



## Hemexpo and military link-up

**Hellenic Marine Equipment Manufacturers and Exports (Hemexpo) has signed an MoU with the Hellenic Manufacturers of Defence Material Association (SEKPY), expressing their mutual intention for closer collaboration between Greek merchant shipping and defence industries.**

The partnership will aim to increase exports, increase research and development funding, and increase product certifications for both groups within Greece.

Christos Papakis, Executive Director of Hemexpo, told *Posidonia Today*: "Our target is to promote healthy Greek companies, and dynamic combinations. Hemexpo has mostly given its products to the deep sea market – but now, we see a big increase in the equipment needed for the naval vessels."

Papakis stressed the move would be an important step for Greek equipment manufacturers in accessing the export market. "We are signing this MoU to promote common activities, and promote companies far away in the defence field," he said. "New products which will be requested not only in Europe but abroad also." He added there would be many opportunities for synergies between Greek merchant ship technology and defence technology.

Hemexpo VP, Kostas Fanouriadis, said: "Sharing knowledge and cross-sector collaboration are essential in order to develop innovative products and solutions. SEKPY represents 160 Greek companies and we are looking forward to enhance synergies and the strategic development of the Greek shipping and defence industries."

## Owners want to be heard

**Shipping is required to face the complex challenges placed by the progressively stricter IMO and EU environmental legislation and the financial issues related to them, said Greek Shipping and Island Policy minister, Ioannis Plakiotakis.**

Referring to decarbonisation as a 'flaming issue' and as one of the biggest challenges for shipping, the minister said: "Shipping has to secure, in the very near future, worldwide availability of safe alternative low- and zero-carbon fuels and the related infrastructure. We are, however, still far from there."

Plakiotakis made his comments in his keynote address to the Hellenic Marine Environment Protection (Helmepa) panel of the Helmepa Conference on the third day of this

year's Posidonia Exhibition.

The minister stressed the importance of new financial instruments and resources to fund the journey to decarbonisation. "Higher standards of safety and environmental performance often come from different organisations, but always at an important financial cost. Financing of innovative solutions for the reduction of pollution from vessels and enhancement of energy efficiency of ships, including the installation of pioneering technological equipment, or the building of ships of innovative design and systems, presupposes the existence of funding mechanisms beyond the traditional ones."

He said: "The transition to a carbon-free future requires that we gradually move from the current uncertainty to a

safe environment that will be leading future investments and make sure that they result in the expected benefits for the environment, entailing a mix of targeted and flexible, private and public funding."

He called on the EU and the International Maritime Research Board and Associated Fund to generously support and contribute to the required funding through sources such as the EU structural budget and other industry-led initiatives.

IMO secretary general Kitack Lim in a prerecorded video message, repeated the industry's view that to "decarbonise a truly global industry global solutions are needed". Lim said: "Our goal is to ensure shipping

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## Shipping still “behind the curve”

**Shipping’s digital era has not yet led to more accountability or optimised outcomes. In fact, it has created a complicated world of fragmented systems that don’t communicate with each other and still require a significant amount of manual and often duplicated input to leverage properly. So says Sean Fernback, President of Wärtsilä Voyage, as he outlined the merits of the company’s Fleet Optimisation Solution (FOS).**

“Shipping is behind the curve in terms of its digital technology,” he declared. Although data is gathered across a range of processes, most of this data often doesn’t leave the vessel, which means it’s never utilised. “Data for the sake of data has no value – it’s the insights derived from it that are useful.”

FOS is a platform with a range of apps designed to meet the requirements of the various parties involved in a particular voyage including optimisation, analysis, stakeholder reporting, fuel management, and decision support. It is designed to generate the most value from sharing data as opposed to hoarding it, Fernback explained, enabling better decision-making and safer, compliant, more efficient operations.

“From a commercial perspective, the optimisations achieved through FOS can improve revenue and increase asset value. FOS can help cut fuel costs – by far the largest single cost to shipping operations ... by combining nautical and engine room data,” he said. “It reduces time needed for route planning and optimisation, and simplifies ship-to-shore reporting.”

FOS is set up to make the most of short-term optimisation, but also to assist in identifying ways in which adjustments to operations can lead to improved efficiency in the future. This has never been more important in a ship operating context, as operators come to terms with a multi-fuel future, the challenges of decarbonisation, and stricter monitoring and reporting requirements.

