

# enterprise europe

## Maritime Industries News #17



Business Support on Your Doorstep

The **Enterprise Europe Network** offers support and advice to businesses across Europe and helps them make the most of the opportunities in the European marketplace. Comprising close to 600 partner organisations, among them Chambers of Commerce, Regional Development Agencies and Innovation Support Organisations, it covers more than 60 countries, throughout Europe and beyond.

**This Newsletter** publishes regularly updated information on partner search profiles in the fields of shipbuilding, offshore industries, ports & logistics and fisheries & aquaculture as well as information on brokerage events at large international fairs, company missions, international conferences and workshops and regional events.

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### SHIPBUILDING

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#### TRUK20171107001

##### Technologies sought for maintenance free life rafts

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to replace regulated safety checks on inflatable lift rafts on cargo and passenger ships with another method to guarantee the reliability of these rafts in the event of an emergency. The company is looking for partnerships via a commercial agreement with technical assistance or a technical cooperation agreement. The company is especially interested in technologies that are near to market.

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#### TOCY20171130001

##### Add on system for hydrogen production and use as an additive in Internal Combustion Engines (ICE)

A Cypriot SME developed an innovative system that can be added to an engine (end-of-pipe technology) without any modifications. The concept is to use hydrogen for more efficient combustion leading to decreased fuel consumption, emissions and cleaner engine. The system has been tested on different engines and is on type testing stage. Partners for technical cooperation agreement, commercial agreement with

technical support or joint venture with specialisation in the maritime sector are sought.

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#### BOPL20171130001

##### Polish company specialized in manufacturing of modern motor boats is looking for distributors

Polish company specializes in manufacturing of modern motor boats and it is engaged in each stage of the production process, starting from a design project of a motor boat which is final tested on the water. The company is looking for distributors and agents worldwide.

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#### BORS20171227001

##### A Serbian producer of an innovative gyroscopic stand for glasses in yachts, boats, limousines and planes is looking for partners through distribution agreement

A Serbian company has developed an innovative stand for glasses (portable for using on the table or other surfaces or for installation in table or other surfaces) for yachts, boats, limousines and planes. It is electronically controlled, prevents cup from tipping over, and the liquid to spills over the edge of the glass. The company seeks partner (yacht producers, yacht interior designers or yacht accessories sellers) through distribution agreement.

### THE NETWORKS MISSION

- Provide **information and support** to companies and research institutes **about EU legislation, policies and programmes.**
- **Find business partners** in foreign countries, whether the partnership be commercial, technological or for common R&D projects.
- **Support the competitiveness and innovation** capacity of SMEs in the EU.
- Increase the participation of SMEs in the **European R&D Framework Programme.**

### THE NETWORKS SECTOR GROUPS— Boost your business with specialists

To offer services with high added value for priority sectors, Network Partners have combined forces within Sector Groups. Each of the Sector Groups is undertaking different actions like targeted information and brokerage events, company missions and targeted services.

The **Sector Group Maritime Industries & Services** has now 18 active members originating from 13 European Countries. To learn more about the sector group please visit:

<http://een.ec.europa.eu/about/sector-groups/maritime-industry-services>



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**BOHR20171127001**

**A Croatian company, specialized in ship design and marine engineering, is offering its service through subcontracting, outsourcing or services agreement**

Croatian ship design and marine engineering company is offering its services to shipbuilding and ship design companies. Cooperation is envisaged through subcontracting, outsourcing or services agreement.

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**OFFSHORE INDUSTRIES**

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**TOAT20171130001**

**First 3D time of flight (ToF) camera with the capability to record underwater**

An Austrian SME has developed a prototype for a 3D ToF camera system to classify and track objects under water. High recording speed allows fast moving objects to be captured or to map underwater structures. The system can be mounted on any installations and equipment including unmanned vehicles. The company is looking for a commercial agreement with technical assistance. Alternatively a technical or a research cooperation is possible to further develop the technology in (research) projects.

