

## Happens at Posidonia 2012



### Minoas sets new gold standard

Visitors to **Glafcos Marine's** Posidonia 2012 stand will get an update on the **MINOAS Project**, the ground breaking EU initiative which has brought together ten private sector companies from six European member states in order to produce a new gold standard in ship inspection.

The project was first launched to the shipping community at Posidonia 2010 attracting much industry and media attention due to the novel technology applications and solutions deployed to equip ship inspectors with specialized tools such as robotic arms, magnetic crawler/climber and crack detection software algorithms.

Since work on MINOAS Project commenced back in 2009, engineers have developed three prototype robotic platforms and two additional robotic devices with the as-

sociated software for control, communication data processing purposes. "The upcoming Posidonia exhibition will provide us with the appropriate platform to reach the desired audience and update the maritime community on the MINOAS' latest developments and overall progress as we are nearing its completion", said Glafcos-Marine Director, Leonidas Drikos.

Amongst the consortium's partners of the MINOAS Project are shipyards and classification societies including Lloyd's Register who manages the hiring costs and coordinates the activities designed to bring out the project's main features. The MINOAS Project will be presented at a high level seminar to take place at the Posidonia Seminar Room inside the Metropolitan Expo on Thursday 7/6/12 at 13.00.

### Swedes' Presence Strengthens

**Sweden** is one of the 20 countries committed to deploying a national pavilion during Posidonia 2012 as the show continues to attract the crème de la crème of the global seafaring community. The Scandinavian country will be participating with a 110 sqm pavilion in Hall 2 of the Athens Metropolitan Expo, with most Swedish participants making their Posidonia debut. In fact, for transportation and sea logistics firm Combitrans, this is the first time that it participates at an international exhibition of any kind anywhere; "Posidonia is our first trade fair outing and our participation is designed to diversify our marketing activities. We hope that our presence will boost sales, turnover and reputation of our company", said Stavroula Arvanitaki, Managing Director. According to another Posidonia newcomer, Baltic Spot AB, there is nowhere else they'd rather spend this summer other than Posidonia. "As

98 per cent of our customers are international companies, it is quite natural for us to participate at Posidonia 2012", said Peter Svensson, the CEO of the company which plans to demonstrate two of its flagship software products during the show. Vassilios Chrysopoulos, Manager of General Turbos, the authorised dealer for the Greek market of Europafilter, a Gothenburg-based marine services firm, also agrees that Posidonia is the best marketing opportunity for the company to meet a lot of potential clients in one go and under one roof. And George Mantis, Managing Director of Systemair, sister sales company of Systemair AB Sweden, an energy-efficient ventilation solutions provider, believes that Posidonia participation is vital for the company which is globally present through wholly owned offices in 60 markets in addition to a network of affiliates spread across 40 countries.

### Ohayo Nippon (Hello Japan)

**B**espoke ship hull forms and newly developed ship designs will be on display at **Japan Ship Exporters' Association (JSEA)** Posidonia 2012 pavilion. Measuring an impressive 245 square metres, JSEA's participation comprises 12 major shipbuilders in a delegation supported by the Nippon Foundation in cooperation with the Shipbuilders' Association of Japan. With all this collective engineering and technological might under one roof, the country of the rising sun promises once again to be one of the brightest highlights during the Posidonia Week.

### TecnoVeritas, winner of the 1st prize of the Seatrade Awards 2012, presents VEEO at Posidonia

**I**n its maiden voyage to Greece for its inaugural Posidonia Participation, **TecnoVeritas** Marine Engineering Consultancy Company is highly ambitious and assured of the significant exposure its services and products will attract during the five days event.

TecnoVeritas received the first prize of the Seatrade Awards 2012 in the Clean Shipping category, with its VEEO "Voyage Energy & Emissions Optimiser", a system complying with SEEMP requirements. Posidonia is the international event chosen by TecnoVeritas to launch in the European marine market this innovative product. "An exhibition, like Posidonia is ideal not only to meet the great Greek shipping and shipping related companies, as well as other non European Union professionals therefore promoting the international expansion and business cooperation", says Dr Jorge Antunes, TecnoVeritas Technical Director & CEO.

