

Maritime Industries News #20

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.

SHIPBUILDING

TONL20170711001

Maritime fuel reduction technology - based on predictive modelling and big data - for ship owners of short sea / deep sea ships

A Dutch tech-startup, combining maritime research and experience, has developed a fuel efficiency service for seagoing ships. The company uses big data based predictive models to provide insight on fuel saving opportunities. Savings up to 20% on fuel consumption have been proven. Recommendations vary from aspects of operation to the configuration of propulsion. The company is looking for owners, of short sea and deep sea ships for commercial agreements with technical assistance.

BRFR20180927001

French shipyard is looking for subcontractors from Eastern Europe

A French shipyard company producing racing and cruising sailboats is looking for subcontracting the production of one of its models. The product is a multi awarded sailboat of 10 m in length. The company is looking for a subcontracting partner specialized in the realization of parts in composite materials and established in Eastern Europe.

The partner must ensure a production of 1 boat per month.

BOUK20180820008

UK manufacturer of wide range of marine paints seeks distributors

This well-established UK company specialises in the manufacture of high quality marine paints, covering most applications in the leisure and work boat sector. The products are distributed via chandlery shops and other stockists, as well as direct to customers via online sales. The company already exports to a number of countries but is keen to grow its distribution network overseas and therefore seeks new partners under a distribution agreement.

BOFR20180327001

A French company specialized in ultraviolet treatment systems is looking for distributors for its range of products dedicated to water treatment

A leading French manufacturer of ultraviolet light water treatment equipment designs, manufactures and markets systems and concepts of disinfection by ultraviolet light (UV-C) adapted to a large number of applications: private and collective swimming pools and spas, domestic and urban water purification, waste water and drinking water, ballast water and more. The company is looking for distributors or com-



Business Support on Your Doorstep

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 Industry & Services** currently has 19 active members originating from 11 European Countries. To learn more about the sector group please visit:

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



mercial agencies for one or more application of its range of products.

[BODE20180803003](#)

German boat producing company for sale through acquisition agreement

A German boat producing company is for sale through an acquisition agreement. The company owns a registered trade mark of the boats. The given company is ideal for people being interested in boat building or for companies wanting to widen their product range.

[BOFR20180522001](#)

French company manufacturing aluminium composite panels for building and interior fitting industry is looking for sales partners in Europe

French company manufacturing aluminium composite panels, sheets and coil-coated double sheet aluminium panels wants to develop its sales in Europe. Targeted sectors are interior fitting, industry (i.a. machine covering), transports (interior of buses, trains, ships and yachts, caravans) clean-rooms and lighting. They are looking for well known sales partners on local markets who are interested in enlarging their product offer under a commercial agency or distribution services agreement.

[BORU20180326001](#)

Russian company engaged in the construction of passenger and recreational catamaran fleet is looking for distributors abroad under ditribution services agreement

Russian company engaged in the construction of passenger and recreational catamaran fleet, as well as patrol and working vessels made of composite materials is interested in finding partners abroad for cooperation within distribution services agreement.

[BOBG20180731001](#)

A Bulgarian ship design and engineering company with a solid record of international projects offers its services to partners worldwide

A Bulgarian company with a decade long experience in shipbuilding design and engineering services for Nordic and South European shipyards offers design and 3D laser

scanning services to potential partners for service and/or outsourcing agreements.

[FISH, FISHERIES & AQUACULTURE](#)

[BOBG20180628002](#)

Bulgarian marine and environmental scientific consultancy offers its services to partners in the engineering and marine sectors

A Bulgarian marine and environmental consultancy with over 10 years' experience in the aquatic and marine planning, ecology and engineering-consultancy and research is offering its scientific services to engineers, marine developers and environmental consultants as a subcontractor or under a services agreement. The range of services they provide is usually requested by ports and harbour authorities, construction, aquaculture and nature conservation industries.

[OFFSHORE INDUSTRIES](#)

[RDKR20180628001](#)

EUREKA/Eurostars2] A Development of fleet management platform for the maintenance support of wind farm using big data and Artificial Intelligence technologies

SME from South Korea, provides software development, engineering service and development of testing equipment. The expected partner should have expertise in monitoring, diagnostics in the wind turbine industry and would like to study for further development with European partners to submit a proposal for Eureka or Eurostar2 program.

[TOUA20180925001](#)

Renewable energy: Energy-absorbing breakwater

The enterprise is looking for an investor for the sale of the license and further cooperation on the placing the device of the wave energy converting on the market based on manufacturing and/or commercial agreement with technical assistance.

