



# IALA·2014·AISM

*XVIII Conference · A Coruña · Spain*

*25-31 May 2014*

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AIDS TO NAVIGATION KNOWLEDGE AND INNOVATION

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*From the Torre de Hercules to e-Navigation and beyond*

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[www.iala2014spain.com](http://www.iala2014spain.com)

## EXHIBITORS PROFILE

Puertos del Estado



GOBIERNO  
DE ESPAÑA

MINISTERIO  
DE FOMENTO





IALA·2014·AISM

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AIDS TO NAVIGATION KNOWLEDGE AND INNOVATION

*From the Torre de Hercules to e-Navigation and beyond*

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WOORI MARINE

ZENI LITE BUOY



## WELCOME

### *From the IMC President*



*As President of the IALA Industrial Members Committee (IMC), and on behalf of all the IALA Industrial Members, it is indeed a pleasure for me to welcome you to the 18th IALA Conference and Industrial Members Exhibition in the city of A Coruña, Spain. The Conference and Exhibition will be held together at the superbly located PALEXCO Palace on the city's waterfront. One hall on the main floor and an annexe to the main entrance of the Palace will make up the exhibition area. There will also be an outdoor area opposite the annexe for exhibiting larger products.*

*I am delighted to announce that we can look forward to a great exhibition with 77 stands and 4 outdoor exhibition areas offered by 46 companies from all over the world. The latest cutting-edge products, equipment, systems and services offered by the AtoN industry will be on display.*

*The official opening of the exhibition takes place on Monday 26th May at 16.30. The opening features a short welcome by the Industrial Members' Committee President and the IALA Secretary General, followed by a ribbon-cutting ceremony to officially open the exhibition.*

*The exhibition opens daily from 08.30 to 17.30 and will close at 16.00 on Friday 30th May 2014.*

*I would also like to take this opportunity to invite you and your partner to the Industrial Evening function. This event takes place on the evening of Wednesday 28th May at Marina Coruña, standing in a privileged part of the city at the entrance to the bay of A Coruña. For this occasion we have prepared an entertaining Spanish fiesta featuring the best of Spain's different regions. The dinner starts at 20.30, consisting of a selection of Spanish cuisine served buffet style with a selection of wines as well as an open bar.*

*There is a pleasant walk along the coastline from Palexco to Marina Coruña but for those delegates who prefer not to walk there will be a transfer service to and from the event, departing at 20.00 from the official Conference hotels (NH Atlántico, Meliá María Pita, Hesperia Coruña, Riazor and Tryp Coruña). Your invitation to the event is in your delegate pack along with the invitations to the other social events. Be sure not to miss what promises to be a fun-filled evening.*

*Kind regards,*

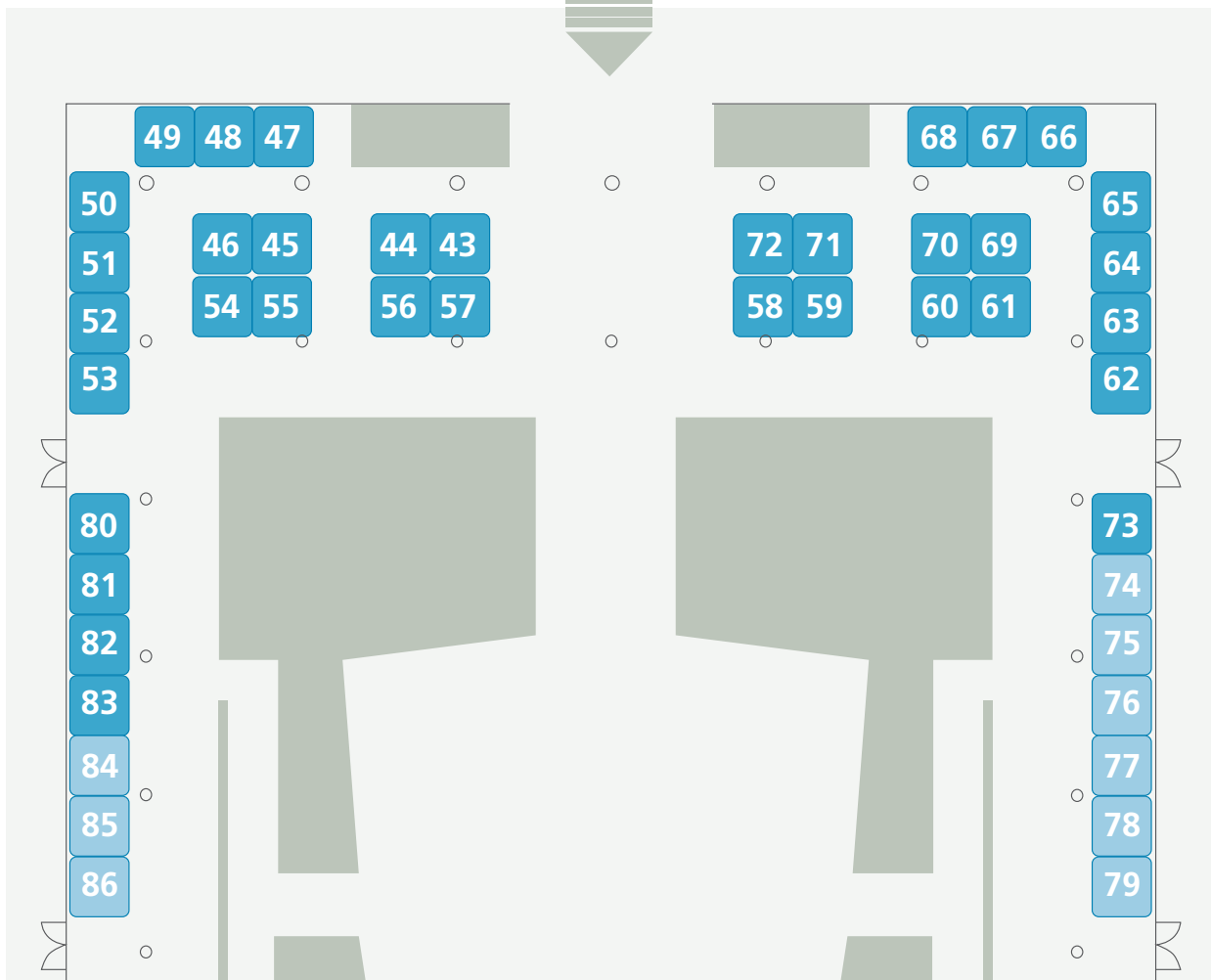
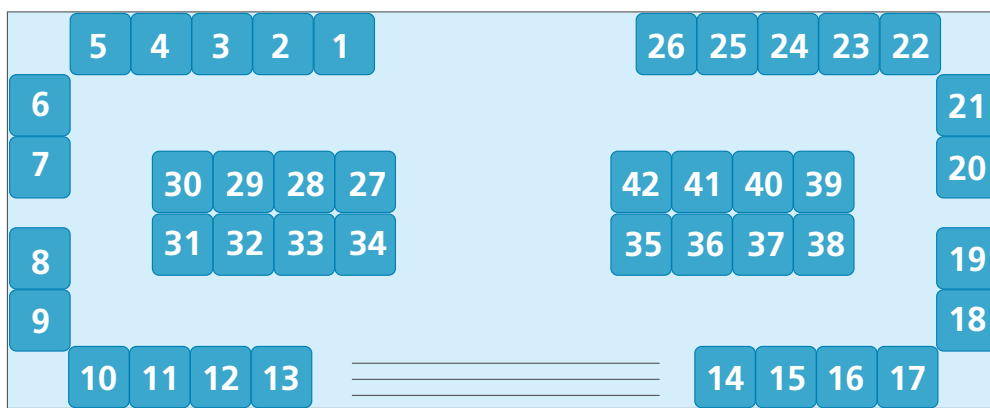
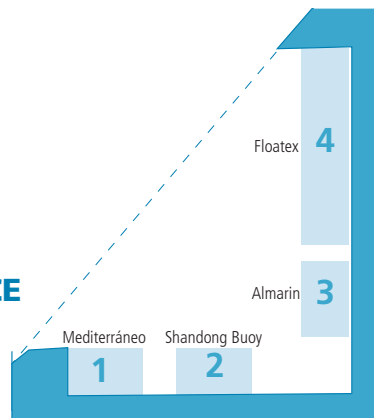
**Enrique Bernabéu Dolz**  
IMC President





# FLOOR PLAN

MAIN ENTRANCE





## EXHIBITORS LIST

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SCHNOOR Industrieelektronik GmbH & Co. KG	62, 63, 64 & 65
SeaHow	1
Sealite Pty Ltd	60, 61,69 & 70
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# EXHIBITORS







Company Web site: <http://www.almarin.es/>

Contact: [info@almarin.es](mailto:info@almarin.es)

Key words (products and services): Buoys · Beacons · Lighthouses

Aids to navigation · AtoN · Towers · Mooring design · Day mark.

Almarin, Equipos y Servicios Portuarios, SL specializes in the design, supply and installation of Aids to Navigation. Almarin is part of the Lindley Group, with more than 85 years of activity in the manufacture and supply of port equipment and infrastructure.

Almarin designs and manufactures buoys and beacons for use in AtoN drawing on its extensive experience in the maritime area, the latest computational methods for structural analysis and deployed performance. Almarin designs meet IALA recommendations for design and they are engineered to perform in the most demanding conditions.

Top of the buoy range is the 'Guía' series, available in diameters up to 3,6m and manufactured with unsinkable foam elastomer hulls and low maintenance stainless steel towers. This range of buoys can be customized to meet customer requirements and is recommended for the most demanding applications such as ports with heavy traffic.

The Balizamar range of buoys is more suitable for common and less intensive applications. They are manufactured with single piece rotomoulded hulls and galvanized structures with powder coated stainless steel top and day marks.

Almarin also manufactures towers and beacons. The ALT range of towers can be manufactured in galvanized or stainless steel and they are finished with a high quality paint scheme to ensure longevity and maximum color retention. From simple 4m beacons to 20m towers, Almarin can provide the design and engineering to meet customer specifications.

Almarin offers its services to Port Authorities, Regional Governments, aquaculture, marinas and yacht clubs. A team of qualified staff are always available to help the customer from definition through to installation and maintenance.



Company Web site: <http://www.maritime-system.com/>

Contact: Brian Johnson · +61 7 3633 4121 · [brian.johnson@marsys.com.au](mailto:brian.johnson@marsys.com.au)

Key words (products and services)

Vessel Tracking System · Navigational Aids

Offshore Asset Integrity Protection System

Australian Maritime Systems (AMS) was established with the objective of assisting the providers of global maritime services with engineering support to provide high quality innovative and cost effective systems of maritime service delivery.

AMS has extensive experience in the specialised areas of maritime technology enabling it to efficiently and effectively manage, construct and maintain aids to navigation networks, maritime information systems and associated maritime assets. There are a wide variety of services that AMS can offer including:

- Vessel Tracking System/Asset Integrity Protection Systems
- Design of Maritime Structures integrating them with latest technology
- Supply, Installation and Maintenance of Navigational Aids, AIS, Buoys, Radar, Sea level Monitoring Systems and Meteorological Ocean Equipment
- Design and Integration of Remote Power Systems
- Construction and Maintenance of Maritime Structures
- Remote Area Logistics
- Management and Integration of Technology Projects
- Supply and Servicing of Maritime and Aviation Safety Apparatus
- Facility and Asset Management (including Remote Monitoring)

AMS has extensive experience in the design, installation and maintenance of Electronic Aids with clients internationally. The organisation has completed a number of projects from large and complex Vessel Traffic Systems (VTS to land and ocean based Navigation Aids and Meteorological Ocean Sensors.

