start yesterday, today, the German Shipowners Association, the German Shipprokers Association, the maritime education institute Hochschule Emden/Leer, WISTA Germany, the Maritime Cluster Northern Germany, the German Forces, the cruise shipping group Carnival, the trade union IG Metall or the GMT showcase potential job opportunities. »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,« said Martin Johannsmann, Chairman of the Board, VDMA Marine Equipment and Systems, and CEO of SKF Marine, in the forefront of SMM.

The MCM is an opportunity for universities, enterprises and industry associations to introduce themselves and provide visitors with specific information about various professional careers. Speeches on the Career Forum stage will

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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.

Building awareness of 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 Dr 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



Admission to SMM and the Maritime Career Market will be free for young talents and their accompanying instructors

Career Forum on Friday – Open Stage Hall B2.UF

- If you can't get shipping out of your head! – Holger Jäde, German Shipowners Association
- WISTA Germany welcomes young female talent Sabine Zeller, Berufsbildungsstelle Seeschifffahrt
- Einstiegsgehälter – was verdienen nach dem Studium?! Presented by IG Metall Küste
- Career opportunities in the German armed forces Career Center Bundeswehr Hannover / Hamburg
- Shipping merchants, more valuable than ever Alexander Geisler, German Shipbrokers' Association
- Maritime Studiengänge und Forschungsprojekte Hochschule Emden/Leer
- Fascination Marine Technology GMT
- Save the Oceans – Starte Deine grüne Karriere Maritimes Cluster Norddeutschland
- Discover Your Future ! Carnival Maritime and AIDA Cruises!

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. Career entrant Karina Tammen from the German Maritime Centre, urges her industry to make a greater effort to inform the public about career opportunities: »There are 38 professional training options and a wide variety of academic programmes in the maritime industry – this needs to be communicated better.«

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 (see pages 8/9 inf this issue). 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 today. 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. ■



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When the container began its global triumph at the end of the 1960s, forcing shipping companies and maritime cities to invest more and more in fleets and ports, the decision was made in Hamburg and Bremen to join forces and merge Hapag and NDL. Today Hapag Lloyd AG, founded in 1970, is one of the world's leading liner shipping companies

175 Years Hapag Lloyd – From emigrant ship to mega carrier

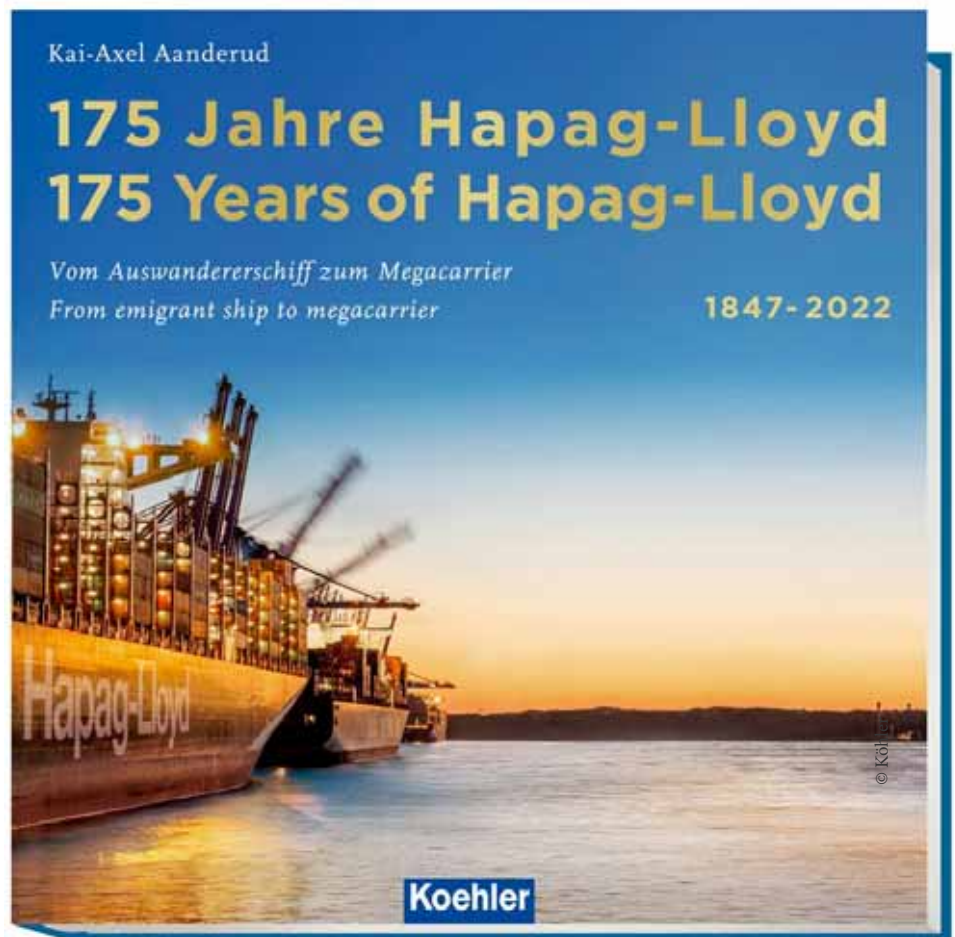
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HANSA.NEWSCAST WITH CATHRIN PRIKKER, PRESIDENT OF WISTA GERMANY

Women in the maritime industry

We are on the fourth day of SMM 2024 and it's time to put a spotlight on women in the maritime industry! Today we are meeting with Cathrin Prikker, the newly elected President of WISTA Germany, to discuss status quo and her vision for the future.