Digital technologies have a low barrier to entry in terms of cost and time, Fernback pointed out, but they can have a major impact on achieving decarbonisation targets. Such improvements will become increasingly important in the years ahead



as carbon intensity indicator (CII) requirements become stricter over the second half of the decade. At the same time, ship operators will have to monitor, report, and even prove to charterers and regulators that ships are meeting those CII targets.

In the near term, FOS has immediate potential for helping ship operators to raise their initial CII assessments. “CII is all about optimising the vessel, routes, speed, and consumption,” Fernback said. “With the right data, you can make informed decisions quickly and cost-effectively to improve a vessel’s CII rating in the short term, whilst also putting it in a better position when looking at the 2025 revision.”

He insists that vessels must become more connected and intelligent as ship operators must account to other parties in the supply chain around them. “We believe there are very tangible and immediate operational benefits from these technologies that will also set us on the pathway to truly intelligent and greener fleets in the very near future,” he concluded.

– Continued from page 1 – **Owners want to be heard**

continues to operate safely, securely, and efficiently. Our goal is to ultimately decarbonise shipping and for that, we need to collaborate between all stakeholders to develop sustainable solutions. I very much hope for your support in our endeavours. We must continue our voyage together and leave no one behind.”

Melina Travlos, President of the Union of Greek Shipowners (UGS) said: “The Union of Greek Shipowners will continue to work consistently and with dedication, in order to adopt realistic and feasible solutions that will lead our industry in this new era.”

A powerful panel of six of Greece’s biggest shipping companies, with a combined collective fleet of 354 vessels, or 7% of the total Greek-owned fleet, followed to discuss ESG issues in the shipping sector. They were: Suzanna Laskaridis, Director Laskaridis Shipping, Milena Pappas, Commercial Director, Starbulk Carriers, Thanassis Martinos, Managing Director, Eastern Mediterranean Maritime Limited, Aristidis Pittas, CEO, Euroseas and Eurodry, Simeon Palios, Director and Chairman, Diana

Shipping, Nikolas Tsakos, President and CEO, Tsakos Energy Navigation.

Tsakos said: “Greece is the Silicon Valley of shipping. We don’t want to be just the guinea pigs for any new legislation without been consulted first. The status of shipping is not yet appreciated because as an industry we are fragmented. It took a pandemic for people to start realising the importance of the industry and its contribution to world trade. We need assistance to continue reducing our footprint from 2.5-2.8 % that we are today to lower levels.”

Pittas said: “We have been putting far too much emphasis on the E part of the ESG [Environmental, Social, and Governance] equation because I believe it is the easiest to tackle. Putting too much energy on the E we may be losing on the S, especially because the first thing we should care for is society and the social inclusion for everybody. We are trying to decarbonise faster than society at large can cope with, especially in developing countries. We should not forget society and the importance of good governance principles and practices for our companies.”



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# ABS decarbonisation focuses on hydrogen, carbon value chains

The new report into low carbon shipping by classification society ABS focuses on two value chains – hydrogen and carbon. The fourth edition of the ABS Setting the Course to Low Carbon Shipping series was launched at Posidonia 2022 on Tuesday focusing on the opportunities for the industry in the transformation of the energy system.

Speaking at the launch, Georgios Plevrakis, ABS Vice President, Global Sustainability, said: "In the Outlook we are trying to explore the new dimensions – how shipping could enable the transition and how shipping can benefit as an enabler? What fuels and technologies are available for shipping to lead the transition rather than be a follower?"

To achieve net zero emissions across the energy system will require energy efficiency and behavioural change. For this, electrification, renewables, hydrogen and hydrogen-based fuels, and carbon capture, utilisation and storage will form the key pillars of decarbonising the global maritime energy system.

"This is why exploring the two critical energy transition value chains of hydrogen and carbon is at the heart of this latest research from ABS," said Plevrakis. The report explores how shipping will become a significant value change enabler as the transportation carrier for new energies and explores technologies that leverage these new energy sources.

The report also examines the boundaries applicable to shipping with concept designs of liquified hydrogen and Liquified CO<sub>2</sub> carriers that could support these two value chains.



Georgios Plevrakis: "We are trying to explore new dimensions."

The ABS report does not stop at technology and adds an extra layer on carbon economics. "We attempt to unwrap these new layers of decarbonisation, by navigating through the concepts of carbon pricing mechanisms, carbon offsets carbon accounting and, ultimately, carbon economics," said Plevrakis.

## A first in Greece for TMS Cardiff Gas

TMS Cardiff Gas has made the first step towards digital medical care in Greece, by choosing MedAssist.online's solutions for a pilot project in this field. This step by the George Economou-backed company proves that crew health is a top priority in the maritime industry.