AMS has a multi skilled workforce capable of full turnkey system integration which includes project managers, engineers, designers, technicians and mechanical tradespeople. In addition AMS has strategic alliances with companies that complement our core business which allows the provision of world leading solutions in;

- Port VTS installations including Radar integration
- Differential Global Positioning Systems (DGPS)
- Meteorological Ocean Sensors
- Radar Systems
- Tsunami Systems
- Automatic Weather Stations
- Telemetry and Remote Monitoring Systems.
- Buoy Deployment/Retrieval
- Radio and Satellite Communication
- Floating Aids
- Radar Dome (Radome) Maintenance



北京凯盾环宇科技有限公司  
Beijing Caton Global Technology Co., Ltd.

Company Web site: [http:// www.catonglobal.cc/](http://www.catonglobal.cc/)

Contact: Tel: 86-10-62369699 Fax: 86-10-62369699

Address: Room 803, Tower B, Huazun plaza, Jia 29, Beisanhuan  
Middle Road, Xicheng District, Beijing 100029

Key words (products and services): Products of E Navigation

Beijing Caton Global Technology Co., Ltd

Caton is a dedicated business on Aids-to-Navigation solutions and services with solid records in China. Caton serves and delivers value to our customers and partners through our people. Service excellence and innovation are our core competence. Caton aids our customers in achieving safer Aids-to-Navigation and security, cleaner environment, and more efficient operation onboard and ashore. Caton strives to be a leading service provider on Aids-to-Navigation technology in China.

Caton has a leading market position on VTS service, maritime CCTV solution and maritime service on onshore DGPS stations in China, Caton is expanding its service into the aviation industry through its business partners.

#### VTS Service

Caton provides preventive maintenance on VTS system independently or through the partnership with VTS solution provider. Caton is certified by Terma A/S for the maintenance on Terma Radar System in China. Caton is the exclusive supplier and agent on VTS spare part for the annual centralized purchase by China Maritime Safety Administration. Caton manages and operates the Central Warehouse of spare parts for all VTS centers under China MSA. Caton operates a national-wide network and 24-hour call center on VTS technical service and spare part supply in China.

#### Solution on Maritime Safety Administration

Caton, jointly with its local partners or affiliated companies, provides integration solutions on CCTV systems and AIS systems for China Maritime Safety Administration.

#### Maritime Service

Caton is an authorized service provider for the maintenance on major coastal DGPS stations and oil pollution and spill prevention centers of China MSA.



Company Web site: [http:// www.carmanahmarine.com/](http://www.carmanahmarine.com/)

Contact: Mimi Drabit, Signals Division Manager

Key words (products and services): : Marine lanterns · Aids to Navigation

Self-contained marine lanterns · ATONs, marine lighting · LED lighting

As one of the most trusted names in solar technology, Carmanah has earned a reputation for delivering strong and effective products for industrial applications worldwide.

In business since 1996, Carmanah was the first company to develop self-contained solar LED lighting systems for marine applications. Since initially working with the Canadian and US Coast Guards to create a new generation of aids-to-navigation lanterns, the Carmanah Marine division has become an established supplier to Coast Guards, marine authorities, navies and ports around the globe.

In 2013, Carmanah introduced a new generation of self-contained lanterns that have been engineered for enhanced performance and optimal value. Our new M800 Series and M550 lanterns continue Carmanah's tradition of rugged, reliability while offering improved efficiency, lighter per unit weight, simplified user experience and more.

The Carmanah Marine division and Sabik are corporate partners with a vision to deliver one of the most comprehensive lines of marine lighting solutions on the market. From large-scale offshore development projects to ports, marinas and private docks, the Carmanah/Sabik mission is to provide customers with access to a complete line-up of robust and innovative "Total Marine Solutions" through a single point of contact.

In addition to its line of marine navigational aids, Carmanah Technologies includes divisions dedicated to roadway, marine, airfield, traffic and obstruction applications.





Company Web site: <http://www.yhhb.com.cn> · <http://www.yhml.com.cn>

Contact: Yu Jun.Xu

Key words (products and services):

Anchor chains · Navigation marks · LED beacon lights & ect.

Chaohu Yinhuan Navigation Aids Co.,LTD is located in "one of the five largest fresh water lake" in Chaohu city, Anhui province, mainly engaged in  $\Phi 6$  mm -  $\Phi 107$  mm grade one to three Marine accessories, anchor chain, buoy chain, chain, Marine outfitting products, beacons, mooring floating, ship type standard,  $\Phi 10$ m Marine monitoring buoy and telemetry and telecontrol intelligent LED beacon light production. It is a integrated professional navigation equipment manufacturer which combined research, design, manufacture, installation and maintenance as a whole. Currently, there are a total of more than 120 employees, and annual output can reach twenty million dollars. The "Yinhuan" brand products, is in strict accordance with the national standard and classification society production welding specification requirements, and successively passed the ISO9001:2000 quality management system certification and China (CCS) and English (LR), Germany (GL), France (BV), Norway (DNV), and other foreign recognition of factory classification. At the same time, as a national IALA industry committee member, we are trying to strive to progress and exploit for the development of "Yinhuan".



Company Web site: [http:// www.denbridgmarine.com/](http://www.denbridgmarine.com/)

Contact: [info@denbridgmarine.com](mailto:info@denbridgmarine.com)

Key words (products and services):

Vessel Traffic Management & Information System (VTMIS) · Coastal Surveillance System (CSS) · Offshore Platform Protection System · Port Security System · River Information System

Denbridge Marine is a global provider of innovative Maritime Surveillance and Port Management Solutions with over 20 years' experience in the field and a worldwide customer base including various major ports, navies, customs, offshore and coastal authorities. Denbridge Marine brings to its customers an established background in systems integration and product innovation. Project management and engineering experience includes both commercial and government systems. Research, development, production, systems integration, marketing and support facilities are located at Yanco House, Monks Ferry, Merseyside, UK.

The Company provides Vessel Traffic Management & Information (VTMIS), Coastal Surveillance (CSS), Range Control, Offshore Platform Protection, Port Security (ISPS), Search and Rescue and River Information Systems. These systems are based on an innovative True Radar processing and tracking technology, combined with field proven user-friendly situational awareness displays and information databases to aid decision making for complete Maritime Domain Awareness.

Our iVision VTMIS, CSS and integrated iMAP Database solutions are designed to manage the complexities of the wider port community and coastal authorities and to improve the safety, efficiency and security of government and commercial port and coastal authority operations. We offer Basic, Standard or Advanced IMO and IALA capability to meet the specific requirements of small, medium and large sized ports.

In collaboration with Milford Haven Port Authority we can provide complete operator training courses using the MHPA VTMIS Simulator operating in live or Synthetic Environment (SE) mode.

The Denbridge Marine philosophy is to define the user requirements in close consultation with customers, and thereby provide solutions customised to meet their specific criteria. A modular, open architecture approach enables Denbridge Marine's core products to be integrated easily with Third Party equipment, facilitating the supply of a tailored solution which matches the unique requirements and expectations of individual clients.

The iVision VTMIS & CSS solution is in use with the UK Navy, French Navy and Middle Eastern Coastguards amongst others including various ports and oil terminals world-wide such as Alexandria Port in Egypt and Altamira Port in Mexico.

We have eight installations with the Spanish Coastguard SASEMAR at Tarragona, Castellon, Cartagena, Palma de Mallorca, Valencia, Almeria, Cadiz & Huelva for VTS / SAR.



Company Web site: [http:// www.elmansrl.it/](http://www.elmansrl.it/)

Contact: [elman@elmansrl.it](mailto:elman@elmansrl.it)

Key words (products and services): VTMISS · RIS · AIS · GMDSS · Radio · VoIP

ELMAN operates since 1975 in the design, manufacture, maintenance, and installation of telecommunications systems, taking care of the maintenance required to ensure the best possible operation in the long term. Its main business lies in the design of high-technology control and surveillance systems.

ELMAN, along with Italian Authorities and following the evolution of international regulations, has defined a strategy which enabled the development of an innovative program, leading to maximum satisfaction of both national and international customers.

This has been made possible by the high degree of flexibility that characterizes ELMAN, in addition to the constant adoption of the most advanced technologies available.

In the Maritime and Coastal surveillance field, ELMAN provides its own devices, such as AIS transponders, MF/HF/VHF radios for GMDSS, Voice Communication Systems including audio consoles, and integrates devices made by other manufactures as part of larger systems, such as National Vessel Traffic Management and Information Systems.

All ELMAN products are designed and developed to comply with the strict military requirements; for this reason, they are intended for customers particularly interested in flexibility, reliability and quality of technologically advanced products.

The company's long experience has led to considerable skills in the design and manufacturing of:

- VTS/VTMISS
- Port Systems
- GMDSS
- AIS transponders and land networks
- Voice Communication Systems on VoIP technology
- Fixed and mobile transceivers in the HF, VHF and UHF bands
- Digital radio links in the VHF and UHF bands
- GPS-based receivers and tracking systems
- Antennas
- Towers for installation of antennas, radars, radio links and broadcasting equipment

ELMAN is an Industrial Member of IALA



Company Web site: <http://www.exactearth.com/>

Contact: Nicole Schill · Marketing Communications and Media Specialist  
exactEarth Ltd.

60 Struck Ct. Cambridge, Ontario N1R 8L2 · office. +1.519.622.4445 ext. 5890 ·  
direct: +1.519.620.5890 · email. [Nicole.Schill@exactearth.com](mailto:Nicole.Schill@exactearth.com)

Key words (products and services): Satellite AIS and exactAIS

exactEarth is the premier supplier of maritime vessel information on a global scale providing the most complete information on marine traffic available today. Using world-leading satellite detection technology, we deliver to our customers an unrivalled view of the world's shipping at a global scale. Our service, exactAIS®, provides authorities with the ability to see beyond the limits of traditional surveillance methods, extending coverage into the deep ocean and into remote areas of the world. Such high quality information delivers real value for a wide range of operational applications including Vessel Tracking and Monitoring, Security and Surveillance, Environmental Protection and Search and Rescue, delivering operational efficiencies, enhancing security, and assisting in saving lives. exactEarth offers fully secure data in a variety of industry standard formats and delivery methods ready for integration into operational maritime, C2 or geospatial intelligence systems.





Company Web site: [http:// www.floatex.com/](http://www.floatex.com/)  
Contact: Via Cave, 12 – 25050. Provaglio d’Iseo (BS)- Italy  
Tel: +39.0309823255 · Fax: + 39.0309823599 · E-mail: [sale@floatex.com](mailto:sale@floatex.com)  
Key words (products and services):

FLOATEX was established in 1976 and located in Provaglio d’Iseo (Brescia, Italy).

Floatex is a worldwide leading company in the manufacturing of Aids to Navigations, Oil & Gas/Offshore field, Dredging industry, Aquaculture and Anti-pollution market.

#### **Aids to Navigation:**

- Light buoys, completely in rotomoulded polyethylene , elastomer and steel.
- Light towers, in polyethylene, steel and/or G.R.P.
- Elastic / Articulated Beacons.