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**BOSE20171031003**

**Opportunity to partnering in floating offshore wind investment in UK**

A Swedish floating offshore wind power technology company is looking for investment partners in the UK. The company has developed a ground breaking, patented design for floating offshore wind power plants, which have the possibility to reach the cost level of onshore wind. The company is now seeking strategic and investment partners for a demo project in Scotland. The partnership types are financial agreement and/or joint venture agreement.

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**FISH, FISHERIES & AQUACULTURE**

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**TRBE20171108001**

**Cost-efficient techniques to develop household equipment for hydroponic aquaculture (aquaponics)**

Two Belgian social entrepreneurs have developed a prototype for an aquaponics equipment to be sold to urban household

but want to reduce production costs. Aquaponics or hydroponic aquaculture means cultivating vegetables and plants in symbiosis with aquaculture. The equipment is aimed at promoting local sustainable production of food at. They are looking for aquaponics entrepreneurs for technical cooperation agreement or commercial agreement with technical assistance.

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**TODE20180108001**

**German institute offers ultrasonic humidification-technology for defrosting process of fish**

The ultrasonic-humidification technology to defrost fish by this German R&D institute provides a much better product- and process-quality. This process is at least 30% faster than conventional methods, the weight loss is reduced up to 50% and the product quality improves significantly. The technology is applicable from small batches to large industrial amounts of fish. It is offered for use under a commercial agreement with technical assistance or for cooperation under a license agreement.

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**TOPL20171208001**

**Polish company developing an environmentally-friendly autonomous water aeration system interested in concluding a commercial agreement with technical assistance**

A company from Poland is offering an autonomous water aeration system using special dedicated wind turbines and compressed air tanks. The solution can be used mainly for maintenance of fish ponds, but also in other applications, including water purification. The offered solution is innovative and environmentally-friendly. Commercial agreement with technical assistance is considered.

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**BOUA20171117001**

**A Ukrainian company is looking for a business partner for the distribution of aerators for the effective enrichment of small and large reservoirs by oxygen with a high rate of oxygen dissolution in water**

A well established Ukrainian company specialised in the production of submerged supercavitating aerators for efficient enrichment of small and large reservoirs with oxy-

## NEWS

**European integrated maritime policy: Commission decides to refer Bulgaria, Finland and Greece to the Court**

The European Commission decided today to refer Bulgaria, Finland and Greece to the Court of Justice of the EU for not notifying or partially notifying its measures transposing EU rules establishing a framework for maritime spatial planning (Directive 2014/89/EU). Member States had to transpose the Directive into national law by 18 September 2016. The Commission will call on the Court to impose a daily penalty payment of €14,089.6 per day for Bulgaria, €7,739.76 per day for Finland and €31,416 per day for Greece from the day of the judgement until this Directive is fully enacted and in force in national law. The infringement proceedings were opened against Bulgaria, Finland and Greece in November 2016 and reasoned opinions were sent in these proceedings in July 2017. Bulgaria and Greece have not notified the Commission on the adoption of the measures necessary to transpose the Directive. Finland has notified the Commission on the adoption of the measures necessary to transpose the Directive but these measures apply only to mainland Finland and not to the Province of Åland, which is also covered by the scope of the Directive.

[Read more.](#)

*Source: European Commission - Press release*

## PUBLIC TENDER

2018/S 016-032692

Poland-Gdynia: Port and waterway operation services and associated services

[Read More\\*](#)

2018/S 016-032660

Poland-Warsaw: Ship chartering services

[Read More\\*](#)

2018/S 022-047250

Netherlands-The Hague: Surveillance system

[Read More\\*](#)

2018/S 020-043046

Germany-Wilhelmshaven: Repair and maintenance services of warship

[Read More\\*](#)

\*[www.ted.europa.eu](http://www.ted.europa.eu)



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gen with a high percentage of oxygen dissolution in water, is looking for a business partner who is interested in distributing this product.

The company's products are well known in Ukraine and it wants to expand sales and distribution in EU countries. Distribution services agreement are sought.