In this compelling episode of our SMM 2024 series, we shine a spotlight on the women making waves in the maritime industry. From the bridge to the boardroom, women are increasingly taking on leadership roles and driving innovation in what has traditionally been a male-dominated sector. We discuss the progress made and the challenges still faced. This episode is a celebration of diversity and inclusion within the maritime industry and a must-listen for those interested in gender equality in the workplace.

• Supporting Women Through



Cathrin Prikker, President of WISTA Germany

Mentorship: One of WISTA Germany's flagship initiatives is their mentoring program, which pairs experienced professionals with new-

comers to help them navigate and succeed in the maritime industry.

- **WISTA Young Professionals Board:** A new initiative aimed at young women in education or apprenticeships, offering them a platform to join and benefit from the experience of seasoned professionals.
- **Global Impact:** Wista's international network and its consultancy status with the International Maritime Organization (IMO) are key in driving change on a global scale.

Catch the full episode and join the conversation about the future of women in maritime!





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Page 12



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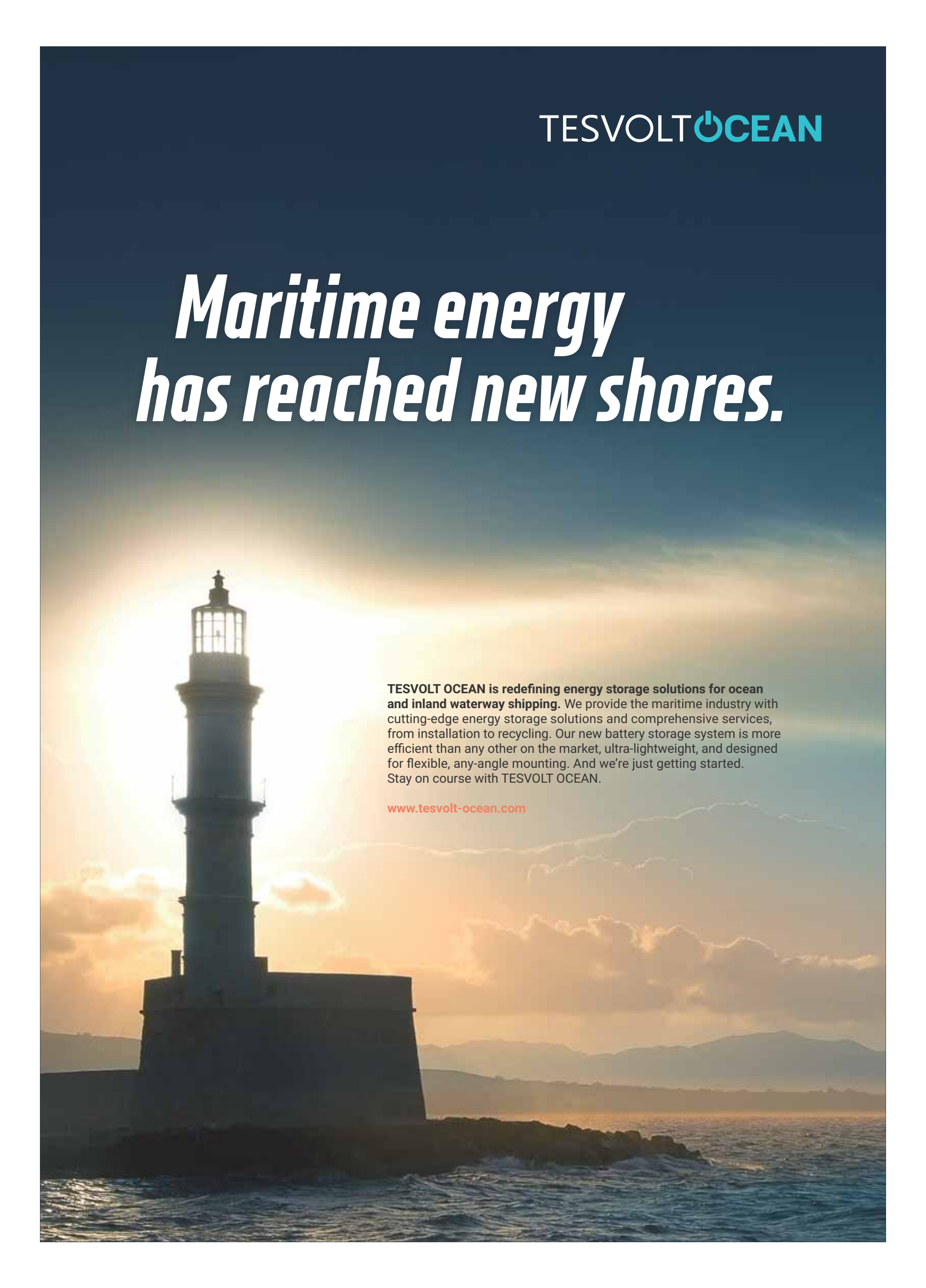
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The background of the entire page is a photograph of a lighthouse situated on a rocky outcrop in the ocean. The sun is setting directly behind the lighthouse, creating a strong silhouette and a bright, hazy glow that fills the sky. The sky is a mix of deep blues and oranges from the sunset. The lighthouse is a tall, cylindrical structure with a lantern room at the top. The ocean is visible in the foreground, with some whitecaps. The overall mood is serene and powerful.

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