#### **Oil & Gas / Offshore field:**

- Floats for marine hoses in accordance with GMPHOM2009.
- Chain supporting buoys.
- Marker/Pick up Buoys.
- Concentric/ “Y” floating reducers.
- Modular Mooring buoys / Catamaran Mooring Buoys / C.B.M. system.
- Marine Breakaway Coupling protector / Flange protector.

#### **Dredging industry:**

- Floats for dredging pipes.
- Coupling floats.

#### **Aquaculture:**

- Aquaculture floats.
- Floating cages / stanchions.
- Light buoys.

#### **Anti-pollution:**

- Floating anti-pollution booms.

All Floatex products are engineered, designed and manufactured by Floatex.

Internal fully equipped R&D laboratory covers daily test on samples and finished products as well as all incoming materials.

#### **Floatex test facilities covers:**

- UV / Cold test on polyethylene samples.
- Test on finished polyethylene colour to check the accordance with IALA range.
- Aging test on samples.
- Tensile test, control of hardness, abrasion, density, impact test.
- Hydraulic pressure test on floats and reducers.

Floatex is ISO 9001 certified and is IALA official member.



Company Web site: <http://www.gatehouse.dk/>

Contact: Sales Director Ulrik Høy-Petersen, [uhp@gatehouse.dk](mailto:uhp@gatehouse.dk), concerning the exhibition: Marketing Manager Mette Dietz Lilkær, [mdl@gatehouse.dk](mailto:mdl@gatehouse.dk)

Key words (products and services):

Coastal Solution · Port Solution · Offshore Solution · Statistical Package · Online Display · GateHouse AIS Display (GAD) · IWRAP (IALA Waterway Risk Assessment Program)

GateHouse – adding value to your maritime solution

Gatehouse has worked with the world's leading AIS deployments for more than ten years. Our products and solutions are unmatched in usability and operators can get up to speed very quickly and still have access to the most sophisticated features and the best operational picture.

Our focus is on providing value to whatever maritime surveillance and monitoring system our clients may have. Therefore there is no need to start all over to benefit from the unique maritime portfolio and profound experience from GateHouse.

The characteristics of maritime solutions from GateHouse are:

- Fusion  
You can integrate all types of data. AIS, Sat AIS, radar, CCTV, LRIT or data from a 3rd party database. All data are fused ensuring that you are working with information and not just data; i.e. the complete operational picture essential for making the right decisions.
- Intelligent event detection and alerting  
The intelligent event detection features enable the completing of your operational picture by providing you with the alerts you need, cutting off anomalies and increasing operational awareness whilst reducing information overload. The configuration is integrated into the GateHouse display products, making it easy to define areas by drawing them directly onto charts.
- Advanced statistics and risk analysis  
Valuable information can be extracted from maritime data, and GateHouse provides you with the best tools on the market. Our statistical packages include features and reports enabling you to drill down into and investigate maritime traffic and to base your traffic management decisions on derived facts rather than assumptions.

Products and solutions

- Coastal Solution – used by maritime authorities, maritime administrations, coast guards and multinational co-operations worldwide for monitoring and surveillance of maritime traffic
- Port Solution – tailored for optimization of port operations in all sizes of ports
- Offshore Solution - for the surveillance and protection of offshore and subsea assets
- Statistical Package – to extract valuable information from maritime data
- Online Display – bringing the worlds leading AIS display functionalities right to your browser
- GateHouse AIS Display (GAD) – the most widespread and dedicated AIS display tool on the market
- IWRAP (IALA Waterway Risk Analysis Project) – the maritime risk analysis tool developed in cooperation with IALA.



Company Web site: <http://www.gisman.fr/>

Contact: Mr. Xavier AUBERT, Sales Director

Mr. Vincent ROGET, Technical Sales Manager

email. [contact@gisman.fr](mailto:contact@gisman.fr)

Key words for products: Polyethylene buoys · LED lanterns · Leading and sector lights · Monitoring systems, ISO 9001: 2008

Key words for services: Design · Supply · Manufacturing · Installation  
Commissioning · Maintenance · Training

Specializing in Marine Aids to Navigation, GISMAN issues from the French company BBT, known as the world leading company for lighthouse and lens construction at the beginning of the 20th century. GISMAN is integrated in OCEA SA, a French group specializing in aluminium shipbuilding with 60 million turnover in 2012 and 240 employees.

GISMAN is an IALA Industrial Member for more than 30 years, and is certified according to ISO 9001: 2008 quality standards.

With more than 80% of its sales on the international market, GISMAN provides an overall solution to servicing Port and National Authorities, International Contractors and Oil & Gas Industry:

Equipment provided:

- Polyethylene buoys
- Steel buoys and elastic beacons
- Mooring buoys
- LED lanterns
- Leading and sector lights
- Rotating beacons and lighthouses equipment
- Control and monitoring systems
- Radio Aids (RACON, AIS)
- Support structures and towers

AtoN associated services:

- Surveys according to IALA recommendations
- Review of Aids to Navigation at a national level
- Strategic work plans
- Custom-made design
- Installation
- Commissioning
- Training
- Maintenance



Company Web site: [http:// www.gmv.com/](http://www.gmv.com/)

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[marketing-gsp@gmv.com](mailto:marketing-gsp@gmv.com)

Key words AIS, VDE, AtoN, VTS, Remote control, DGPS, port management, traffic management, tracking, fleet management

Products and services: Shiplocus®, DGPS radiobeacon, AIS receivers, VTS solutions, AtoN management and remote control

GMV is a privately owned technological business group with an international presence. Founded in 1984, GMV offers its solutions, services and products in very diverse sectors: Aeronautics, Banking and Finances, Space, Defence, Health, Security, Transportation, Telecommunications, and Information Technology for Public Administration and large corporations.

The leadership position that GMV has attained in these sectors is based on an in-depth knowledge of client needs, which allows us to deliver solutions specifically tailored to their individual requirements. GMV offers clients the best solution, fully adapted to their own requirements and including all the support necessary to achieve optimum results at a suitable price.

Since 1994, GMV has been providing Intelligent Transportation Systems (ITS), offering turnkey solutions and getting involved in complete project development and consultancy, from analysis and design through system validation, installation and operations, including the development of proprietary hardware and software. GMV develops applications adapted to industry needs; integrating satellite navigation, mobile communications, tracking and control centres and user information. Incorporation of the most modern positioning technologies, GIS and mobile communications makes it possible for GMV to offer a complete range of passenger service and information control, management and regulation functions.

The company, considered the leader in the development of advanced telematic solutions for transportation in Spain, logistics and safety, provides solutions for various transport sectors:

- Road Sector
- Railway Sector
- Maritime Sector

GMV is leading company in the development and deployment of systems and integrated solutions based on communications and information technologies for the maritime sector.

Our solutions are ready to operate covering the whole project development, from the analysis and design until its installation and in-field operational testing, including proprietary hardware and software.





Company Web site: [http:// www.idealteknoloji.com/](http://www.idealteknoloji.com/)

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Mr. Taner AKDENİZ, System Engineering Manager

[taner.akdeniz@idealteknoloji.com](mailto:taner.akdeniz@idealteknoloji.com)

Key words (products and services):

AIS AtoN · AIS Transponder · AIS Shore Station · VTS, Marine Traffic Control Systems

Established in year 2000, iDeal Technology group provides innovative technology solutions in the sectors of Electronics, Information Technologies, Telecommunications, Energy and Control Automation.

iDeal Group has several Line of Businesses (LoB) in the organization which are acting as the independent R&D departments while all the sales, marketing, strategic planning, finance-accounting and logistics type of tasks are being carried by the headquarters. Recent subsidiaries of iDeal Group are;

- Arvento: Vehicle Tracking and Fleet Management Systems
- i-Marine: Marine Technologies and Researches
- i-Kon: Industrial Automation, Telemetry & SCADA
- i-Enerji: Renewable Energy Systems
- i-Ris: Food Technologies

Since 2005, various innovation and technology awards such as; Deloitte Technology Fast 50 (2008 - 2011 four consecutive years), TÜSİAD Turkish Informatics Foundation - Most Successful e-Government Application (2009), Endeavor Entrepreneur of Year (2010), Golden Anchor Shipping Technologies Awards (2010), Deloitte Fast 500 (2011), Allworld Network Arabia Fast Growth 500 (2011) have granted to iDeal Group.

Affiliated to the IALA on 2012, i-Marine Marine Technologies and Research Inc. is the leading marine electronics manufacturer in Turkey with the focus of Maritime Management and Monitoring Systems. By having own AIS engine, i-Marine offers a wide product portfolio covering AIS Transponders, AIS Receivers, AIS Test Station, AIS AtoN Stations, Hybrid Transponder and Marine Traffic Control Systems.

Today, customers prefer i-Marine products in terms of robustness, control-monitoring functions, modular scalability, reliability, low power consumption and friendly use. With "quality always a priority" preview and senior engineering & design capability, alongside the ISO 9001:2008 supervision, iDeal

Group is confident in its ability to deliver over and above customer expectation. i-Marine products and solutions are already certified by notified bodies and are proven within strategic projects.

Along with over 80% market share in Turkish AIS Class B business, company has a wide dealer & service network around the whole coastline of Turkey. Also, there are local contact points in North Africa, CIS & GCC countries.

**indra**

Company Web site: [http:// www.indracompany.com/](http://www.indracompany.com/)

Contact: Cristina Sanandr s Panigua Tel: +34 600 40 95 13

Key words (products and services):

Our technological solution covers the integration of a wide variety of sensors such as: Radars · CCTV (day/night · AIS · RDF · Radio Communications and voice integrator · GMDSS · Meteo/hydro stations · Other sensors per customer request

Indra is a global consulting, technology, innovation and talent company. It is on the cutting edge of high value-added solutions and services for the Transport and Traffic, Energy and Industry, Public Administration and Healthcare, Financial Services, Security and Defence and Telecom and Media sectors. The company operates in more than 128 countries and has more than 42,000 employees worldwide, focusing on developing innovative solutions that meet the needs of the most demanding clients. The multinational is one of the top European companies in its sector in terms of R&D&i, with more than €500 million invested in the last three years.

#### VESSEL TRAFFIC SERVICES:

Indra's solutions for the implementation of Vessel Traffic Services provide an integrated operational traffic scenario in real time that enables the improvement of navigation safety, the efficiency in traffic planning, the water environmental protection and the security of port infrastructures. Our technological solution covers the integration of a wide variety of sensors such as:

- Radars
- CCTV (day/night)
- AIS
- RD
- Radio Communications and voice integrator
- GMDSS
- Meteo/hydro stations
- Other sensors per customer request"

#### TURNKEY SOLUTIONS: EFFICIENCY, FUNCTIONALITY AND SCALABILITY

Indra provides turnkey solutions from the initial consulting, integration (including existing systems), civil works, installation, commissioning and after sales support. Our solutions are based on consolidated field-proven hardware and software elements with a modular and open architecture based on COTS hardware components and the use of open standards. It creates a system highly flexible on its functionality, scalable and easy for maintenance purpose.

#### RECOGNIZED MEMBER BY THE MAIN MARITIME INSTITUTIONS

Indra's VTS solutions, as being our company an IALA industrial member, meet the recommendations from the IMO and IALA: Basic, Standard and Advance configurations.