## PORTS & LOGISTICS

### TRUK20180124001

#### Improved Port Operations Safety via Vehicle Vision Systems

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to improve Port Operations safety, particularly in the on-loading and off-loading of unaccompanied freight for Ferry and Roll-Off/Roll-On vessels. The ideal solution would work with a broad range of freight types, haulage companies, and vessel types. The Scottish company is looking for partnerships via a joint venture or a technical cooperation agreement.

### TRUK20171107002

#### Technology sought for automatic identification and tracking of vehicles and cargo with increased fire risk

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to identify vehicles and cargo containers with increased fire risk as they board vessels such as ferries and roll-on/roll-off (RoRo) cargo ships. The company would also like to track where on the vessel these vehicles/containers are parked. The Scottish company is looking for partnerships via a commercial agreement with technical assistance or a technical cooperation agreement.

## Other

### BOPT20161115001

#### Portuguese maritime tourism company seeks partners to promote its services abroad

Portuguese maritime tourism company from Madeira Island active in sailing, bird and whale watching, is looking for tour op-

erators, travel agencies and tourism animation companies, to promote and commercialize its services among tourists who intend to visit Madeira Island in the near future. Through commercial agreements, potential partners have the opportunity to increase their offer range, in a typical tourist destination highly sought.

## EVENTS

### International matchmaking at Oceanology International including Blue Growth and Interspill; 14. March 2018 in London/UK

Oceanology has firmly established itself as the world leading marine science and ocean technology exhibition and conference. Each edition, Oceanology International brings together the latest technologies and thought leaders worldwide. International Matchmaking at Oceanology International 2018 is the first b2match held in conjunction with the event.

The event also supports two other important concurrent events within Oceanology International 2018 - the Blue Growth Conference (details to be confirmed) and Interspill. Please register at <https://oceanology2018.b2match.io/>

### Brokerage event for 2018-2020 transport call Horizon 2020: Transport Research Arena 2018 Vienna, 16.- 19. April 2018

Taking advantage of this event, the project ETNA 2020 supported by Enterprise Europe Network is organizing a networking and brokerage event that will offer the opportunity to: -Present your project proposal to a large audience; -Identify the best partners; -Discover proposals from other participants and; -Meet and share views with European and international transport researchers and experts.

Furthermore, within the framework of the brokerage event, participants will have the opportunity to present their organizations and ideas for project proposals in front of the audience in the form of a brief oral presentation.

The upshot of these activities will result in a unique opportunity for building quality consortia for participating in the Horizon 2020 Transport Work Programme 2018-2020

## NEWS

### State aid: Commission clears rescue aid for Croatian shipbuilder Uljanik

The European Commission has found Croatian plans to grant Uljanik shipyard a State guarantee for a €96 million loan are in line with EU State aid rules. The measure will allow the company to meet urgent liquidity needs while preparing a restructuring plan, whilst competition distortions are limited.

Commissioner Margrethe Vestager, in charge of competition policy, said: "The Croatian State guarantee will help the Uljanik shipyard to continue operating and maintain 1 800 jobs, while they work out a sound restructuring strategy to ensure its future. We approved it today. The restructuring plan must return the company to long-term viability without continued public support, to preserve jobs in Istria on a sustainable basis."

On 15 January 2018, Croatia completed its notification to the Commission of plans to grant a State guarantee on a €96 million loan in favour of Uljanik Shipyard. The company, part of the Uljanik group, is located in Pula, in the county of Istria in Croatia, and employs around 1 800 people. It has been in financial difficulties for several years due to the adverse effects of the financial crisis on the shipbuilding sector in general, and on the resulting low orders for new vessels in particular.

The measure will enable Uljanik Shipyard to pay wages, suppliers and other urgent liabilities over the next months and prevent it from going out of business, while preparing a restructuring plan.

The Commission's rescue and restructuring guidelines allow Member States to support companies in difficulty, provided, in particular, that the public measures are limited in time and scope and contribute to an objective of common interest.