MedAssist.online, represented in Greece by Oriani Hellas, supports shipping companies and their crews when it matters most.

Its comprehensive and user-friendly applications enable medical care anywhere, simply by using a tablet with low to zero bandwidth.

They are simple, reliable, affordable and cost-effective, because MedAssist.online is determined to "bring the doctor to the vessel".

## List of Confirmed Conferences & Seminars at Posidonia 2022

	Organiser	Event Title	Posidonia Venue	Time	Contact Organiser
THU 9/6	Global Maritime Club in association with Seatrade Maritime	Global Maritime Club Summit	Conference Hall	10:30-19:00	emma.howell@informa.com
	American-Hellenic Chamber of Commerce (AmChamGR)/ North American Marine Environment Protection Association (NAMEPA)/ U.S. Commercial Service, U.S. Embassy Athens	3rd Trading in US Waters: Towards a Decarbonized Maritime Sector by 2050, Seminar	Seminar Room Central	10:00-15:15	vts@tzooglou@amcham.gr maria.georgiou@trade.gov executive@namepa.net
	School of Mechanical Engineering, Aristotle University Thessaloniki & Atmospheric Composition Research, Finnish Meteorological Institute	H2020 SCIPPER and EMERGE Projects: Monitor and decrease emissions of shipping	Seminar Room 1A	10:45-12:30	scipper.project@gmail.com androniki.maragkidou@fmfi.fi jaakko.kukkonen@fmfi.fi
	RINA Consulting	Enginmonia Project	Seminar Room 2A	10:45-12:30	info@enginmonia.eu
	SHIPSERV Ltd	Powering Simple, Secure and Sustainable Trade in the Maritime Economy	Seminar Room 2B	10:45-12:30	akris@viescaite@shipserv.com
	Admiralty Maritime Data Solutions	Navigating the Maritime Future	Seminar Room 1B - Sponsored by Admiralty	11:00-13:30	events@ukho.gov.uk
	DataPorts consortium	DataPorts H2020 Project - Cognitive Ports of the Future	Seminar Room 1A	12:45-14:30	anbelpel@urpv.es
	Hellenic Institute of Marine Technology	New Technologies 2023, 2030, 2050 and Beyond	Seminar Room 2A	12:45-14:30	info@hlmint.org.gr
	ABS, Global Ship Systems Center - Joint Development project with ABS, SDARI (CSCC), Thordon Bearings Inc. and National Technical University of Athens	Stemtubeless Vessels	Seminar Room 2B	12:45-14:30	cleontopoulou@eagle.org
	Orca AI	Enhance fleet safety and efficiency with AI and computer vision algorithms	Seminar Room 1B - Sponsored by Admiralty	13:45-15:15	keren@orca-ai.io
	Economia Group - Kerkyra Publications SA	Winning Shipping Strategies	Seminar Room 1A	14:45-16:30	chzabeta@economia.gr
	A.S. Prote Maritime Ltd	Effectively Supporting anti-Piracy Measures and Contributing to the Recovery of Hostages and Vessels by using UAS; the Active Role of the Aboard System ARSx2	Seminar Room 2A	14:45-16:30	info@as-prote.com
	Sea Commerce (America) Inc. Houston Texas	Decarbonization: Rise of methanol as a future-proof marine fuel	Seminar Room 2B	14:45-16:30	salavis@seacommerce.co
	American-Hellenic Chamber of Commerce (AmChamGR)/ SHIPPINGINSIGHT/ U.S. Commercial Service, U.S. Embassy Athens	SHARK TANK Event	Seminar Room Central	15:15-16:30	vts@tzooglou@amcham.gr cwalker@shippinginsight.com
	Admiralty Maritime Data Solutions	Meet the UKHO experts	Seminar Room 1B - Sponsored by Admiralty	15:30-18:00	events@ukho.gov.uk
FRI 10/6	Hellenic Electricity Distribution Network Operator S.A. (HEDNO S.A.)	Supporting the Proteus plan for the decarbonization of the maritime sector via the electrification of ports	Seminar Room 1A	16:45-18:30	jprousal@naval.ntua.gr
	Venlys Maritime Specialisation Services	Human Machine Safety Culture: a strategic element for the Human Performance in Shipping	Seminar Room 2A	16:45-18:30	info@venlys.com
	Hyundai Welding	Introduction to HiBallast NF and other products: Hyundai Welding Seminar 2022	Seminar Room 2B	16:45-18:30	srcho@hyundaiwelding.com
	Isalos.net & Real Time Graduates Conference - Under the Auspices of Greek Shipping Co-Operation Committee, INTERCARGO and the Hellenic Engineers Society of Great Britain (HESGB)	At the Helm of Global Shipping: Ensuring Continuity in times of Change	Seminar Room Central	17:00-19:00	cp@gratias.gr
	Young Executives & Students (YES) Forum	YES to Shipping Forum 2022	Conference Hall	10:30-17:00	info@yes-forum.com
	Metropolitan College/ Maritime Academy	4th International Conference on Maritime Education - The impact of geopolitics on the future of shipping	Seminar Room 1B - Sponsored by Admiralty	10:45-14:30	yapostolopoulou@mitropolitiko.edu.gr
	National Technical University of Athens	Port Facilities for Small Crafts and Yachts in Greece	Seminar Room 2A	10:45-12:30	dgiantis@mail.ntua.gr
	SPARES CNX	The answer to Inventory mis-management: A Data-Driven Solution that creates Value out of Chaos	Seminar Room 2B	10:45-12:30	mshih.khemani@sparescnx.com
	Union of Greek Shipowners	Press Conference	Seminar Room Central	11:00-13:00	posidoniapress@extrovert.gr
	Turku University of Applied Sciences	MarSOT - Next Generation Training in Maritime Safety	Seminar Room 1A	12:45-14:30	uha.sairinen2@turkuamk.fi
	University of the Aegean-Department of Shipping Trade and Transport	Performing amidst high uncertainty: shipping resilience	Seminar Room 2A	12:45-14:30	nlambrou@aegean.gr
	Alpha Marine Consulting (AMC) in collaboration with University of Birmingham (UoB)	Ship Decarbonization Technologies & Human Factors Development: A Zero Accidents - Zero Emissions Sustainability Goal	Seminar Room 2B	12:45-14:30	posidonia@alphamc.com
	Teamworks & Online Data	The contribution of Digital Technologies to the development of Shipping and MultiModal Transports: Strategies, Policies, Actions and Developments	Seminar Room Central	13:00-17:00	p.triantafyllou@teamworks.gr info@teamworks.gr
	Economic Development Board Mauritius	Mauritius: Your Next Destination for Maritime Services and Ship Registry	Seminar Room 1B - Sponsored by Admiralty	14:45-16:30	rachna.ramkhalawon@edbm Mauritius.org