*Japan Radio Co., Ltd.*

Company Web site: [http:// www.jrc.co.jp](http://www.jrc.co.jp)

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Key words (products and services):

VTMS, X Band Solid State Radar (TRIHAWK), J Marine Cloud

JRC, a world-leading radar manufacturer has supplied Vessel Traffic Management System (VTMS) to many ports abroad as well as in Japan since 1970.

“TRIHAWK V Series” is the latest model of VTMS that JRC has integrated its most up-to-date technology with its traditional technologies accumulated for many years.

“TRIHAWK V Series” is designed using JRC’ s original technologies in radar, radio communications, signal processing and software to meet a wide range of systems from a small to a medium/large scale. “TRIHAWK V Series” features flexibility of system configuration and excellent cost performance to perfectly satisfy various requirements of users. Experience the advanced technology, perfect operability and high quality by the “TRIHAWK V Series”.

Also JRC proudly launches “J Marine Cloud” in this IALA exhibition for VTMS operator, ship owner and ship operator.



Company Web site: [http:// www.jfcmarine.com/](http://www.jfcmarine.com/)

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[info@jfcmarine.com](mailto:info@jfcmarine.com)

Key words (products and services):

JFC is a global organisation which is renowned worldwide for its innovative quality products.

The business has reached a leading position in the market by continually developing trend-setting products, which meet and exceed the ever-changing needs of its customers. With sales offices and manufacturing facilities in 5 countries (Ireland, the UK, the Netherlands, Poland and South Africa) JFC products are sold in over 40 international markets.

We control all the major aspects of our business including raw material sourcing, R&D and engineering which give us the ability to respond quickly to changing customers' needs and market developments.

Approved to ISO 9001 – 2008 standards, JFC designs all products in-house, fabricates moulds and manufacturers solutions with the most advanced machinery available in the rotational moulding industry today. We pride ourselves on nurturing strong, trusted relationships with our customers and our market knowledge blended with technical expertise allows us to provide distinctive customers service from project specification right through to completion.

A member of IALA (*International Association of Marine Aids to Navigation and Lighthouse Authorities*) since 2012, JFC buoys and beacons are manufactured in accordance IALA recommended high visibility colours and configurations to suit a range of installation requirements.

Keeping abreast of the navigation market and consulting with marine industry specialists enable JFC to stay at the forefront, designing and manufacturing products with superior functionality and product performance with a continual emphasis on marine safety.

JFC are delighted to introduce a new range of modular designed navigation buoys for use in both inshore and offshore applications which will be launched at the IALA show. Visit JFC (stand 81) at the IALA Conference. Furthermore, with over 25 years' experience in industry, JFC draws on the broad range of expertise within the organisation to innovate and develop products for international markets. Investment in people, R&D, leading-edge technology and an unerring commitment to quality and customer satisfaction affirms JFC's position as a market leader in the plastics industry.

For further information contact us on t: 00 353 (0) 93 24066, w: [www.jfcmarine.com](http://www.jfcmarine.com),  
e: [info@jfcmarine.com](mailto:info@jfcmarine.com)



Company Web site: [http:// www.jotron.com/](http://www.jotron.com/)

Contact: Sales and Marketing Manager Roar Flaates

Key words (products and services):

ATC ground to air radio communication products and systems for civil aviation and military use · Recording and replay systems · Shore to ship communication products and systems · Maritime safety and search & rescue communication equipment · Maritime ship internal communication systems · Safety communication systems for maritime and offshore applications · Maritime VSAT antenna systems

Jotron is a leading manufacturer of critical civil and military communication equipment for air traffic control and maritime applications. Jotron has 250 employees on 3 continents. The company's headquarters and main production and sales facilities are located in Norway. In addition, Jotron has production in Lithuania and Singapore and sales and service offices in Newcastle UK, Houston USA and Singapore.

The company offers professional communication systems for all types of vessels and energy offshore/onshore constructions, and their extensive and flexible range of electronic products have been carefully designed and built for harsh maritime and offshore environments. The systems are in use worldwide on merchant ships, fishing vessels, tug boats, offshore supply vessels, as well as various navy ships and energy installations offshore/onshore.

Serving the world of airspace communication for more than 40 years, Jotron offers a modern range of high performance VHF and UHF radios. The company supplies radios for airports as well as for maritime applications. Jotron's VHF FM radios for coastal communications have been specially designed for coast stations and offshore installations. The VHF Coastal radio is for coast stations and offshore installations requiring high quality FM voice and digital selective calling (DSC). The radio is intended for use primarily as a coast station providing communication between coast and ships. Jotron radios have a worldwide reputation for outstanding performance in harsh environmental conditions. For mobile installations, Jotron offers the TR 810 VHF AM ground-to-air radio. This unit is also suitable for helideck installations on ships and simple offshore installations. Ricochet is Jotron's world-leading synchronised recording and replay system within the ATC and marine markets. Jotron radios and Ricochet recorders are fully integrated based on the ED-137(B) VoIP standard. Ricochet captures, replays and analyses all data, in readiness to deliver the total scenario when reconstruction of an incident is imperative. Practically all available types of data can be recorded. Marine ports and oil platforms will usually involve recording of radio audio, position audio, surveillance radar, UAIS and meteorological and hydrological data and also the integrated target tables from vessel traffic service (VTS) systems. Ricochet has a long history and experience in the VTS arena. The Ricochet recording system can be delivered with or interfaced with all the major suppliers of maritime traffic surveillance systems.



Company Web site: <http://www.kelvinhughes.com/>

Contact:

Key words (products and services):

VTS & Coastal Surveillance Radar

SharpEye™ Solid State Radar

Surveillance & Navigation Systems

Kelvin Hughes Surveillance is a global radar system solution provider meeting the surveillance, safety, and security needs of the world's coastal and border operators, navies and security patrols.

Kelvin Hughes surveillance radar solutions for shore based applications have been specifically developed to meet the needs of port, harbour and river traffic operators and government agencies charged with the protection of the coastal and littoral zones.

The Shore Based Sensors (SBS) range includes SharpEye™ the world's first affordable, high grade, fully coherent solid state radar sensor, which outperforms other sensor technologies, especially in severe weather conditions and high sea states.

We are a key provider of surveillance and navigation systems, have over 85 radars installed in VTS and coastal surveillance applications, supply 30 of the world's navies and are continuously growing our market strengths with international ports, coastal borders, and critical infrastructures operators.

The high technology low cost approach to the design of the SBS range has ensured the radar sensor family is specifically matched for all three capabilities as defined by IALA V-128 recommendation.

Our product family is grouped by system configuration which in turn aligns to the IALA capability classification of Basic, Standard and Advanced.

- SBS-700 – Downmast X-Band enhanced magnetron radar, single or dual redundant configuration, meets the stringent requirements of the VTS market
- SBS-800 – Upmast X-Band or S-Band SharpEye™ fully coherent radar, optimised for VTS applications (range discrimination at close range), upmast single transceiver configuration integrated in the upmas turning unit, made possible by the highly reliable and advanced technology of SharpEye™.
- SBS-900 – Mast mounted enclosure (significantly reduces integration costs, X-Band or X-Band and S-Band SharpEye™, single or dual redundant configurations.

Our technology is continually being adopted in VTS and coastal surveillance applications, safety, search and rescue and security missions where the detection of very small targets is of paramount importance.



Company Web site: <http://www.kongsberg.com/en/kds/kncit/>

Contact: Mr. Wiebe Schmitz

Key words (products and services):

## KONGSBERG

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Kongsberg Norcontrol IT, a subsidiary of Kongsberg Defense & Aerospace Systems, is proud to have developed, designed and installed complex and effective maritime domain awareness solutions for more than 30 years!

Maritime transportation involves risk. By developing unsurpassed solutions KONGSBERG has helped reduce the number of marine accidents and aided prevention of illegal immigration. Knowing our solutions help save lives, and that damage to the environment and fragile marine life have been avoided, increase our dedication to developing even better maritime awareness solutions.

Since our first Vessel Traffic Service system delivery to Tees and Hartlepool Port Authority in 1979 we have gained invaluable experience, which has put us in the forefront in our market.

With a reference list rapidly approaching 250 installations in more than 40 countries, our customers know that we always deliver- and we deliver on time. From the most complex solutions with network enabled capabilities built on a Service Oriented Architecture to smaller, simpler solutions; KONGSBERG always delivers.

KONGSBERG solutions are found all around the world- from Vardoe in Norway, located in the Arctic, to the ports of Los Angeles, Long Beach and Tampa Bay in the United States, to Dover Strait in England and at the Maritime and Port Authority in Singapore.

We take an active role in joint research projects and international associations shaping the future of Vessel Traffic Service, Vessel Traffic Management and e-Navigation.





Company Web site: <http://www.lmvsa.com/>

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Key words (products and services): Self contained flashing lanterns · Flashing lanterns · Leading lights · Rotating beacons · Remote monitoring and control system · Lighthouses equipment · Towers and buoys · Radar beacons · RACONS Automatic Identification Systems · AIS · Power supply systems · AtoN technical consultancy · AtoN technical training · Supervision and execution of projects

La Maquinista Valenciana (LMV), dedicated for over a century to marine aids to navigation, is one of the most established companies in its sector, having supplied more than 5,000 AtoNs installed in over 40 countries, including over 300 lantern houses for historic lighthouses renovation projects, and for new facilities.

LMV equipment incorporates the latest technologies and is renowned its robustness, ease of use, reliability and adaptation to extreme environmental conditions.

LMV offers from compact and self contained flashing lanterns either with lamp or LED light sources, to large rotating beacons with the maximum luminous range in the market, as well as conventional and high definition sectorised leading lights, and other systems such racon and AIS (Automatic Identification System).

GAIAN, the remote control and monitoring system developed by LMV based on the latest TCP/IP technology, is capable managing any of the signals through GSM / GPRS / ADSL / VHF or satellite integrable modems, via a Web interface which is user friendly, open and highly configurable.

LMV is a pioneer in the use of sustainable energy sources, and its equipment is designed to maximize autonomy while minimizing energy consumption and environmental impact.

LMV also offers poles and towers of heights between 2m to 40m, including extra-tough steel frame and GRP cover designs, as well as buoys manufactured in steel, GRP, roto-molded polyethylene and elastomer, covering any need in floating beacons for shallow protected waters, or for deep open water.

LMV has considerable experience in the engineering and management of large projects, as exemplified by the lighthouse renovation projects executed over the past 20 years in countries like Indonesia, Philippines, Vietnam and Mauritania, but also in the provision of maintenance services, as well as in the training of managers and technicians in its areas of expertise.

LMV is an industrial member of the IALA / AISM since 1982, an official state contractor in Spain, and is ISO 9001:2000 and 14001:2004 certified.



Company Web site: <http://www.mcmurdomarine.com/>

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Key words (products and services): Aids to Navigation · AIS · Monitoring System · Search and Rescue · Tracking · Drifting Buoy

MC Murdo (Part of OROLIA Group) is an expert in e-navigation, proposing Aids to navigation solution (AIS AtoN, Racon), Vessel Tracking System (VMS), Oceanographic monitoring products (Drifting Buoy) and distress beacon (AIS § 406) and can offer global solutions adapted to customer request including hardware, monitoring software and full support.



