

## Maritime Industries News #25

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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**TRUK20191104001**

**Technology sought for noise reduction for ship engine exhaust**

A multinational shipping enterprise with base in Scotland is seeking novel, cost-effective approaches to reduce low frequency noise (10Hz) created by the exhaust of diesel engines. The company is looking for partnerships via a commercial agreement with tech. assistance or a tech. cooperation agreement.

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**TOES20190520001**

**Spanish SME specialized in the development of unmanned vessels is looking for commercial agreements**

The SME specializes in the development of high reliable and advanced performance unmanned vessels that can be used in a wide range of sectors: - Safety and Security; - Search and Rescue; - Environmental Control; - Oceanic Research. The SME is looking for commercial agreements with technical assistance and joint venture agreements.

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**TOIT20191114003**

**New frameless window with high reliability, better brightness and thermal insulation performances at lower cost**

Italian start up specialized in innovative

systems development for building and nautical sectors, has patented a window without any frame around the glass, with high thermal insulation, resistance, brightness and low cost. It ensures the maximum energy efficiency currently possible for a window. The company is looking for industrial partners to perform a license agreement.

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**BOUK20191220001**

**UK manufacturer of specialist nuts and bolts is looking for distributors and licensees**

UK company has developed a range of specialist nuts and bolts that are designed to be bonded onto a variety of substrates. These products are used in marine, mining, rail and automotive industries. UK company is looking for distributors to grow globally and offering distributorship agreement. They are also looking for licensees for the patents related to their products .

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**BOKR20200109001**

**A Korean SME is looking for distributors for its ship collision prevention with analysis & replay in 2D and 3D**

The Korean SME has been developing military defense services and solution since 2009. This time, they developed a real-time ship collision prevention system, collision accident analysis system and education/training system. This system can run risk



*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 13 European Countries. To learn more about the sector group please visit:

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



assessment for dozens of multiple ships and allows for analysis and replay in 2D and 3D. They are currently hoping to expand their services and solution to overseas market through commercialization agency agreement or license agreement

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[BOGR20191129001](#)

**Greek SME that manufactures carbon and glass fibre products in the field of marine, industrial, infrastructure and automotive applications is looking for commercial agents**

An industrial SME from Greece specializes in the manufacture of products based on composite materials (carbon and glass fibres) for the sectors of wind energy (shafts for wind turbines), industrial processes (robotic arms, rollers, light-weight cranes), marine (products for sailing boats, yachts, submarines) and infrastructure (piping systems, structural parts). They seek partners to promote their products and services through a commercial agency agreement.

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[BORO20190410001](#)

**A Romanian manufacturer of marine equipment is looking for partners under commercial agency agreement, distribution services agreement and subcontracting**

A Romanian SME manufacturer of various marine equipment such as winches and deck machinery, in any desired configuration, is looking for partners under commercial agency or distribution services agreements and subcontracting agreements.

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[BOPT20191118002](#)

**Portuguese company offers its subcontracting and manufacturing services of mechanical components (milling, laser cutting and bending)**

A Portuguese company specialized in precision machining, mechanical project, development and manufacturing of control jigs, robot tools and part positioning apparatus for the control of productive processes. The SME uses innovative equipment, high and fast precision technology. The SME is looking for subcontracting or manufacturing agreement and is looking for commercial agreement with partners with knowledge in mechanical engineering, automotive,

food, power and nuclear industry.

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[BOPL20191204001](#)

**Polish manufacturer of recreational water go-karts is looking for distributors abroad**

The Polish SME engaged in construction of pleasure boats is offering 2 models of water go-karts - for one and for two or three persons. They all sit in the same bucket seats, assuring security and ultimate fun feelings. The boats are multifunctional: perfect for rental companies, hotels, family trips, event business, super yachts owners as a dinghy or a water toy. The company is looking for foreign partners to conclude distribution services agreement.

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[BORO20191030001](#)

**A Romanian ship design and consultancy SME offering support to maritime and oil & gas industries are looking for outsourcing agreement and subcontracting**

The Romanian ship design and consultancy SME is looking for outsourcing agreement and subcontracting with companies operating in the need of engineering support. Their focus is the Scandinavian market and the United Kingdom.

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[BODE20190620001](#)

**SME from Germany offers its subcontracting services for PVD (Physical Vapour Deposition) and burnishing coatings**

A company from Germany focuses on surface treatments. The SME is specialized in the development and production of PVD (Physical Vapour Deposition), electroplating and burnishing coatings. One advantage is that the company realizes both, the electroplating and the PVD treatment. The company is looking for new partnerships and is offering its services within the framework of a subcontracting agreement.