## Best shipping market in 15 years: Vafias

Shipping is enjoying “easily” its best markets since the boom of 2007 according to Greek shipowner Harry Vafias. “If you exclude VLCCs, which are currently loss making and are the exception, everything else containers, LNG, LPG, crude oil and product tankers are all doing very, very well and prices for those ships are going up on a weekly basis,” Vafias said in an interview on Wednesday.

“So yes, I don’t think we’ve seen this kind of market in 15 years so it was a long time coming.”

Vafias controls a diversified fleet under four different companies - StealthGas, the gas shipping arm; tankers under Stealth Maritime; dry bulk under Brave Maritime; and the newly US-listed tanker company, Imperial Petroleum.

Whether it’s a good time to sell given high vessel prices it depends on the particular circumstances of an owner and levels of debt. “For us now we are not selling because we do believe the good markets will stay for a bit and the profit we could make by selling we can make it by trading. On the other hand we were always very conservative on debt levels so as a group we have debt below 30% so we



don’t need to sell to please the banks,” he explained.

“For a smaller, family-owned company with higher debt levels I would say you should sell a couple of ships and put some money on the side for the downcycle when it comes.”

A star performer has been smaller, handysize dry bulk carriers. “The handies have had a phenomenal last 12 months because of the booming container market and rates of a lot of breakbulk commodities are now being in handies and which have one of the smallest orderbooks than any other shipping sub-sector,” Vafias explained.

“Dry handies have been the best performers both in value appreciation and in charter income, for us the handies are the best moneymakers.”

## Celebrating Korean-Greece partnerships

**He Jung Il Lee, ambassador of the Republic of Korea to Greece opened the third Korean-Hellenic Maritime Cooperation Forum at Posidonia 2022 on Wednesday, 8 June.**

Highlighting the connection between the two countries – signified by the shared latitude – the ambassador emphasised the importance of Korea’s shipbuilding services that supply the Greek ownership market.

Celebrating 60 years of diplomatic relations between the two countries, Greece’s Shipping and Island Policy minister, Ioannis Plakiotakis, joined the forum to deliver the keynote address.

Seconding the ambassador’s words,

he said that this year alone, 22 ships have been ordered to be built in South Korea by Greek owners. Those were due to the “state-of-the-art technology and quality of the South Korean shipyards,” said Plakiotakis said.