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## Water Treatment Systems

Greece-based **TEMAK**, a niche player operating in the water treatment systems and fluid control equipment markets are on their fifth Posidonia outing this summer as the company has already harvested the benefits derived from its previous participations at the

event. "This year we want to promote our innovations and technologies and inform our stakeholders about some of our water projects. We also want to talk to our clients about their needs and educate them about energy efficient and cost saving solutions for boilers, said

Zois Kologgios, General Manager. "Posidonia exhibitors and visitors know that it constitutes the most professional platform for successful business contacts for world shipping leaders, shipbuilders and shipyards, project financing and associated industries".

## Plans for Greek Ops Unveiled

Singapore-based **Nobel Instrumentation**, a stockiest and supplier for marine automation- control and instrumentation items and engine room main and auxiliary machineries, is planning to open an office and a stock warehouse in Greece to provide faster order turnaround to Greek and European customers. The new facilities would make Greece the third country where the company maintains physical presence, following Singapore and the United Arab Emirates. Naeem Dola, Director, said: "We are participating at Posidonia to promote our services which minimize downtime and cost for ship owners for delivery of re-conditioned equipment and control and instrumentation items directly through our stock."



## NAPA's SEEMP solutions for Greek shipping companies

**NAPA**, a Finnish world leading software house providing software solutions for safety and eco-efficiency in ship design and operation sees Greece as an important market for its products and services. "The event offers us

a good opportunity to promote our solutions to the Greek marine companies", said Jan Schauman, Vice President, Sales. "We believe that, for example, the newly launched ClassNK-NAPA GREEN collaborative SEEMP solution will

greatly benefit Greek ship owners and operators and help them increase eco-efficiency. "International exhibition participation has traditionally been a rather important part of our marketing strategy".

## Software Under Show Spotlight

A powerful **Management Information System (M.I.S)** based on Microsoft Business Analytics tool for the maritime industry will be unveiled at Posidonia 2012 by **Fortune Technologies** a provider of complete shipping software solutions and professional services covering all aspects of the shipping business. "Our applications suite is a unique maritime add-on solution featured in the Microsoft Dynamics-Nav add-on catalogue especially designed for the shipping industry", said George Frydas, the company's Managing Director. "We have worked very hard over the past 3-4 years to complete a suite of solutions that are now regarded as state-of-the-art offerings for the worldwide shipping industry and we are now in the position to present this unique, highly reliable solutions platform to the world at Posidonia 2012".

## Broadband goes Offshore

**KVH Industries**, the company that has revolutionized offshore connectivity with its new mini-VSAT Broadband service, will host a presentation on Thursday, 7 June, 17:30-19:00, in the Posidonia Conference Hall. KVH CEO Martin Kits van Heyningen will speak about the latest updates and future plans for the mini-VSAT Broadband

service and Neil Sayce, Managing Director of SeaCom Electronics, will discuss the benefits to vessels associated with updating them to KVH's mini-VSAT Broadband. A few case studies demonstrating those benefits will also be shared with the audience. Admission is free to all Posidonia exhibitors and visitors.

## Sweet 16

Dutch marine services provider **Vecom Marine** will launch and demonstrate the new environmentally-friendly line, Veclean Eco Acid, at the upcoming event. The company which specialises in antipollution and cleaning products will participate at Posidonia for a 16th consecutive time and according to Jason Georgiou, Director of its marine division, Posidonia gives Vecom the opportunity to promote its portfolio of innovative products and increase sales figures for its diverse range of chemicals, tank cleaning products, stainless steel and ultrasonic cleaning products and services.