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**OFFSHORE INDUSTRIES**

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[TRSE20191024001](#)

**Looking for producers of drones, including sensors and software, for inspections of marine structures**

A Swedish company in marine infrastructure solutions wants to use remote operated drones to render models to analyse marine structure, detect failures and damages

## NEWS

### MarTERA Call 2020

The transnational call of the ERA-NET Co-fund MarTERA "Maritime and Marine Technologies for a new Era" aims to support joint research projects in the field of maritime and marine technologies.

MarTERA launched a joint call for transnational research and innovation projects in 2020. This call is initiated by ministries/funding organisations from 11 countries: Belarus, Belgium, France, Germany, Malta, Norway, Poland, Romania, Spain, South Africa and Turkey. The transnational call has a budget of about 13 Mio € for collaborative research and innovation projects in the following areas: Priority Area 1: Environmentally friendly maritime technologies; Priority Area 2: Innovative concepts for ships and offshore structures; Priority Area 3: Automation, sensors, monitoring and observations; Priority Area 4: Advanced manufacturing and production; Priority Area 5: Safety and security  
[Further information.](#)

## PUBLIC TENDER

2020/S 007-012775

Iceland-Reykjavik: Marine research services  
Date: 10/02/2020; Local time: 13:00  
[Read more\\*](#)

2020/S 006-008014

United Kingdom-Aberdeen: Marine survey services  
Date: 06/02/2020; Local time: 12:00  
[Read more\\*](#)

2020/S 005-006745

United Kingdom-Aberdeen: Marine survey services  
Date: 06/02/2020; Local time: 12:00  
[Read more\\*](#)

2020/S 007-012726

France-Brest: Hull and mechanical spare parts for warships  
Time limit for receipt of tenders or requests to participate: 11.2.2020 - 16:00  
[Read more\\*](#)

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



and contribute to life cycle maintenance. The SME is looking for producers of air-borne and seaborne drones for inspections as well as sensors and software for inspections with drones. Cooperation would be within a manufacturing, licence or joint venture agreement. This request refers to an open innovation challenge.

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## [TOUK20190912001](#)

### **UK energy company looks for partners and investors for further development of its patent pending wave energy concept**

A UK energy company wants to develop its wave energy converter concept, which is a new arrangement of a series of pre-existing technologies and promises reliable energy outputs at multi mega watts level. They are seeking self-financing partners in demonstration of the concept in a simulation environment via research or technical cooperation agreement. They are also interested in financial agreement with investors or joint ventures with energy sector companies to do the first pilots in the sea.

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## [TOUK20191101001](#)

### **Constructing offshore energy projects very often damages the marine environment**

This UK SME solves commercial problems such as scour, habitat mitigation and cable / pipeline protection by deploying artificial reefs whilst improving the marine habitat and breeding / spawning grounds. The company is looking for partners who have access and rights to a site to support research and / or commercial services through a technical cooperation agreement or to operate under a licensing agreement.

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## [TOES20191202001](#)

### **Autonomous surface vessel for inspection of marine and submarine facilities and structures**

A Spanish SME, highly experienced in hydrography and offshore projects, has developed an autonomous surface vessel (ASV) for inspection of marine structures. This ASV provides a safer and cheaper alternative for obtaining marine data, as well as allowing the remote analysis of the data in real time. The company offers technical

cooperation agreements and commercial agreements with technical assistance to companies interested in the use or exploitation of this ASV.

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## [BODE20191119001](#)

### **German SME producing high-quality hydraulic tools is searching for sales partners in Europe targeting railway, wind energy and power industries**

A family-owned German company, known since 85 years for its high-quality industrial tools, is searching for partners for sales and distribution especially in Benelux, Scandinavia, East-Central Europe, France, Italy and Croatia. The hydraulic tools are customised for applications in railway, wind energy and power industries. Partners sought should have a good network within one or more of the targeted sectors.

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## [PORTS & LOGISTICS](#)

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## [TOGR20200116004](#)

### **Web/mobile application for marinas, yachters & skippers supporting e-booking services, navigational & parking assistance features and mobile guidance to the nearby coastal areas**

A Greek SME has developed an innovative solution transforming a regular marina into a 'Smart' one. The company provides a digital platform to serve the yachting communities around the world. The solution aspires to be the ultimate travel companion for yachters and skippers through features such as e-booking, navigational and parking assistance and mobile guidance to the nearby coastal areas. The client looks for marinas and small ports, for commercial agreement with technical assistance.