That said, the best ship can’t sail without a crew, which is why the Greek maritime industry will launch an enhanced maritime training and education programme later this year, the minister announced.

Following the keynote speech, several presentations were held discussing shipping at the forefront of change, ship finance, and GHG emission reduction potentials – especially in the marine equipment market provided by South Korea.



## Carbon Capture solution is eye-catching

**Fossil fuels such as coal, oil, and natural gas that we are currently using have accelerated the industry, but as we all know they emit air pollutants such as CO<sub>2</sub>, resulting in global warming.**

As global efforts are made to move to a carbon neutral society, reducing CO<sub>2</sub> emissions has become the goal with the shipping industry carbon neutrality is to reduce CO<sub>2</sub> emissions.

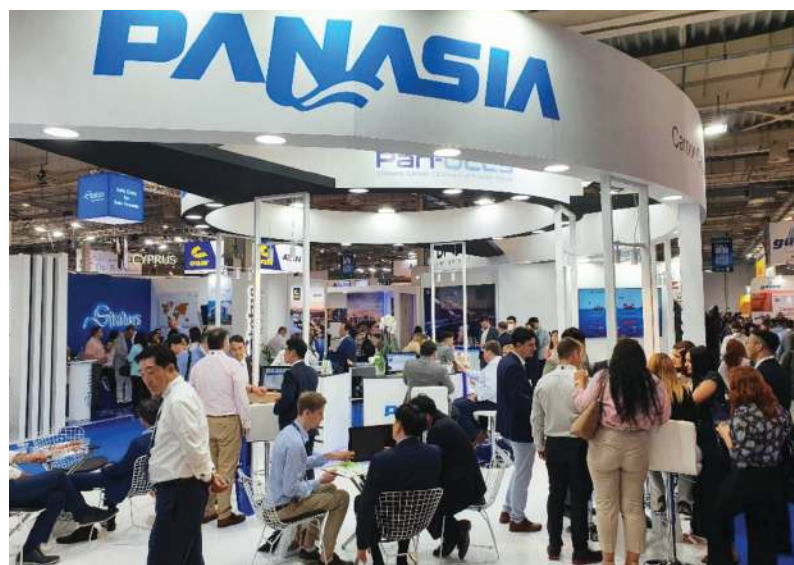
The shipping industry is also making efforts to reduce CO<sub>2</sub> through Energy Efficiency Design Index (EEDI) and Energy Efficiency Existing Index (EEXI) and Carbon Intensity Indicator (CII) through IMO MEPC meetings, like the one this week running concurrently with Posidonia.

Exhibiting at Posidonia there are some 50 companies presenting various solutions such as using cleaner fuel and improving operating efficiency which are being discussed to satisfy CII regulations, with the installing of CCS (Carbon Capture Storage) system considered the most realistic alternative.

As South Korea’s Panasia Co argues, CCS is realistic because to adopt newly designed main engine powered by ammonia or methanol is not ready for commercial use and needs further development. In addition, comparing the energy density between conventional and cleaner fuels such as ammonia and methanol, cleaner fuel requires 2-3 times more to generate the same power by the conventional fuel. And unstable infrastructure and price of cleaner energy is also a concern.

At Posidonia, Panasia which specialises in designing and manufacturing environmental equipment for ships such as BWTS and scrubbers, is drawing attention by introducing an Onboard Carbon Capture System (OCCS) that can respond to CII regulations.

Specially, the Onboard CCS, which was developed jointly with Samsung HI, has been approved by Korean Registry with an AIP (Approval In Principle) and is taking



the lead in the field. Panasia’s Onboard CCS is compatible with HFO and a technology that absorbs CO<sub>2</sub> using solvent and separates it from the Stripper Tower.

Panasia notes shipowners seriously considering the installation of OCCS are concerned over the supply of solvent. For Panasia, OCCS installed on their test barge to examine commercially available solvents provided the advantages of finding the most suitable and efficient treatment and additionally, it led Panasia to develop its own solvent which the company says provided a higher efficiency and has led to Panasia supplying the newly developed solvent globally “at a competitive price”.

## DNV advises long-term thinking on ship design

As well as noting the general shift toward LNG-fuelled newbuilds recently, DNV has laid out a new gas carrier model quantifying the benefit of various efficiency retrofits, including rotor sails, carbon capture, fuel cells and shore power. Future retrofits of currently nascent technology will be key to improving the profitability and longevity of existing ships, the classification society has concluded.