## HELMEPA Microsite Goes Live

On the occasion of Posidonia, the **Hellenic Marine Environment Protection Association – HELMEPA** will be organising a Conference to enhance environmental awareness while concurrently promoting technological and scientific advancements. Titled "State-of-the-Art Environmental Ship Design and Operation", the conference's programme is now available online on the Conference Microsite at <http://www.helmepa.gr/microsite/index.html>  
**Click on the link to register online!**

## Sailing Publication Aims at Selling High

Greek government body **Navy Hydrographic Service (HNHS)** will be launching a new publication of sailing directions "PLOGOS volume C" at this year's event which will also be the platform for a marketing drive to promote the organisation's latest point of sales at the island of Rhodes. HNHS produces navigational charts in hard and soft copies and is also involved with marine safety and environmental responsibility. "Posidonia is the most important shipping exhibition globally that gives us the opportunity to promote our products and services to the international maritime community. It is an excellent opportunity to meet our most important associates and friends", said Commander Dimitrios Evangelidis, Deputy Director.

## Good SEAmaritans

**Seafarers** in distress hoping for practical help, emotional and spiritual support can contact Sailors' Society, an international charity which also provides financial assistance and family liaison in cases of dire need. As part of its services, the organisation's multi-denominational Port Chaplains visit thousands of ships every year, directly addressing the needs of seafarers - irrespective of a person's belief or nationality - as well as maintaining vital links within the ports that they operate. Sailors' Society can be reached on: 023 8051 5950 or by email: [enquiries@sailors-society.org](mailto:enquiries@sailors-society.org)  
More information is available at [www.sailors-society.org](http://www.sailors-society.org)

## Unwind at Poseidonion

For a few days of calm and relaxation either before or after the Posidonia Week head to Spetses, the idyllic island of rich naval traditional and distinctive architecture that lies just 54 nautical miles off the Athens coast. And once there the five-star **Poseidonion Grand Hotel** is the ultimate destination providing understated Mediterranean luxury in an architectural backdrop reminiscent of Côte d'Azur. First opened 98 years ago, the property has recently completed a five-year period of extensive renovations and is now welcoming discerning guests who travel to Spetses from around the world.