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## [TODE20191018001](#)

### **Novel environmentally-friendly textile protection for maritime antifouling applications based on basalt thread in order to reduce maintenance efforts and costs significantly**

A small German company specialized in knitted clothing and technical textiles has developed a non-toxic textile-based antifouling and protecting material based on

## NEWS

### **Cleaner Air in 2020: 0.5% sulphur cap for ships enters into force worldwide**

From 1 January 2020, the maximum sulphur content of marine fuels is reduced to 0.5% (down from 3.5%) globally – reducing air pollution and protecting health and the environment. Sulphur Oxide (SOx) emissions from ships' combustion engines cause acid rain and generate fine dust that can lead to respiratory and cardiovascular diseases, as well as reduced life expectancy.

Commissioner for Transport Adina Vălean said: "Maritime transport is a global business, and reducing its emissions requires global solutions. The entry into force of the global sulphur cap is an important milestone for the entire maritime sector; it will contribute to further reduce emissions of harmful air pollutants, directly benefiting cities and communities around the globe, including important ones on our Southern European shores. It also shows that concerted effort from the EU and the IMO, together with strong commitment from the industry can deliver important benefits to the environment and the health of our citizens."

Commissioner for the Environment, Oceans and Fisheries Virginijus Sinkevičius added: "The European Green Deal is set to deliver on a zero-pollution ambition for both climate neutrality and a toxic-free environment. This EU ambition protects our citizens' well-being, but also ensures healthy and clean environments, seas and oceans within a carbon-free and sustainable blue economy where all sides jointly engage, including maritime transport. We welcome low sulphur standards globally and in Emission Control Areas so that more EU coastal citizens can breathe clean air." EU's low sulphur approach as international example.

[Read more.](#)

Source: European Commission Press Corner

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basalt thread for maritime buildings, sea-marks, bridges, wind mills and other applications in seawater environment. Efforts and costs are reduced significantly through considerable extension of maintenance intervals. Seeking industrial partners from the maritime sector and maritime operators for technical cooperation agreements.

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## Other

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### [RDFR20191216001](#)

#### **H2020 FET Proactive consortium developing a technology to monitor marine biodiversity seeks an industrial partner**

A French research centre will act as coordinator for a project under FET Proactive aiming to develop a new type of ultra-low power bio-acoustic sensors to monitor marine biodiversity. It is looking for an industrial company with marine operations to join the project. The partner will be involved from the very beginning, providing real operational scenarios and industry specificities, all the way to testing in-situ prototypes at the end of the project.

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## EVENTS

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### **Business to Blue (B2Blue), 06/03/2020**

#### **Ferrara/ Italia**

The event is organised in the framework of Sealogy, an Italian trade fair on the topic and is taking place in Ferrara (Italy). The brokerage event is organised in the context of MISTRAL, an Interreg MED programme, aiming to strengthen international cooperation within the blue growth ecosystem and to increase the networking capabilities of SMEs, research centres, universities and clusters.

The selected topics are marine renewable energy, maritime surveillance, fishing and aquaculture, blue biotechnologies and coastal and maritime tourism.

Website: <https://b2blue.b2match.io/>

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### **International B2B Matchmaking at Oceanology, 18/03/ 2020**

#### **London/ United Kingdom**

A chance to meet potential business & technology partners in one day. [Enterprise Europe Network is organising a B2B match-making](#) event on Wednesday 18 March

2020 during [Oceanology International 2020](#). The FREE matchmaking event will give you the opportunity to meet potential collaborators and business partners during pre-arranged 30 minute meetings and create real business development opportunities with exhibitors and visitors, active in the maritime sector. [Click here to find out more and register](#).

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### **Technology & Business Cooperation Days, 20-23/04/2020**

#### **Hannover/ Germany**

With the "Technology & Business Cooperation Days 2020" Enterprise Europe Network Niedersachsen will continue the great success of the 2019 edition with nearly 600 participants from 37 countries (170 from Germany). HANNOVER MESSE 2020 will be the world's leading showcase for new industrial technologies, materials and product ideas. It is the ideal place to obtain latest industrial know-how. The trade fair topics are integrated industry, industry 4.0, integrated energy, smart materials & coatings, predictive Maintenance, cobots, energy efficiency and digital twin. Please [register here](#).

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### **Brokerage event Floating Offshore Wind Turbine 2020, 22-24/04/2020**

#### **Marseille/ France**

FOWT 2020: The world's largest event dedicated to floating offshore wind. The objective of FOWT is to enhance 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. It generates international business links within this emerging industry.

[Further information and inscription here](#).

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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!

Your regional Enterprise Europe Network contacts in the South of France are :

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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 whether you would like to provide your data or not. This is to avoid spamming of not requested partner types!



Maritime Industry  
and Services



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