[Read more.](#)

Source: European Commission - Press release

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calls for proposals: Mobility for Growth, Automated Road Transport and Green Vehicles.

Please register at <https://2020transportcall2018-2.b2match.io/>

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## Earth Observation (EO) and Copernicus Technologies - Conference - Workshops – Matchmaking, 19. April 2018 in Bochum/ Germany

Earth observation and Copernicus – the European Copernicus Programme entered its operational phase with the launch of the first Sentinel satellite in 2014. Data from space or - to be more precise – Earth observation data from different missions and in the future primarily that generated by the European Copernicus system – offer an enormous range of potential uses. ZENIT GmbH and the Enterprise Europe Network will organize a conference on earth observation and Copernicus technologies and combine it with workshops and a match-making session. The objective is to offer a marketplace that will enable know-how and technology transfer.

Players from industry and research are invited to discuss opportunities in workshops and planned pre-scheduled bilateral match-making meetings.

Participation is free of charge.

Deadline for registration is 15 April 2017 <https://eo-copernicus-userapplication-2018.b2match.io/>

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## Brokerage event FOWT 2018 dedicated to Floating Offshore Wind Turbines\_Marseille (FR)\_25-26 April 2018 in Marseille/ France

FOWT is made of high level conferences and international brokerage event. Over 50% foreign attendance expected; World renowned speakers have committed to share their latest findings and observations, ranging from - but not limited to - permitting and environmental issues, the best of science and technology, market and economic data, etc... A privileged meeting place for business : Over 600 participants expected B2B meetings for registered participants. The objective of FOWT is to further the advancement of floating wind and to accelerate its implementation into the global renewable energy mix. This event is

meant to promote constructive discussions between all actors and stakeholders of this emerging industry. Main topics: Offshore works/subsea survey; Naval (support & towing); wind turbine; masts; floater; electrical substations and foundations; mooring; electric design/grid connection  
More information and registration to the whole event: [www.fowt-conferences.com](http://www.fowt-conferences.com)

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## European forum on defence and dual-use technologies for the protection of the maritime domain; 24./25. Mai 2018 in Toulon/ France

This European forum aims at promoting defence and dual-use technologies in the maritime field. It will bring together high-level European defence and dual-use experts, public authorities, clusters and companies. The event aims to : - raise awareness among public and private economic stakeholders about the potential of dual-use technologies for the European maritime sector; - present the opportunities for EU funding in the area of dual-use and defence as well as cooperation between civil and military stakeholders; - foster development of interregional and European collaboration between maritime stakeholders.

Finally participants will have the opportunity to take part in a match-making session in order to maximise their business opportunities by meeting relevant players in the European maritime sector.

Full event description: <https://endrpaca2018.b2match.io/>

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## Save the date: MariMatch at SMM, on 6th and 7th September 2018 in Hamburg!

Meet your future business and research partners at one of the biggest maritime matchmaking events organised by Enterprise Europe Network:

Registration will open March 2018. Further details: <http://www.smm-hamburg.com/en/exhibitors/networking/marimatch/>

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If you are looking for international partners products or services or a specific project, we will be happy to assist by developing your own profile. The usage of the Enterprise Europe Network database is free of cost.

## GET IN TOUCH!

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To receive further information on a profile or an event, please cross the connected reference number below and send this for via fax or e-mail to the above listed EEN partner:

- TRUK20171107001
- TOCY20171130001
- BOPL20171130001
- BORS20171227001
- BOHR20171127001
- TOAT20171130001
- BOSE20171031003
- TRBE20171108001
- TODE20180108001
- TOPL20171208001
- BOUA20171117001
- TRUK20180124001
- TRUK20171107002
- BOPT20161115001

All profiles within Enterprise Europe Network database **do not include company or product name**. To get in contact with a potential partner we will transfer your contact details to the owner of the profile. You can decide for each request whether you would like to provide your data or not. This is to avoid spamming of not requested partner types!