The model calculated that wind power was one of the most commonsense retrofits for vessels that can use it, providing fuel savings of around 6% annually while generating some of the lowest lifecycle costs.

Overall however, carbon capture and storage (CCS) would have the lowest lifecycle costs, DNV calculated, and would provide some of the best CO<sub>2</sub> emission reduction potential. This was the "most surprising" result, said DNV Business Director, Gas Carriers & FSRUs, Martin Cartwright.

Cartwright qualified this by saying that the technology would probably not be available, either for retrofit or at the newbuilding phase, before 2025. Instead, shipowners were advised to "strategise over longer timelines" and



prepare to retrofit the technology.

Solid oxide fuel cells were also suggested, as well as shore power. A further issue, Cartwright pointed out, is that the effectiveness of CCS will be contingent on the ability of port-based infrastructure to offload the captured CO<sub>2</sub>. "Land-based technology needs to be in place for carbon capture," Cartwright noted. "This is very important for carbon capture in particular, we need support from the ports to make sure we can offload that CO<sub>2</sub> storage."

Overall, DNV suggested it would be wise to build vessels with these long-term technologies in mind, even if they do not leave the yard with them. "Even with the most modern vessels today, you may have to take action from 2035 to 2040 if you want those assets in the water to be utilised as long."

## War – KYC/KYS more critical than ever

War in Ukraine has disrupted long-established trades, particularly in dry and liquid business out of the Black Sea, and a sound knowledge of customers and suppliers is more important than ever. John Veson, CEO and co-founder of Veson Nautical, a digital freight management specialist, stresses that KYC/KYS (know your customer/supplier) is now an even more critical part of chartering and operations work flows.

Having the right data to hand is essential, he says, to ensure that shipping's supply chains can trade effectively and in compliance with all sanctions and regulations. It can also help companies to avoid costly payment delays, or worse, as they trade.

Veson emphasises the importance of the Greek market which, he says, ranks first with over 20% of the world's tonnage and nearly 60% of the European Union fleet. "Greece is a significant and growing market for us," he reveals. "We recently opened an office in Athens and are expanding our presence in Greece through the acquisition of Q88 [a maritime information management and software platform]. In 2020, we had one team member in Athens; today, we are 11



and growing. Furthermore, we are now able to offer chartering and operations tools to support Greek shipowners in all segments and of all sizes."

Veson notes great digital advances of the last five years but now industry-wide standardisation is a key focus for his company. "Currently there is no standard way to exchange, interpret information, or effectively speak in a common language across the industry. This makes it very difficult to exchange data, as data from different sources do not match up," he explains.

Looking to the future, there is significant potential in standardisation. "The direct sharing of information between connected systems will become commonplace," he predicted, "with business being transacted in real time and where data is processed in a structured, scalable, and actionable way to facilitate the best possible decision-making."

## Survitec: Battery fires pose new challenge for shipping

Survitec is trying to raise awareness of the challenges posed by new fuels, but particularly, the increasing prevalence of lithium-ion batteries both above, and below deck.

Lithium battery fires are challenging to put out, because battery fires contain their own oxygen, and can burn underwater or even in a vacuum. This means that the only chance for putting out a battery fire is by cooling down the individual cells, and since even the largest batteries are comprised of thousands of small cells, it is not unusual to see a battery fire apparently 're-light', many hours later.

This means that the best way of combating such fires lies in cooling down the individual cells. On a ship, the best strategy is water misting, as water is the only material sufficiently abundant to be used for the duration of the fire. "If you use CO<sub>2</sub> foam, you

typically have one dischargeable," says Finn Lende-Harung, Commercial Director Survitec Group. "So there's a fire in the machinery room, we fill it with CO<sub>2</sub>, and the fire is out. But since in this case [with a battery], the temperature would still be there, and slowly continue to release oxygen.

"A lot of the regulation says that you can use CO<sub>2</sub> systems on a battery fire. But if you disperse CO<sub>2</sub> into a lithium-based fire at a high temperature, that actually splits the CO<sub>2</sub> atom, and you end up with pure oxygen."

Instead, water misting is the solution, Lende-Harung explains. "If you have water mist, you can tap into the sea water, and you won't actually extinguish the fire, but you could cool it down and stop it from spreading."

Given that the purpose of the firehose has shifted, in this case, from smothering to slowly cooling, Survitec is now investigating the



possibility of water mist lances cooling down the water to zero degrees before it is sprayed, to provide maximum cooling potential.