The superior technology was patented in Ukraine, patent applications were filed in the US, Canada, and the EU countries. The prototype is made in full size and went overall sea tests. The proven efficiency of

NEWS

EU and the Republic of Korea join forces in fight against Illegal, Unreported and Unregulated fishing

Today, the EU and the Republic of Korea have pledged to work closely together to fight against Illegal, Unreported and Unregulated (IUU) fishing.

Today, the EU and the Republic of Korea have pledged to work closely together to fight against Illegal, Unreported and Unregulated (IUU) fishing with a joint statement signed by European Commissioner for Environment, Maritime Affairs and Fisheries, Karmenu Vella, and Mr Kim Young-Choon, Minister for Oceans and Fisheries of the Republic of Korea. The signing took place on the eve of a bilateral EU-Republic of Korea Summit.

Commissioner Vella said: "Putting an end to illegal fishing is one of the main objectives of the EU's international ocean governance agenda. By joining forces with the Republic of Korea, a world player in fisheries, we send a clear message to those breaking international law that there is no place for such products on our markets and we will continue to fight illegal fishing until we have fully eradicated it."

[Read more.](#)

PUBLIC TENDER

2018/S 202-460968

Germany-Wilhelmshaven: Repair and maintenance services of warships
Deadline: 26.11.2018 - 14:00.

[Read more*.](#)

2018/S 199-450684

United Kingdom-Aberdeen: Surveillance boats
Deadline: 16/11/2018; Local time: 12:00
[Read more*.](#)

2018/S 198-449532

United Kingdom-Bristol: Submarines
Deadline: 31.10.2018 - 23:55
[Read more*.](#)

2018/S 204-465225

Ireland-Clonakilty: Marine survey services
Deadline: 16/11/2018, Local time: 13:00
[Read more*.](#)

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



technology is more than 70%.

PORTS & LOGISTICS

[TRNL20181005001](#)

Inland container tracking solutions sought by multinational shipping company

A multinational shipping enterprise with a base in the Netherlands wants to inform its clients about location and estimated time of arrival of their containers. Therefore it is looking for partners with novel approaches to track containers before and after sea transport without adding an extra device. It aims to set up a cooperative pilot project to show the potential of the technology within the framework of a services agreement. This technology request is part of an open innovation challenge.

[BODE20180807001](#)

Digital platform for boat renting is looking for service agreements with boat charters

A German start-up wants to change the boat renting industry by its innovative digital booking system and platform. It is looking for services agreements with charters from Germany and the Mediterranean area (f.e. Croatia, France, Greece, Italy, Spain, Turkey) to offer its digital booking system for their boats.

[BOCZ20180816003](#)

Distribution of a new wireless GPS tracker product for monitoring containers offered for distribution services agreement

A leading Czech developer and manufacturer of monitoring solutions is looking for trade intermediaries (distributors/resellers) to distribute or offer its latest wireless GPS tracker that is designed for monitoring transport containers.

[BOUK20180913001](#)

A UK company who developed a solution to increase marine biodiversity in ports seeks distribution or licensing agreement.

A UK based company has developed artificial intertidal habitats that boost marine biodiversity in built port infrastructure. The product helps to increase biodiversity and

therefore solves performance and compliance requirements for ecological net gain. The company seeks partners among marine environmental consulting companies to internationalise the product in ports and harbours around the world. Distribution or licensing agreement is sought

Other

[RDUK20180917001](#)

Social Innovation as a driver of productivity for SMEs in Coastal Towns: How Connected Automated Vehicles (CAVs) can assist locals and tourists in the English Channel and the North Sea (Interreg IVA 2 Mers Seas Zeeën Programme)

A UK university is seeking partners to join a bid to apply for the Interreg IVA 2 Mers Seas Zeeën Programme, aimed at studying policy-making practices that foster the development of tourism in coastal areas. They are seeking SMEs working in tourism from eligible regions of England, France, Belgium and the Netherlands to share best social innovation practices, via research development and cooperation agreements.

[TOFR20170725001](#)

Solutions for the restoration and development of marine habitats and for the enhancement of marine biodiversity in degraded or artificialized marine environments

The French company provides services in the design, construction and supply of solutions for the restoration and enhancement of marine biodiversity. Applications concern ecological integration of maritime infrastructures, support of fisheries and leisure activities, ecological restoration of damaged marine areas, coastal adaptation to climate change. The company is looking for technological partners to develop new products through research cooperation, services or technical cooperation agreement

[BOFR20170711001](#)

French company seeking distributors for innovative headworn dive computer

French company specialised in conceiving

NEWS

European Maritime and Fisheries Fund (EMFF)

The EMFF is the fund for the EU's maritime and fisheries policies for 2014-2020. (Information on funding after 2020 is available here: [EU budget: Commission proposes a new fund to invest in the maritime economy and support fishing communities](#))

It is one of the five European Structural and Investment (ESI) Funds which complement each other and seek to promote a growth and job based recovery in Europe.