Company Web site: [http:// www.mesemar.com/](http://www.mesemar.com/)

Contact: [mesemar@mesemar.com](mailto:mesemar@mesemar.com)

Key words (products and services):

LED Compact Lanterns · LED Flashing Lanterns · ATEX Equipment · Range and Leading Lights · Rotating Beacons · AIS, RACON, Remote Monitoring and VTS Systems · Nav aids and Mooring Buoys · Oceanographic and Tsunami-warning Buoys · Towers and Poles · Lighthouse Equipment · Power Supply Systems · Engineering Studies · Beaconing Project Elaboration · Custom-made Equipment Design · Management of Turnkey Projects · Installation and Commissioning · Lighthouse Renewal · Training Programs · Maintenance Service

Let's open new ways on the sea!

Mediterráneo Señales Marítimas (MSM) is a modern and innovative company mainly engaged in the design and manufacture of marine and waterways Aids to Navigation.

The Management team of MSM has a long experience working in the field of Aids to Navigation over 25 years, in all aspects of the industrial process. Nowadays, we are the manufacturer with the widest range of nav aids products in the market. In addition to the extensive standard catalogue that we offer, we are specialized in manufacturing custom-made equipment according to our customers' requirements.

Our continuous labour of research, development and innovation is essential to remain always in the forefront of the Aids to Navigation. Therefore, we invest great part of our resources in our Departments of R+D+I and Optics. Thanks to our constant commitment to quality and environmental management, MSM has ISO 9001 and ISO 14001 Certifications. Likewise, the satisfactory implementation of beaconing projects and works to our Spanish public customers have enabled our Classification as Official State Contractor of the Spanish Government since 2009.

MSM offers the following products:

- Any custom-made nav aids equipment.
- Rotating and flashing, conventional and LED Beacons.
- Explosion-proof LED Lanterns.
- Self-contained LED Lanterns.
- Equipment for major lighthouses: Lanternhouses, latest-generation lighting equipment, large revolving pedestals and universal control units.
- Remote Monitoring and Control Systems using AIS, GSM, radio, satellite and other communication ways.
- AIS AtoN Systems.
- Radar Beacons (Racons).
- Lighting and blind Buoys made from elastomer, rotomoulded polyethylene or steel.
- Mooring Buoys and Ice Buoys.
- Oceanographic Buoys and Tsunami-warning Buoys.
- Towers and Poles.
- Power Supply Systems.

The services that complete MSM's market offer are:

- Engineering Studies on maritime and waterways beaconing.
- Beaconing project elaboration, including financing study if needed.
- Management and implementation of turnkey projects.
- Installation and commissioning.
- Lighthouse renewal and refurbishing.
- Training programs.
- Maintenance service.

MSM has its presence felt in the five continents by implementing a continuous and gradual expansion in the Aids-to-Navigation market worldwide.

MSM actively participates in the Engineering, Environmental and Preservation (EEP) Committee of IALA, which develops new Recommendations and Guidelines.

You are welcome to visit our stands 43-44-56-57.



Company Web site: <http://www.mobilis@mobilis-sa.com/>  
Contact: Mr François Juniet - Ceo (+33 442 37 15 00)  
Mr Julien Dumoulin - General Manager (+33 442 37 15 00)  
Key words (products and services): Buoys · Mooring Buoys · Navigational Aids  
Ais · Vts · Beacons Buoys · River And Sea Equipments · Data Buoys  
Metocean Buoys · Oceano Buoys · Espar Buoys

**The company:**

Since 1990, MOBILIS, design and manufacture equipments of aid to navigation for sea and river. All our products are made in France.

**Activities and skills:**

Major market participant in aid to navigation, Mobilis proposes global solutions for the equipment of the harbour terminals and the waterways.

To answer the requirements of the users, Mobilis leans on his strengths: expertise, engineering, innovation, responsiveness / reactivity / ability to react and availability of our teams are recognized by our customers on all the continents.

MOBILIS products have a quality and a longevity proven in the harshest environmental conditions. They are designed, made and installed to guarantee a maximal reliability.

**Products and services**

- Solutions of beaconing (buoys, pylons, solar bright sets, signage)
- Mooring buoys,
- Pipe float
- Pollution equipments
- Data buoys of environmental measures



Company Web site: [http:// www.monalisaproject.eu/](http://www.monalisaproject.eu/)

Contact: Ulf Siwe · [ulf.siwe@sjofartsverket.se](mailto:ulf.siwe@sjofartsverket.se) · T +46702551482

Key words (products and services):

Sea Traffic Management · SAR · Safety · Efficiency · Environment

The MONALISA 2.0 project is a large EU-supported project, including 39 partners in 10 countries evenly split by public bodies, private companies and the academia, and also has the support of NGOs. The project is focusing on improving Safety, Efficiency and Environment.

A key concept within the project is Sea Traffic Management (STM), which is inspired by Air Traffic Management. STM is all about sharing. Today, involved parties in the maritime logistics chain ask for information, and then another party has to prepare an answer in the requested format. The formats are many and vary inevitably every time. In STM all relevant information is shared in a System Wide Information Management network, A SWIM, perhaps implemented as a Maritime Cloud. Interested parties have access to all relevant information pieces and can collect them at their own ease. The administration will be smaller for all involved parties, which is much required by bridge personnel, which point to administration as one of the main dangers to navigation. The possibility to automate the information flow is also facilitated with a SWIM.

Benefits of STM include increased safety and save fuel and emissions when exchanging route information, more efficient planning between ship and port leading to just-in-time arrivals and faster turnaround times. Potential savings can be estimated to billions of Euros.

The project also focuses on increasing the safety on-board and in coastal waters. Solutions from other industries are tested and demonstrated on-board to see if similar possible results can be achieved at sea. Behaviour based safety and indoor positioning are two examples. In coastal waters we are developing both precautionary procedures and improvements to SAR operations. This will be tested in a large SAR demonstration involving a cruise ship. Improvements to physical SAR operations, information flows, on shore readiness will be investigated.



Company Web site: [http:// www.navielektro.fi/](http://www.navielektro.fi/)

Contact: [sales@navielektro.fi](mailto:sales@navielektro.fi)

Key words (products and services):

Situational awareness · Common information sharing · Vessel traffic service

Navielektro is a privately owned company specialized in development and maintenance of situational awareness, surveillance and communication systems for civilian and military purposes. Our operations also include manufacturing and maintenance of sensors. Navielektro has over ten years of experience developing advanced integrated systems and common information sharing solutions. Our product line is versatile, and our current solution enables the sharing of situational awareness information within the maritime, air and land domains.

Our deliveries so far range from integrated bridge systems, VTS Systems, Tactical Information Systems, VHF Voice Communication Systems, AIS Base Station Networks, Web Portals, Track Fusion and Tracking Systems to single OEM radar site deliveries and specialized consultancy projects within the field of navigation, communication, surveillance and analysis.

Today, Navielektro is the leading supplier of VTS and Coastal Surveillance Systems for the Coast of Finland. The integrated coastal surveillance system that has been built for the Finnish tri-lateral METO agencies is probably one of the largest of its kind in the world today. Navielektro has also gained foothold as a vendor of Joint Common Operational Picture user interfaces and platforms. Surveillance system delivery sites include Europe, Asia and Africa.

Navielektro actively contributes to the development and standardization of solutions within our area of expertise, and we are currently participating in the development of maritime situational awareness systems as part of joint operations with ITU, IALA and NATO.



Company Web site: [http:// www.omc-international.com/](http://www.omc-international.com/)

Contact: Peter O'Brien

Key words (products and services): Maritime Engineering · Ship Motion Analysis · Under Keel Clearance (UKC) · Dynamic Under Keel Clearance(DUKC®)

OMC International , a specialist Australian based maritime engineering company, is the innovator of award winning e-Navigation technology for use in vessel movement management. Its dynamic under keel clearance system, DUKC® provides a consistent scientific approach to UKC and has been in operation in draft restricted waterways and approach channels for over 20 years without incident.

The DUKC®system improves pilot safety by accurately determining the distance between the bottom of the ship and the seabed and thus how close to the seabed a ship can safely transit. It equips the regulatory authorities with risk mitigation tools, increases the level of environmental protection through reduced dredging and saves millions of dollars in the cost of transporting bulk cargo and container goods around the world.

OMC's technology has continually been refined and upgraded in response to user needs. The latest web-based DUKC Series 5 offers advancements such as shore to ship real time communication of UKC information to the Pilot or Master through broadcast AIS positions web linked to the DUKC®Chart Overlay. Thus, whilst on board the ship, the Pilot can maintain a safe UKC by controlling the speed of the vessel as necessary.

The DUKC®Chart Overlay is displayed on a compatible Electronic Charting System such as a Portable Pilot Unit (PPU) carried on board. It not only displays whether it is safe for a vessel to transit a particular area right now, but whether it is safe when it reaches a particular area. It adds the time dimension to the UKC dimension.

Real time monitoring throughout the transit provides a significant risk control measure by allowing contingency planning and emergency response capability should unforeseen circumstances arise such as late departure, overloaded vessel or engine or rudder failure.

DUKC®ensures safety, whilst maximising productivity and can be used for all UKC critical vessels in all conditions. It is a proven e-Navigation tool now operational worldwide.





Company Web site: <http://www.automaticpower.com/>

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Key words (products and services):

A-126, AIS, Analysis, Angle, Aton, Buoys, Detectors, Divergence, Dredge, Dredging, e-Nav, IALA, IEC, iNAV, iNAVPro, Lanterns, LED, Met/Hydro, Monitoring, RACON, Sensors, Software, Vertical, Wide-open, WOA

Pharos Marine Automatic Power is a leader in providing innovative aids-to-navigation solutions with a record of excellence spanning over 100 years. PMAPI continues this tradition of innovation into the emerging realm of e-Navigation offering unique solutions to marry AIS technology with traditional aton equipment and AIS network performance analysis.

AtonisPro, our second generation AIS Aton radio, offers users a BSH-approved Aton AIS radio with additional monitoring and reporting functionality beyond that required by IEC Standard 62320 and IALA Recommendation A-126. Able to integrate with third party sensors, AtonisPro allows the deployment of aton solutions that provide the Mariner with information to enhance safety as an integrated part of an e-NAV system.

iNAV, our AIS/GSM/Satellite aton monitoring software is the most advanced and comprehensive software on the market today with several user utilities not available in any other monitoring software. iNAV allows the user to decode any current or future application specific AIS message 6 or 8 without requiring software upgrades. Additional functionality such as Line Passage Statistics, Traffic Density Maps, Enhanced Met/Hydro reporting, and Dredge Monitoring are offered as add-on modules.

iNAVPro, our AIS Analysis software, is the only AIS analysis software program that allows users to monitor and alarm in real-time several parameters of the AIS VDL health (loading, slot usage, link efficiency, including garbled message occurrences, reception area coverage plots, etc.), transponder performance (jitter, frequency deviation and offset, assigned mode compliance, GPS position reporting, channel alternation, FATDMA slot use compliance, etc.) and reliability of reported AIS information (correct Nav Status, Heading/COG agreement, correct MMSIs, duplicate MMSI, missing information from message reports such as Name, Call Sign, Dimensions, Draft, etc.).

Our WOA (wide-open angle) LED lantern is the first buoy lantern in perhaps fifty years to offer to the Mariner a real improvement to the flashing light. With a near-uniform intensity vertical divergence from -20 degrees to +90 degrees, the WOA light has a higher probability of detection at a greater distance than lanterns with greater light intensity and does not appear to “dim” as a ship approaches the buoy and passes close aboard.



Company Web site: <http://www.pintschaben.com/>  
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PINTSCH ABEN is a company of the PINTSCH BAMAG GROUP, which has been successfully developing and selling products into the traffic engineering for more than 160 years worldwide.