# Programme of Conferences & Seminars at Posidonia 2012

	Event	Venue	Date	Time	Contact Organiser
<b>Det Norske Veritas</b>	Press Conference	Posidonia Seminar Room	Tuesday 5/6/2012	10:30-12:00	george.teriakidis@dnv.com
<b>Tradewinds</b>	Tradewinds Shipowners Forum	Posidonia Conference Hall	Tuesday 5/6/2012	11:00-16:00	jon.chaplin@nhstevents.com
<b>Germanischer Lloyd</b>	Press Conference	Posidonia Seminar Room	Tuesday 5/6/2012	12:30-14:30	melanie.dimonye@gl-group.com
<b>U.S. Embassy</b>	Conference: Maritime Anti-Piracy Solutions and Technology	Posidonia Seminar Room	Tuesday 5/6/2012	14:45-16:45	irene.ralli@trade.gov
<b>Braemar Technical Services and Braemar (Incorporating The Salvage Association)</b>	Press Conference	Stand 3.332	Tuesday 5/6/2012	15:00-16:00	dmassey@elabor8.co.uk
<b>Hellenic Shipping News Worldwide</b>	Conference: Bunker Fuels in the era of Clean Shipping	Posidonia Seminar Room	Tuesday 5/6/2012	17:00-19:00	info@hellenicshippingnews.com
<b>HELMEPA</b>	HELMEPA Conference on State of the Art in Environmental Ship Design and Operation	Posidonia Seminar Room	Wednesday 6/6/2012	10:00-13:30	helmepea@helmepea.gr
<b>National Technical University of Athens</b>	Press Conference "Establishing in NTUA a Centre of Excellence in the All Electric Ship Scientific Domain"	Posidonia Meeting Room	Wednesday 6/6/2012	10:30-14:30	jprousal@naval.ntua.gr
<b>Posidonia Exhibitions</b>	Cruise Update at Posidonia 2012 Seminar	Posidonia Conference Hall	Wednesday 6/6/2012	11:00-15:00	posidonia@posidonia-events.com
<b>RINA Hellas</b>	Seminar	Posidonia Seminar Room	Wednesday 6/6/2012	14:30-16:30	greece@rina.org
<b>VAF Instruments/ CROSS Technical Services</b>	Optical Torque Measuring Systems - Continuous power and consumption management including specific fuel oil consumption applications	Posidonia Seminar Room	Wednesday 6/6/2012	17:00-19:00	info@cross.com.gr
<b>Nautical Club of Andros</b>	Award Ceremony of Andros Yacht Race at Posidonia 2012	Posidonia Conference Hall	Wednesday 6/6/2012	17:00-19:00	info@noa.com.gr
<b>Castrol Marine</b>	Press & Client Event	Softel Athens Airport	Wednesday 6/6/2012	17:30-18:30	debby.bonner@j-l-a.com
<b>NAMEPA</b>	Seminar: Environmental Issues and Compliance in the United States	Posidonia Seminar Room	Thursday 7/6/2012	10:30-12:30	executivedirector@namepa.net
<b>Newsfront/Naftiliaki &amp; Greece's Marine Technical Managers Association (MARTECMA)</b>	The 2012 Shipbuilding Conference: Building for the Future	Posidonia Conference Hall	Thursday 7/6/2012	10:30-16:30	natvas@otenet.gr
<b>MINOAS Project</b>	MINOAS Project Final Seminar	Posidonia Seminar Room	Thursday 7/6/2012	13:00-16:45	kim.tanneberger@lr.org leodrikos@glafcos-marine.com alessandro.grasso@rina.org
<b>UK Ship Register</b>	Seminar: The advantages of a quality Flag	Posidonia Seminar Room	Thursday 7/6/2012	17:00-19:00	daniel.tong@mcga.gov.uk
<b>KVH Industries A/S</b>	KVH mini-VSAT Broadband – a Better Alternative for Satellite Communications at Sea	Posidonia Conference Hall	Thursday 7/6/2012	17:30-19:00	jandreasen@kvh.com
<b>Admiralty</b>	Are you ready for the new ECDIS regulations? An Admiralty Digital Integration Workshop	Posidonia Meeting Room	Tuesday 5/6/2012 Wednesday 6/6/2012 Thursday 7/6/2012 Friday 8/6/2012	11:00-13:00 16:00-18:00 11:00-13:00 11:00-13:00	admiralty@ct-live.com
<b>European Institute of Shipping &amp; Transport, the Dept. of Maritime Studies of the University of Piraeus, the Greek Marketing Academy (ELAM) &amp; OAKLAND Consulting (UK) &amp; the co-operation of Lloyd's Register</b>	Second International Forum on Shipping Management and Marketing (II IFOSMA)	Posidonia Conference Hall	Friday 8/6/2012	11:00-16:00	info@ifosma.com
<b>Union of Greek Shipowners (U.G.S.)</b>	Press Conference	Posidonia Seminar Room	Friday 8/6/2012	11:00-12:00	

## Have you made your travel arrangements yet?

**Travel Plan** Official Travel Agent for Posidonia 2012

Whether you are exhibiting at Posidonia 2012 or visiting the world's renowned exhibition, you can save time and effort making your travel arrangements, hotel accommodation, ticketing etc. through Travel Plan Greece, the Official Travel Agent for Posidonia 2012. Its experienced team of professionals are responsible for services such as

hotel and ticket bookings, but also VIP service arrangements, visits to archaeological sites, tours & excursions, cruise arrangements, car rental services, air/boat tickets' bookings & accommodation all over Greece, transfers and anything else you may need for making the most of your experience in Greece this summer!