The fund

- helps fishermen in the transition to sustainable fishing
- supports coastal communities in diversifying their economies
- finances projects that create new jobs and improve quality of life along European coasts
- supports sustainable aquaculture developments
- makes it easier for applicants to access financing.

This call also contributes to addressing these challenges, with its three thematic areas, which aim to support:

- Thematic area 1: Blue laboratories - Innovative solutions for maritime challenges (EMFF-01-2018)
- Thematic area 2: Blue careers in Europe (EMFF-02-2018)
- Thematic area 3: Grants for the blue economy - investing in innovation (EMFF-03-2018)

This call has a total budget of € 18,700,000 divided as follows:

- Topic 1 - Blue Laboratories (EMFF-01-2018): € 5,000,000
 - o 6 projects expected for amounts between 500 000 and 1 000 000 €
- Topic 2 - Blue Careers (EMFF-02-2018): € 5,500,000
 - o 7 projects expected for amounts between 500 000 and 1 000 000 €
- Topic 3 - Blue Economy (EMFF-03-2018): € 8,200,000
 - o 9 projects expected for amounts between 500 000 and 1 000 000 €

[Read more.](#)

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and manufacturing smart gear for recreational divers has developed and patented an innovative head up display (HUP) dive computer. This is a headworn device projecting information on the diving mask.

The company has selected a number of countries where they wish to market their product and is now looking for the right distributors to work with.

[BOTR20180604005](#)

A Turkish company offers life-saving vehicles against drowning and is looking for partners for distribution services agreement

The Turkish company manufactures a high-tech "unmanned surface vehicle" for saving possible victims in drowning incidents. The company is looking for partners for distribution services agreement to enter new markets. Partners will be responsible for sales and after sales services in their country.

EVENTS

10th Annual BlueTech Week, 5.-9. November 2018 in San Diego, California, USA

The Maritime Alliance (TMA) is the non-profit organizer of the largest BlueTech (ocean and water technology) cluster in the United States. By organizing events like the annual BlueTech Week, TMA is supporting its mission of "promoting sustainable, science-based, ocean and water industries." BlueTech Week enables to meet senior officials from academia, industry and government from around the world to find collaborative opportunities for business development, economic development, and workforce development.

BlueTech Week 2018 "at-a-glance": - 7 events in 5 days; - 500+ unique attendees representing senior executives from academia, industry and government; - Tech Expo with around 40+ table-tops (\$600 per company, not including registration); - 80+ speakers; - 100+ companies (95 companies in 2017); - 18+ BlueTech clusters or clusters -in-formation; - 16+ countries represented; - 20+ companies in the PitchFest; - Separate Maritime Gala Dinner & Awards Ceremony; - Unbundled daily event fee includes hosted breakfast, breaks, lunch and hosted reception. www.bluetechweek.org

***** **Blue Invest in the Mediterranean 2019, 24.01.2019, The Westin Dragonara Resort, Malta**

A match-making event that brings together innovators and the financial community to sustainably develop the Blue Economy of the Mediterranean Sea basin, while protecting its marine resources.

The OECD projects that the global maritime economy will grow at twice the rate of the mainstream economy by 2030. The potential of the Blue Economy for sustainable growth and job creation around the Mediterranean Sea basin can play a significant role in stabilizing the region, whilst safeguarding its unique natural and cultural capital.

How do we realize this potential? How can technology, innovation and creativity come together with finance? Come and find it out at Blue Invest in the Mediterranean 2019!

Brokerage event FOWT 2019 dedicated to Floating Offshore Wind Turbines, 24.—26. April 2019, Montpellier, France

The world's largest event dedicated to floating offshore wind. A true international and privileged place for business and partnering: - 800 attendees from Europe and other countries; - many high level conferences ; - B2B meetings for registered participants; - Meet the buyers appointments
The objective of FOWT is to further the advancement of floating wind and to speed up its implementation into the global renewable energy mix. This event promotes a market accelerating approach bringing constructive discussions between world-renowned speakers, experts, stakeholders and companies and generating international business links within this emerging industry.

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 give us a call or send us a message!

All profiles within Enterprise Europe Network database **do not include company or product names**. 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 weather you would like to provide your data or not. This is to avoid spamming of not requested partner types!



**Maritime Industry
and Services**