By merging the railway point heaters division of PINTSCH BAMAG GmbH with SINUS ABEN B.V. in 1994, the subsidiary PINTSCH ABEN was formed.

For the in 1869 opened Suez Canal, PINTSCH supplied 105 gas lighted buoys and secured the passage of the canal at night.

Many years of experience and high production levels have made both PINTSCH BAMAG and PINTSCH ABEN to a specialist in Aids to navigation.

Now we have combined these strengths and summarized the aids to navigation businesses of both companies under the flag of PINTSCH ABEN.

PINTSCH ABEN is a member of the IALA and is certified according ISO 9001 and SCC. All PINTSCH products are developed and manufactured in close cooperation with the appropriate maritime and harbour administrations.

PINTSCH ABEN is manufacturer and supplier of complete range of Aids to Navigation equipment and safety equipment for air traffic, including buoys (steel, polyethylene), LED lanterns ( LEDmin MKII, LEDmax), rotating beacons (DL150, DLL6-300), range lights (EER 130, SW 360), sector direction lights (SLF series), obstruction Lights (H100, LEDair, LEDmax AIR), lock – and bridge signal lanterns (S145, S145 LED), and remote monitoring and control system ( AIS, CoDeSy).

PINTSCH ABEN can supply you with complete and customized solutions, including autonomous energy supplies.

All our product are designed and manufactured to comply with the recommendation of the (International Association of Marine Aids to Navigation and Lighthouse Authorities) IALA.

Our engineers are daily investing all their energy and creativity to make SAFETY IN SIGHT.



Company Web site: [http:// www.saabgroup.com/](http://www.saabgroup.com/)

Contact: Huub van Roosmalen

Head of Communication

Traffic Management

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Key words (products and services): VTS · VTMS · AIS · Port Management ·  
Hydrographics · System integration · Turn-key supply

Saab constantly develops, adopts and improves new technology to meet changing customer needs. Saab offers a broad range of proven marine solutions that are the tools to help our customers operate safely and efficiently. It is our combined experience in Vessel Traffic Services, Port Management, AIS, hydrographics and precision navigation that enables us to provide unique solutions to the wide variety of challenges our customers face. From small port environments to large scale coastal surveillance, Saab has a proven turn-key solution available.

Saab constantly develops, adopts and improves new technologies and offers a broad range of proven marine solutions that are the tools to help our customers operate safely and efficiently in changing world. It is our combined experience in AIS both Shipborne and Shore based, VTS/VTMS, Port Management, Hydrographics and Precision Navigation that enables us to provide unique solutions to the wide variety of challenges for our customers. From small port environments to large scale coastal surveillance systems, Saab has a proven turn-key solution available.



Company Web site: [http:// www.sabik.com/](http://www.sabik.com/)

Contact: Lars Mansner, Managing Director

Key words (products and services):

Marine lanterns · Aids to Navigation · Self-contained marine lanterns · marine lighting  
LED lighting · remote monitoring

Sabik is a specialist in design and manufacturing of visual aids to navigation. Our goal is to enhance safety at sea by constantly improving the performance of visual aids to navigation. Sabik has offices in Finland (Sabik Oy and the SABIK Group headquarters), Germany, UK, Singapore and a representative office in Russia. Our distribution network covers over 40 countries around the world.

Sabik and Carmanah Technologies in Canada are corporate partners in marine industry with a vision to deliver one of the most comprehensive lines of marine lighting solutions on the market. From large-scale offshore development projects to ports, marinas and private docks, the Carmanah/Sabik mission is to provide customers with access to a complete line-up of innovative "Total Marine Solutions" through a single point of contact.

- Self-contained lanterns
- Buoy lanterns
- Beacon lanterns
- Range lights
- Sector lights
- Lock and bridge signals
- Remote monitoring and control
- Power Systems
- Buoys
- ATEX-certified lanterns for Offshore Oil & Gas structures
- Fog signals and Fog detectors
- Marker lights for Aquaculture farms
- Standardized solutions for Temporary and Permanent marking of Offshore wind farms

Welcome to visit the Carmanah/Sabik stand nr. 45-46/54-55 to get hands-on experiences with our latest product releases and see our wide range of marine products already established in hundreds of applications around the world.



Company Web site: <http://www.schnoor-ins.com>

Contact: Ralf Oppermann, Sales director, Phone: +49 151 163 557 14

Key words (products and services):

Maritime radio base stations VHF + DSC

VTS centre systems and applications

Control units for maritime mobile radio

DISCOM IP – Touchscreen Radio Dispatching Consoles

Communication simulation for training

SAR communication networks

Radio technology for NAVTEX

Since 1990 Schnoor Industrieelektronik develops individually tailored communication system solutions for a wide range of customers, including public authorities and organizations as well as private enterprises. The focus is on maritime, transport, public safety and industrial applications. Besides communication systems Schnoor Industrieelektronik also develop, manufacture and sell a selection of products such as VHF coast station radios, I/P based dispatch consoles, radio system modules (e.g. digital transmission modules, combiners or antenna multicouplers) and a desk system for control rooms.

In the maritime sector, the offering includes solutions for nautical information services, river control, SEACOM, SARCOM and NAVTEX.



Company Web site: <http://www.seahow.net/>

Contact: Meritaito Ltd, PO Box 111, FI-00181 Helsinki, Finland, [info@seahow.net](mailto:info@seahow.net).

Director Seppo Virtanen, +358 40 823 2122, [seppo.virtanen@seahow.fi](mailto:seppo.virtanen@seahow.fi)

Key words (products and services): Maintenance of waterways · Use and maintenance of canals · Hydrographic surveying services · Oil spill response · Hydraulic engineering · Waterway design and manufacturing of aids to navigation.

SeaHow - Supporting the sustainable use of sea and inland water areas

SeaHow provides high-quality expert services and intelligent solutions that support the sustainable use of sea and inland water areas.

SeaHow has decades of experience in surveying, monitoring and the protection of challenging water areas.

Together with its industry-leading technology partners SeaHow has developed a unique set of products and solutions for public and private customers who operate on shore or at sea.

- CleanSea – New Generation Oil Spill Response
- SafeSea – Underwater Surveys and Inspections
- SmartSea – Intelligent AtoN and Environmental Monitoring Solutions

SeaHow core customer groups are public authorities responsible for maritime environmental management, sea-faring and search and rescue, as well as companies operating in construction, maritime logistics, energy and mining.

SeaHow is a brand of Meritaito Ltd, the leading Finnish marine survey service and infrastructure management company. The company has decades of experience in a comprehensive range of services: maintenance of waterways, use and maintenance of canals, hydrographic surveying services, oil spill response, hydraulic engineering, waterway design and manufacturing of aids to navigation.

Meritaito Ltd is a 100% Finnish state-owned company. Meritaito provides ISO 9001 and 14001 quality services in maintenance of fairways and navigational aids, operations and maintenance of fairway locks, oil response services, marine and civil construction, fairway planning and civil engineering, hydrographic surveys, underwater investigations and manufacturing of aids to navigation.

For more information: [www.seahow.net](http://www.seahow.net)



Company Web site: [http:// www.sealite.com](http://www.sealite.com)

Contact: Michael Walker · [m.walker@sealite.com](mailto:m.walker@sealite.com)

Key words (products and services):

Marine navigation aids · Solar powered LED marine lanterns · bridge · barge and area lighting · marine buoys · monitoring and control systems and marine asset management software

Sealite Pty Ltd is a global manufacturer of marine aids to navigation. We employ leading engineers to create innovative products to service the needs of our customers worldwide, and offer the widest range of solar-powered LED lanterns in the marketplace.

Technology and industry leader Sealite designs and develops a full suite of marine navigation aids including; solar marine lighting, buoyage systems, LED port entry and leading lights, bridge lighting, lighthouse equipment, monitoring and control systems and general products to enhance marine navigation. New technologies include LED Lighthouse optics, 5 and 10 degree Port Entry Lights and new long range lanterns up to 18NM. The Sealite team is dedicated to providing the marine industry with leading-edge products that are proven to be reliable in harsh marine environments worldwide, with little maintenance.

Sealite's head office is located in Melbourne Australia, with global manufacturing and office locations in the United States and United Kingdom. In addition, Sealite products can be purchased through any of over 100 Authorised Distributors globally, and are in service in more than 110 countries.

Sealite has built a first-class design and manufacturing facility to support the worlds navigation aids and is committed to customer satisfaction through shortened delivery times, attractive pricing, exceptional quality and a continuous program of innovative product development. Through close working relationships, marine authorities and private customers around the globe now trust Sealite to enhance the safety of their operations.





Company Web site: [http:// www.selex-es.com/](http://www.selex-es.com/)

Contact: Bernice Wiggett

Key words (products and services):

Defence · Security · Smart systems

Selex ES, a Finmeccanica company, is an international leader in electronic and information solutions for defence, aerospace, space, security, high-integrity surveillance, network management, information security and mission-essential services.

As a world leader in high technology systems and sensors with extensive experience across a range of sectors and domains, Selex ES is able to meet the diverse needs of customers who require first class solutions.

Within aerospace and defence electronics the company's experience includes the design and development of tactical ISTAR systems, C4I infrastructures, electronic warfare equipment and mission critical systems for situational awareness, self-protection, wide-area surveillance and information dissemination.

Selex ES brings similar technologies and skill sets to the security, route management and mission-critical service sectors. These include the control and monitoring of air and maritime traffic, the surveillance and protection of green and blue borders, robust cyber security, secure communication networks, and the deployment of 'smart' solutions for managing complex infrastructures and 'systems of systems'.

The company's technical approach is characterised by a focus on through-life solutions that are flexible, adaptable and responsive across the life cycle. In addition, Selex ES is committed to continuous innovation and invests approximately 17% of annual revenues in research and development.

Alongside core domestic operations and corporate headquarters in Italy and the UK, Selex ES has an established industrial and commercial footprint in the United States, Germany, Turkey, Romania, Brazil, Saudi Arabia, India and the United Arab Emirates. With a workforce of over 17,000 people and total revenues in excess of €3.5 billion, Selex ES is entrusted by its customers and partners to deliver solutions for a safer, smarter and more secure society.



Company Web site: <http://www.buoyandpipe.com/>

Contact: +86-635-5085878

Key words (products and services):

UHMWPE navigation buoy

UHMWPE light beacon

Shandong Buoy and Pipe Industry Co. Limited is an industry leader in the manufacture of UHMWPE Ultra high molecular weight polyethylene Navigation Aids. Established in 2005 Shandong Buoy and Pipe Industry Co. Limited has rapidly developed to become a world leader in the research and development of UHMWPE products.

The UHMWPE Navigation Aids advantages:

- Maintenance free—no need painting and growth cleaning
- Collision resistance—excellent resilience and steel frame supported
- Light weight—easy for deployment
- Environment friendly—no anti-fouling paint

Among our many achievements Shandong Buoy and Pipe Industry Co.,Ltd boasts:

IALA Membership

CCS certificate

ISO 9001:2008 accreditation.

With a world class “in house” research, engineering and testing facility, Shandong Buoy & Pipe Industry Co. Limited is the logical choice as the supplier of UHMWPE navigation aids.



Company Web site: <http://www.rokem.com/aton.htm>

Contact: [info@rokem.com](mailto:info@rokem.com)

9D Double Dove Great Tower

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Key words (products and services): Racon · PE buoys · GRP tower · Steel buoys and towers · Lanterns · AIS · Remote monitoring system.