**Please contact: TRAVEL PLAN Congress & Events Division**  
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**Reservations coordinators:**  
**Contacts:** Mrs. Fani Spyrou & Mrs. Kelly Laiou  
**E-mail:** congress@travelplan.gr



# Posidonia 2012 Shuttle Bus Schedule

<b>Route 1</b>	<ul style="list-style-type: none"> <li>■ <b>Koropi Metro Station</b> ▶</li> <li>▶ <b>Athens International Airport Metro Station</b> ▶</li> <li>▶ <b>Metropolitan Expo</b></li> </ul>	Route 1 sponsored by:
<b>Monday 4/6/12</b>	Roundtrips throughout the day	from 11.00 to 21.00
<b>Tuesday 5/6 to Thursday 7/6</b>	Roundtrips throughout the day	from 10.00 to 19.30
<b>Friday 8/6</b>	Roundtrips throughout the day	from 10.00 to 18.00
	(Note: Route 1 services <b>Sofitel</b> at airport)	
<b>Route 2</b>	<ul style="list-style-type: none"> <li>■ <b>Syntagma Square</b> (Syntagma sq &amp; Mitropoleos str. Corner) ▶</li> <li>▶ <b>Royal Olympic</b> ▶ <b>Metropolitan Expo</b></li> </ul>	
<b>Tuesday 5/6 to Thursday 7/6</b>	Departures from Syntagma Square: 9.00 and 10.00	Return from Metropolitan Expo: 18.30 and 19.10
<b>Friday 8/6</b>	Departures from Syntagma Square: 9.00 and 10.00	Return from Metropolitan Expo: 16.30 and 17.15
<b>Route 3</b>	<ul style="list-style-type: none"> <li>■ <b>Congo Hotel</b> ▶ <b>Four Seasons Hotel</b> ▶</li> <li>▶ <b>Emmantina Hotel</b> ▶ <b>Oasis Hotel</b> ▶</li> <li>▶ <b>Fenix Hotel</b> ▶ <b>Tropical Hotel</b> ▶</li> <li>▶ <b>Galaxy Hotel</b> ▶ <b>Poseidon Hotel</b> ▶</li> <li>▶ <b>Coral Hotel</b> ▶ <b>Metropolitan Expo</b></li> </ul>	
<b>Tuesday 5/6 to Thursday 7/6</b>	Departures from Congo hotel: 9.00 and 10.00	Return from Metropolitan Expo: 18.30 and 19.10
<b>Friday 8/6</b>	Departures from Congo hotel: 9.00 and 10.00	Return from Metropolitan Expo: 16.30 and 17.15
<b>Route 4</b>	<ul style="list-style-type: none"> <li>■ <b>OLP Exhibition Centre</b> ▶ <b>Mistral Hotel</b> ▶</li> <li>▶ <b>Metropolitan Hotel – Ledra Marriott Hotel</b> ▶</li> <li>▶ <b>Intercontinental Hotel</b> ▶ <b>Metropolitan Expo</b></li> </ul>	
<b>Tuesday 5/6 to Thursday 7/6</b>	Departures from OLP Exhibition Centre: 9.00 and 10.00	Return from Metropolitan Expo: 18.30 and 19.10
<b>Friday 8/6</b>	Departures from OLP Exhibition Centre: 9.00 and 10.00	Return from Metropolitan Expo: 16.30 and 17.15
<b>Route 5</b>	<ul style="list-style-type: none"> <li>■ <b>London Hotel</b> ▶ <b>Palmyra Hotel</b> ▶</li> <li>▶ <b>Divani Apollon Hotel</b> ▶ <b>Divani Apollon Suites</b> ▶</li> <li>▶ <b>Amarilia Hotel</b> ▶ <b>Margi Hotel</b> ▶</li> <li>▶ <b>Vouliagmeni Suites - Astir Palace Complex</b> ▶</li> <li>▶ <b>Metropolitan Expo</b></li> </ul>	
<b>Tuesday 5/6 to Thursday 7/6</b>	Departures from London Hotel: 9.00 and 10.00	Return from Metropolitan Expo: 18.30 and 19.10
<b>Friday 8/6</b>	Departures from London Hotel: 9.00 and 10.00	Return from Metropolitan Expo: 16.30 and 17.15



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