"We're talking enormous amounts of

water", says Lende-Harung. That's the good thing about being on a ship. You have an unlimited water supply, but you are limited in terms of how much of it you can use at once."





Mauro De Micheli, Accelleron (L), with Per Villemoes, VP Sales & Business Development, DanelecConnect, in agreement at Posidonia.

## Partners offer improved analytics service

**Accelleron, the new face of ABB Turbocharging, and Danelec Marine, voyage data recorder (VDR) manufacturer and maritime Internet of Things (IoT) infrastructure provider, signed a partnership agreement to offer a comprehensive digital service combining onboard data collection with dedicated engine and vessel analytics.**

Signed during Posidonia, the joint system delivers real-time operating data through the combined utilisation of Accelleron's Tekomar XPERT marine solution and Danelec's intelligent DanelecConnect maritime IoT infrastructure. Tekomar XPERT marine is a comprehensive digital suite that provides emissions monitoring and powerful insights into vessel performance, while DanelecConnect delivers economic and operational benefits from the advanced use of ship data.

The fast availability of data from a vessel's systems, including the automation system, the voyage data recorder, GPS, electronic chart display and information system (ECDIS), the gyro compass, the engine, propeller, automatic identification system (AIS), and individual sensors, delivered in a standardised and cyber-secure manner, will be analysed via Tekomar XPERT, thereby enabling actionable insights leading to efficiency improvements and cutting additional downtime for maintenance or repairs in port. No further onboard IoT infrastructure is required, and no manual collection of data from the systems is needed.

"Managing maritime assets when they are continuously moving, such as large cargo vessels or tankers, has always been a challenge and having them dock in harbour for extensive periods is very expensive," said Caspar Jensen, CEO of Danelec. He said the partnership "allows shipowners to leverage the benefits of automating data collection and delivering that data to shore for more efficient utilisation, while also enabling optimised performance to keep ships moving and reducing their lifecycle operating costs".

Owners and operators will retain full control over their vessels' data and will be able to share operational signals via a secured and cost-efficient gateway through the Accelleron and Danelec partnership.

"By combining Danelec's high quality data collection capabilities with Accelleron's state-of-the-art analytics software, we are providing seafarers with a higher level of data-enabled services. This is an important step forward as the maritime sector focuses on achieving greater efficiencies and operational optimization," said Mauro De Micheli, head of sales, Marketing and Partnerships for Digital solutions, Accelleron.

## Weathernews Inc growing Greek presence

**Weathernews Incorporated first established its collaboration with Navtor in 2018, but thanks to the pandemic, has not been able to announce it at Posidonia until now.**

Originating in Japan as a pure safety-based service, Weathernews Incorporated has grown and acquired offices in several territories. One of these is in Greece, which began with two staff, and now has grown to around 20, Ioannis Sideris, Business Development Manager, tells Posidonia Today.

Now, the system is being used to provide weather routing information for shipping, which can reduce fuel consumption, "minimise the cost of the voyage," and optimise the approach to port in order to reduce congestion.

"I know that the Greek shipowners mostly know about us because of the reports they are receiving from the charterers. They have viewed us with a bad eye. Now things are different. We have grown enormously, and the shipowners can reach out to us for anything they need."



### LR awards AiP for LNG-powered container ship

Lloyd's Register (LR) has awarded Approval in Principle (AiP) to HJ Shipbuilding and Construction Co. Ltd (HJSC) for a 7,700teu LNG-fuelled container ship. The AiP follows on from a Memorandum of Understanding and a Joint Development Project agreement between the classification society and the shipbuilder, formerly Hanjin Heavy Industries & Construction, signed in November 2021.

The 272mtr vessel will have a GTT Mark III membrane type tank of capacity 6,000cumtr specially designed to minimise impact on cargo capacity. The tank, which is located below the accommodation, has been verified according to LR's gas-fuel rules and the revised IGF Code.

Commenting on the AiP, HJSC Marketing Director, Young-Joon Jean, said: "This is a great milestone JDP for HJSC as we are gearing up for the first-ever LNG fuelled containership new construction project. The AiP will no doubt facilitate HJSC to demonstrate its capability as a full-fledged future ship provider and resume the fame of the containership new build. The collaboration with LR would also imply the design integrity and advanced technology to resonate market presence together with such a best-seller design which is also scalable towards market demand."