Rokem, founded in 2000, an IALA industrial member, is a professional suppliers of AtoN products in China. Its product scope includes various buoys, lanterns, light towers, solar panels, racon and remote monitoring system etc. Our products have been applied to most coastal area, rivers and lakes in China. Especially remote monitoring system, we have occupied more than 90% market share in China which is approved to be a safe, reliable and low-running-cost system. Meanwhile, we are the only producer of rotationally-molded PE buoys in China with diameter from 1500mm to 3000mm.

We have also exported to many other countries in the world. We have received many patents and awards, among which Liu He Kou project on Yanzi river is listed as a model project by the Ministry of Communications of China. "Best quality together with best service" is the creed of Rokem group. As an ISO 9001:2008 certified company, with more than one decade of experience, Rokem has achieved good reputation both at home and abroad. We are ready to establish good and long relationship with our clients all over the world.



Company Web site: [http:// www.signalis.com/](http://www.signalis.com/)

Contact: Landshuter Strasse 26 · 85716 UNTERSCHLEISSHEIM. Germany

Telefon / Phone: +49 89 3179 3037

Key words (products and services):

VTS · Vessel Traffic Services · Maritime safety & security · STYRIS

SIGNALIS is a leading specialist on marine traffic control and coordination, harbour security, port management, maritime and land border surveillance systems as well as other related radar processing applications.

SIGNALIS relies on the resources of 200+ people, specialised in maritime surveillance at locations in France, Germany and around the world, as well as on its large customer base and the experience of the over 250 systems installed all over the world.

SIGNALIS business fields concentrate on complex surveillance missions in all marine environments and applications by integrating the latest sensor systems, communications and data processing technologies. SIGNALIS uses its experience and expertise to provide the latest technology in its Vessel Traffic Services (VTS) systems, Coastal Surveillance Systems (CSS) and Critical Infrastructure monitoring solutions.

SIGNALIS is part of the AIRBUS Defence & Space and ATLAS ELEKTRONIK family with all necessary resources to participate in even the largest business opportunities.

Come and discover our innovative solution STYRIS during the IALA conference 2014 in A Coruña: the new HMI of STYRIS has been built on SIGNALIS strong experience in delivering Coastal and Port VTS solutions worldwide and on the feedbacks gathered from VTS operators during training sessions and at user conferences.

STYRIS HMI design was developed within the HMI team lead by an ergonomic expert to achieve the best ergonomic HMI for VTS Operator's tasks in order to:

- Maintain awareness of the complete traffic image generated from fused data of the sensors,
- Provide intuitive means for the VTS operator to retrieve detailed information related to the objects displayed on the traffic image,
- Provide intuitive means for the VTS operator to interact with the VTS functions (sensor settings, Cameras control).

We are looking forward to welcoming you on our booth!



**SRT Marine  
Technology**

Company Web site: [http:// www.srt-marine.com/](http://www.srt-marine.com/)

Contact: Wireless House. Westfield Industrial Estate · Midsomer Norton. England  
BA3 4BS

Key words (products and services):

AIS · MDA market leaders · Global leaders · Development · Specialist · SRT Insid  
Module · OEM · Custom OEM · Customised · Core technology · Unparalleled  
expertise · Solutions

SRT Marine Technology leads the development of advanced technologies, products and systems for the improvement and enhancement of maritime domain awareness. We are the global leader in the provision of these solutions to the marine electronics industry.

SRT Marine Technology have unparalleled expertise in vessel tracking and monitoring systems; in particular, Automatic Identification System (AIS) technology. Additionally, our development and engineering capabilities enable us to combine multiple technologies to provide customers with the required solution.

SRT Marine Technology offers module solutions, which are designed to be easily integrated into third party enclosures and products. Alternatively, complete OEM products can be branded and internationally certified in a customers' name and further customised in form and function to meet their exact requirements.

Innovation, advanced technologies and a deep understanding of customer requirements are the foundation of the success of SRT and ultimately that of its customers.





Company Web site: <http://www.terma.com/>

Contact: Bente Nedergaard

Key words (products and services):

SCANTER Radar · Radar systems, security & surveillance

VTS and Coastal surveillance, solid state radar

With the SCANTER 5000 series, Terma Radar Systems introduced Solid State, Software Defined Functionality, Pulse Compression X-band Radars for Coastal Surveillance and VTS and SMR applications.

The SCANTER 5202 and SCANTER 5102 Solid State Radar Systems meet the requirements for professional VTS and Coastal Surveillance services featuring superior performance through an intelligent design and advanced processing, tailored for VTS and Coastal Surveillance applications.

The SCANTER 5202 and SCANTER 5102 Solid State radars are compliant to the IALA V.128 recommendation for VTS and meets the demands for situation awareness in Coastal Surveillance systems.

#### The SCANTER radar family

- SCANTER 5000 Solid State, Fully Coherent, Frequency Diversity and Time Diversity X-band Radar for Naval Surface Surveillance, Monitoring Low Airspace, Search and Rescue, Navigation, Self-protection and Helicopter Control
- SCANTER 6000 Solid State, Fully Coherent, Frequency Diversity and Time Diversity X-band Radar for Naval Surface Surveillance, Monitoring Low Airspace, Search and Rescue, Navigation, Self-protection and Helicopter Control
- SCANTER 4100 2D Surface & Air Surveillance Radar for main radar in OPVs and Auxiliary Ships with Helicopter Deck, or as a back-up for the 3D-radar on Corvettes or Frigates, as well as for Helicopter Control
- SCANTER 4000 2D sea surface and medium range air surveillance
- SCANTER 4002 Wind Farm Compliant ATC Radar
- SCANTER 1002 Ground Surveillance Radar for perimeter surveillance
- SLAR 9000 - side-looking airborne radar
- SCANTER 2001 2D Surface Surveillance Radar for Vessel Traffic Services/Coastal Surveillance, Naval Surveillance and Surface Movement Radar in airports
- The extensive SCANTER Antenna program

Terma supports customers and partners all over the world. With more than 1,200 committed employees worldwide. Terma was established in 1949 and is headquartered at Lystrup, Denmark.

Terma covers four business segments:

- Aero: Development and production of advanced structures for defense and non-defense aircraft and helicopters.
- Space: Mission-critical electronics, software, and services for space applications.
- Defense: Network and tactical systems, airborne and naval self-protection systems, and electronics manufacturing services for mission-critical defense and security applications.
- Security & Surveillance: Advanced security systems and surveillance radar solutions for ports, airports, coast guards, first responders, emergency organizations, and defense forces.



Company Web site: <http://www.tidelandsignal.com/>

Contact: Cynthia Holewyne – [Cynthia.Holewyne@tidelandsignal.com](mailto:Cynthia.Holewyne@tidelandsignal.com)

Key words (products and services):

Tideland develops and manufactures digital Aids to Navigation products. Product line consists of; a full range of lanterns, rotationally moulded polyethylene buoys, fog signals, fog detectors, solar power systems, racons, remote monitoring systems and vessel traffic monitoring and information solutions.

Tideland Signal (Tideland) is an industry leader in the development and manufacture of dependable, energy-efficient aids to marine navigation based on the latest proven technologies. Tideland is proud to be a major supplier to Coast Guards, Lighthouse Authorities, Departments of Transportation, Sea Communication and independent port and harbour authorities throughout the world.

We utilise new technologies to enhance the performance of traditional Aids to Navigation (AtoN) products, while bridging the link in conceiving, developing and manufacturing digital Aids to Navigation. With 60 years of innovation, proven reliability and the support of a global network, Tideland takes deep pride in everything we do, helping us to maintain our number one position in customer satisfaction.

The Tideland philosophy of 'Quality First' demands a close working relationship with our local, regional and global partners. Our dedication to this quality culture, whether it takes the form of a product or service, benefits our clients and assures the highest quality of AtoN products in the world. Tideland adopted ISO procedures early on and currently maintains ISO 9001-2008 certification.

We support and contribute to the AtoN industry by working jointly with national and international regulators on the development and implementation of our concepts.

Tideland products include:

- Lanterns based on both incandescent and LED light sources
- Rotating beacons
- Bridge and barge lights
- Channel markers
- Rotationally moulded polyethylene buoys
- Radar beacons (Racon) which can also work with the "NT" radars
- Monitor, alarm and control systems with remote communication
- Fog signals and fog detectors
- Offshore platform aids to navigation systems, both GMU and certified
- Range lights and LED conversion kits
- Wireless synchronising for multiple flashing lights
- Solar power systems
- Lighthouse towers
- Remote monitoring systems
- Vessel traffic monitoring and information solutions

Tideland continues to expand within the marine industry by providing long term service and maintenance solutions to our clients; and will continue to use our strengths to provide complete AtoN solutions for future generations.



Company Web site: [http:// http://www.tokyo-keiki.co.jp/e/index.html/](http://http://www.tokyo-keiki.co.jp/e/index.html/)

Contact: [k-nishimura@tokyo-keiki.co.jp](mailto:k-nishimura@tokyo-keiki.co.jp)

Key words (products and services):

Ku band VTS radar · GaN FET device

Established in 1896 as Japan's first manufacturer of measuring instruments, TOKYO KEIKI INC. had its start as a producer of pressure gauges. For 118 years, we have embraced the themes of world-class technology, quality that responds to the expectations of our customers and creation of new value in the development and manufacture of numerous new products that are reflective of the times and dramatic advances in technology. TOKYO KEIKI INC. is organized into five companies. The Marine Systems Company, the Measurement Systems Company, the Fluid Power & Control Systems Company, The Inspection Systems Company and the Electronics Systems Company.

With a primary focus on the defense market, the Electronics Systems Company manufactures systems that meet demand for advanced avionics and navigational equipment as well as maritime traffic systems that enhance safety and efficiencies, both critical functions in offshore transportation management. Conditions like those of the Tokyo Bay or the Seto Inland Sea, where a large number of vessels sailing in narrow channel, require maritime traffic control and aids to navigation activities to prevent sea accidents in advance. To ensure that this kind of vessel traffic is safe and efficient our maritime traffic systems play an important role. Contributing to the safety of maritime traffic routes, TOKYO KEIKI delivers the whole items of VTS. Japan Coast Guard deploys our VTS products in congested sea areas. Japan Coast Guard recently replaced an existing magnetron Ku band radar with a solid-state one. This is the world's first-ever Ku-band solid-state VTS radar, which is some of the most congested harbor areas in the world.

The Electronics Systems Company also provides microwave devices that are the core components of commercial wireless communication equipment, helicopter broadcast systems and VTS/surveillance radar systems. Also, in the key communications equipment market, which offers the best prospects for growth of all our target markets, we will develop applications for our solid state power amplifiers (SSPA), which are semiconductor-based microwave amplifier devices. We are targeting a wide range of applications, such as plasma light sources, ultraviolet sterilization, dielectric heating, and radar systems. As part of these efforts, we are creating a volume production system for GaN FET devices, which are highly cost-competitive. We plan to market the products in Japan and overseas.



Company Web site: [http:// www.transas.com/](http://www.transas.com/)

Contact: [info@transas.com](mailto:info@transas.com) · T. +33 4 89 86 41 00

Key words (products and services):

VTS · VTMS · Port Management · Vessel Traffic Management · 3D VTS · Coastal Surveillance · AIS Solutions

Transas Group is a world-leading developer and supplier of high technology solutions for transport, oil-and-gas industry, security, and defence industry. Transas Marine International is a Transas Group company, with headquarters located in Gothenburg, Sweden. Transas Marine offers its customers state-of-the-art navigation, simulation, vessel traffic and port management solutions, backed up by a worldwide service and support network. Company's global network includes 23 own offices and over 260 distributors, through which Transas products and solutions are successfully deployed globally.

Transas Port and Vessel Traffic Management Solutions are designed to serve the needs of the maritime industry and meet the challenges of our clients.

With more than 200 VTS installations worldwide, we continue to focus and develop our expertise in a wide range of sectors: Vessel Traffic Management, Coastal Surveillance, Offshore and Renewable Energies and other industry sectors.

Our highly flexible and scalable solutions are suitable for nearly all ports and harbours, complying with international standards and ensuring maritime safety and navigation efficiency, as well as protecting the marine environment.

Transas' primary vessel traffic management solution - Navi-Harbour VTS, is a state-of-the-art system designed to ensure maritime safety and navigation efficiency, as well as to protect the marine environment and adjacent shore areas from the possible adverse effects of marine traffic.

Navi-Harbour is the solution of choice for large-scale and high-density ports, and when it is necessary to integrate several existing sites.

One of the Navi-Harbour's advanced features is 3D VTS, a full-scale 3-dimensional view of the navigational situation in the VTS area. Based on real-time VTMS data, this invaluable tool enables the VTS operator to observe the navigation situation from a variety of different perspectives.

The Transas Port Management Information System (PMIS) is designed for real-time planning and fully integrated management of major port operations and related business processes, including vessel calls management, chartering, allocation of cargo handling equipment, invoicing and detailed management/statistical reporting. Coupled with Transas VTMS software, PMIS can receive real-time information about each vessel arriving in a port and monitor its location in operational areas. In addition, PMIS' integration with 3D VTS functionality allows users to visualize the navigational situation in a port and provides the VTS operator with 3D views.



Company Web site: [http://www.trimble.com/infrastructure/dgnss\\_navigation.aspx/](http://www.trimble.com/infrastructure/dgnss_navigation.aspx/)

Contact: [Infrastructure\\_Sales@Trimble.com](mailto:Infrastructure_Sales@Trimble.com)

Key words (products and services):

Trimble · DGNSS · Navigation Infrastructure · Sea and Port Navigation · SOLAS MSK · DGNSS Beacon Rack · Charisma · Trimble Coastal Center · NetR9 GNSS Receiver · NetM3 MSK Modulator · Solar Cabinets.

As the industry leaders in the design, installation, and maintenance of large geodetic networks, Trimble provides global, scalable real time networks for safety of life at sea (SOLAS) infrastructure including marine beacons for sea and port navigation, and combined technologies for critical civil infrastructure monitoring of port and naval infrastructure (quays, cranes, ship locks, etc).

With over two decades of MSK DGPS experience in providing customers with individual system components, consulting services or complete 'turn-key' complete systems' integration, Trimble is dedicated to providing advanced and complete solutions into the maritime market. Systems integration capabilities range from supplying complete operational DGNSS racks to transmitter integration to complete site installation and commissioning. Trimble beacon site commissioning history includes installations for major world coastal authorities. The installations span worldwide, including developing countries with the associated challenges in terms of power, inter-site-communications and logistics. As an industry leader in GNSS infrastructure, Trimble is committed to keeping this unique leading role in the maritime and in similar markets that share a strong demand for SOLAS-type of navigation infrastructure.



Company Web site: [http:// www.vega.co.nz/](http://www.vega.co.nz/)

Contact: Alistair Taylor, CEO

Key words (products and services):

Marine beacons · LED beacons · Sector lights · AtoNs · Aids to navigation · AIS, marine navigation · PEL lights · Lead lights · Monitoring · Traffic lights · Solar beacons · Obstacle lights

Vega Industries Ltd designs and manufactures lighted marine aids to navigation, and optical, electronic and electro-mechanical instruments. These have been used mostly for the guidance of marine vessels. Since its establishment in 1972, Vega has developed many types of signal light which have made a significant contribution to transport safety in many parts of the world.

The company has its factory in Porirua, which is located 20km north of Wellington, the capital of New Zealand. The factory features a fully-equipped modern machine shop including three CNC lathes and three CNC milling machines. Many Vega beacons are made from marine-grade alloys to provide strength, dimensional stability and heat conduction for cooling. Also contained within the factory are the assembly and testing areas for electronic and optical systems. These include two computerized zero-length photometry facilities, goniometer, and an environmental chamber for extreme temperature and humidity testing.

Vega employs specialist staff who have expertise in software development, electronic circuit design and solar power optimization in order to provide the full design and development capabilities that are necessary for development of new products and to provide support for existing and legacy products.

Vega maintains ISO 9001:2008 Quality Management Certification for the design and manufacture of all its products. Vega is also an Industrial Member of the International Association of Lighthouse Authorities. Our product range:

- LED marine beacons covering the 1NM to over 20NM range (T=0.74). Solar or standalone types.
- Barge lights.
- Omni-directional LED sector lights, to individual customer specifications.
- Uni-directional LED sector lights, also to individual customer specifications.
- LED PEL sector lights.
- LED linear lead lights.
- LED range lights.
- LED marine traffic lights.
- PEL sector lights, proven designs which have been in production for over thirty years, with many still in operation.
- Rotating beacons: LED (1.5 million candela peak), and incandescent.
- LED obstacle lights to ICAO Type and Type B
- Monitoring and communication products including VegaWeb, VegaSMS and AIS.

Suffice to say, our experience with designing advanced optical and electronic systems intended for years of reliable performance in harsh marine environments is second to none.





Company Web site: <http://www.wealthmarine.com.sg/>  
Contact: 12 New Industrial Road, Morningstar Centre, #02-03. Singapore 536202  
Tel: +65-64876232; Fax: +65-64876230  
Email: [sales@wealthmarine.com.sg](mailto:sales@wealthmarine.com.sg)

Wealth Marine Pte Ltd, Head Quarter based in Singapore, specializes in development, manufacturing and marketing of marine aids to navigation products, aviation obstruction lights, traffic lighting and other optical equipments.

In order to cater for ever increasing demand of navigational signal equipments in the marine industry, our company possesses a manufacturing plant. This plant is capable of manufacturing a product according to any customized needs and technical requirements of our valued customers.

In addition, to constantly keep up with the latest technology and meet the clients ever changing technical requirements, Wealth Marine have also set up our own testing and research centre. This comprises of laboratories equipped with comprehensive testing facilities which are capable of measuring light intensities, power consumption, divergence, light distribution and other characteristics of light source.

Some examples of our products include floating buoys and barriers of different materials, radar beacons, whole range of marine signal lanterns, rotating beacons, aviation obstruction lights etc.

For a range of some products available, please visit our website [www.wealthmarine.com.sg](http://www.wealthmarine.com.sg) or contact our office in Singapore for more information.

Owing to our excellent customer service and 'state of art' quality products, we have supplied and provided installation services to numerous end-users in the South-east Asia regions.

Wealth Marine Pte Ltd has attained IALA (International Association of Marine Aids to Navigation and Lighthouse Authorities) Industrial Membership. All our products are manufactured in accordance to, and in full compliance with IALA Recommendations and Guidelines.

Wealth Marine Pte Ltd has been accredited ISO 9001:2000 certification by UKAS.

Wealth Marine proudly announce that the company have successfully registered our bizSAFE Enterprise Level 3 status with Work Safety and Health Council (WSH Council) in Singapore.



Aids to Marine Navigation Solution  
**WOORI MARINE CO.,LTD.**  
<http://www.woorimarine.com>

Company Web site: [http:// www.woorimarine.com/](http://www.woorimarine.com/)

Contact: Ms. JinJu LEE, Managing Director of International Business Development Team

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Tel: +82 (0)10 6301 6690 · +82(0)32 623 6690

Key words (products and services):

Manufacturers and suppliers of:

A wide range of aids to navigation equipment · Advanced AtoN AIS Technology

· Monitoring and Control System · LED Lanterns (Self-Contained, Revolving Lanterns)

· Bridge & Barge lights · Solar Charge Controllers · Beacons, Buoys · Fog Horns

Founded in August 2002, Woori Marine Company Limited has grown to become one of the leading manufacturers and suppliers of marine Aids to Navigation equipment and products. Based in the Republic of Korea, we offer customers a wide range of products such as Buoys, LED Lanterns (including Self-contained lanterns and Revolving lanterns), Light beacons, Designed Lighthouses, Fog horns, Solar Charge Controller, AtoN AIS and remote monitoring systems; we also provide technical solutions to navaid related matters.

Woori Marine Co., Ltd. is dedicated to provide advanced innovative technology, high quality latest design products and solutions for its customers; we deliver robust and well-proven products. We are a major supplier of navigational aids in the South Korean domestic market and in the past 3 years, have expanded our business into countries in the Southeast Asia and Africa. Currently, Woori Marine Co.,Ltd. is negotiating supply of navaid products to the Oceania region.

To learn more about our products and strengths, we cordially invite you to visit us at the IALA-AISM Conference 2014, Exhibition Stands # 50&51 - or at [www.woorimarine.com](http://www.woorimarine.com) !



Company Web site: <http://www.zenilite.co.jp/english/>

Contact: Mr. Tatsuo Asano. Manager of Singapore Office

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Key words (products and services):

Spar buoys, plastic buoys, chain buoys, lanby, beacons, marine signal lights and power systems, lighthouse towers, radio monitoring & control systems, and AIS (Automatic Identification System) products.

Marine aids to Navigation related research, development and designing, AtoN engineering and maintenance.

Zeni Lite Buoy Co., Ltd. (Zeni Lite) is a global leader in the design and manufacturer of marine aids to navigation and marine safety and environmental systems.

Zeni Lite is a wholly owned subsidiary of Zeniya Aluminum Engineering Co., Ltd. (Zeniya) a privately held group of companies with manufacturing facilities located in Okayama and Osaka, Japan and Chonburi, Thailand.

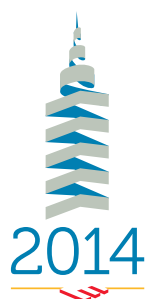
Zeniya was founded in 1948 as a manufacturing and engineering company, servicing the commercial and consumer markets, specialising in the punching and forming of metal products using specially designed presses. In 1963, the company embarked on the design, development and manufacture of marine aids to navigation (AtoN) as Zeni Lite brand.

Since the company's inception, Zeni Lite has grown into the world's largest manufacturer of marine aids to navigation systems and continues to be a leader in this field. Zeni Lite invests heavily in 'Research & Development, which has enabled the company to stay at the forefront of this field offering our clients, a superior product incorporating the latest features and proven technology.

Zeni Lite has been supplying a wide range of AtoN, both domestically in Japan and globally, and the company's excellent track record is a testament to this success.

We have gained over the years a tremendous amount of experience and knowledge enabling our organisation to 'customise' our buoy and beacon designs and other unique products, to suit client's operational conditions and specific requirements.

Product lines include a wide range of floating aids (spar buoys, plastic buoys, chain buoys, lanby), beacons, marine signal lights and power systems, lighthouse towers, radio monitoring & control systems, and AIS (Automatic Identification System) products for providing navigation data and meteorological and hydrological data direct to ship's bridge and shore base monitoring stations.



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### *Technical secretariat*



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