## Latsco and Oriani create 3D photorealistic twins

**First Oriani Hellas announces its cooperation with Latsco Marine Management Inc through modelling solution 3D-Cosmos, to create photorealistic twins for its vessels with 3D-scanning technology.**

This decision addresses the need to enhance training procedures and improve crew efficiency. The 3D visualisations of vessel environments allow crew members to

familiarise with them and practice effectively on a daily basis. The solution also mitigates other modern challenges of the maritime industry. It monitors vessel condition in 4K quality, provides tangible proof of its progress and maintenance status over time, and prepares companies for remote auditing. Once again, Latsco showcases its leadership and pioneering position by embracing innovative maritime technologies.



## Thessaloniki and Patras ports seek synergies



The agreement is based on a common vision.

**The Thessaloniki Port Authority (ThPA) and the Patras Port Authority signed a MoU to create high value-adding synergies for both organisations.**

The MoU was signed by Athanasios Liagkos, the ThPA Executive Chairman and Panagiotis Tsonis, md and executive member of Patras Port Authority, during shipping exhibition Posidonia, in the presence of Evangelos Kyriazopoulos, Greece's secretary general of Ports, Port Policy and Maritime Investments, and executives of the two companies.

The agreement is based on common vision both ports for the enhancement of their activities, the leveraging of mutually beneficial regional and interregional partnerships, the overall development of port and trade activities, as well as the promotion of intermodal transport.

The MoU includes joint business initiatives and the exchange of information, best practices and know-how related to issues such as the implementation of logistics solutions, the leveraging of innovative technologies focusing on navigation safety and environmental protection, the strengthening of the two ports' position internationally, the improvement of the services provided, the availability of infrastructures etc.

Kyriazopoulos said: "The evolution of activities and the full leveraging of the possibilities of ports with a significant strategic position, like the ones of Thessaloniki and Patras, bring various and multiplying benefits. A key objective for all of us is for Greek ports to have a critical role in the new era of cargo transportation, logistics, cruise and maritime tourism. On this basis, we welcome the cooperation, which can create important opportunities for the two ports and the national economy."

Liagkos said: "Today is an important day for the Greek port industry, since two companies that play an important role in trade and tourism between Europe and Asia, as hubs for major transit routes, join forces, with a clear growth orientation and with a view towards the future."

Tsonis hailed the MoU saying: "The exchange of experiences between the human capital of the two ports is one of the aspects of this cooperation to which emphasis will be given. This way, we will be better prepared for new challenges and covering the future needs of the shipping industry, by adopting effective and efficient practices."

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Uncertainty among shipowners and investors regarding rules imposed on the shipping industry by regulators within it and outside it leads to investment reluctance from all parties, the TradeWinds Shipowners Forum which opened the packed Posidonia conference agenda June 7, was told.

In view of the uncertainty surrounding long-term regulation and policy-making, Ioannis Martinos, CEO of The Signal Group, said: "Policy-makers should be more decisive. Shipowners need clarity, they are not chemists. Scientists and policy-makers need to guide them and tell them which direction they should move toward."

Regulatory and social pressures to improve carbon efficiencies are driving owner and operator interest in the accelerated adoption of new technologies that improve competitiveness and fuel efficiencies.

Spyros Karampampas of the Association of Innovative Application Companies (SEKE) said: "The speeches and remarks of the prime minister, the president of the UGS and the EU commissioner for transportation at the official opening ceremony of Posidonia 2022 made it abundantly clear that the shipping industry must focus on digitisation and new innovative technologies for decarbonisation and optimisation purposes."

Eleni Polychronopoulou, President of the Hellenic Marine Equipment Manufacturers and Exporters (Hemexpo) and President of METIS CyberTechnology, said: "Greece is the world's biggest shipping power. Within a radius of 30kms between Piraeus and the Athens Riviera sit decision-makers about the operations of 5,000 vessels. That's a lot of power concentrated in a small country which has neither shipbuilding ability nor equipment making facilities. But what it has in abundance is the talent of young Greek entrepreneurs and the might of the Greek shipping community. Each side needs the other, we need the data and the know-how, and they need our software and digital solutions to help them grow and achieve their targets."

## More MoUs from DNV

**DNV signed two Memorandums of Understanding (MoUs) yesterday, with Samsung Heavy Industries (SHI) and Kongsberg Digital (KD).**

The agreements prepare for collaboration on improvements to the classification society's data infrastructure verification system, and the strengthening of SHI's and KD's respective vessel and system design relating to the provision of efficient and standardised data access for shipowners. Knut Ørbeck-Nilssen, CEO of DNV Maritime, signed



for the classification society, Oh Seong-II, Senior Executive Vice President, for the shipbuilder, and Kim Evanger, Vice President, for Kongsberg Digital, a company within the Kongsberg Group.

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