

Maritime Industries News #28

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

[TOUK20200929001](#)

Lightweight and corrosion-resistant patented structural alternative to steel that outperforms it and at lower cost

A UK SME has patented a truss structure made of Pultruded Fibre Reinforced Polymer (PFRP) box profiles that are joined without metal or adhesive. It supports the same load as steel but is 60% lighter and does not rust. CO2 emissions are cut by 80% compared to steel. CNC cuts manufacturing cost to compete with steel. PFRP trusses, gantries and frameworks can now be built without metal. Easy shipping, re-use or recycling. Collaboration is sought under licence agreement.

[BOUK20200820001](#)

UK SME and manufacturer of oscillators and high frequency control systems is seeking distributors/ commercial agents

This is an independent, UK-based, manufacturer and supplier of quartz crystals, oscillators, filters and frequency-related products to the electronics manufacturing industry worldwide. The company design and manufacture a comprehensive range of frequency-related components and custom build components. Multiple sectors are supported including aerospace, telecoms, marine, medical, space and defence. This SME is

currently seeking distribution and commercial agency agreements.

[BOPL20200616001](#)

Polish provider of design services in maritime engineering offers subcontracting and outsourcing

Polish company providing a wide range of design services in the field of maritime engineering, naval architecture, and ship equipment offers to subcontract and wishes to co-operate under outsourcing agreements.

[BOPL20200909001](#)

Polish company providing repair and overhaul services for marine engines offers subcontracting and outsourcing

Well-established Polish company providing repair and overhaul services for marine engines offers to subcontract and wishes to co-operate under outsourcing agreements with foreign partners.

[BOUK20200818002](#)

UK company that design and manufacture marine electronics seeks distributors

The UK company that specialises in marine electronics, data protocol multiplexing and conversion products that are user friendly and accessible, enabling sailors to have the most current data at their fingertips seek distributors under distribution service agreements.



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 **ENTERPRISE EUROPE NETWORK**, please visit:
<https://een.ec.europa.eu/>



[BOES20200908003](#)

A Spanish decarbonizer machine manufacturer in the industrial field is in search of distribution and commercial agreements

A Spanish SME in the industrial field seeks distribution and commercial agency agreements to commercialize its decarbonizers world-wide, with special interest in Germany, the Northern countries, and the United States. The company manufactures three types of decarbonizers, used to eliminate carbon from all types of vehicles' engines. These machines are eco-friendly as they only use water, and are distributed mainly to vehicle workshops, well-known car manufacturers and to the naval industry.

OFFSHORE INDUSTRIES

[TRPT20201001001](#)

Portuguese company dedicated to capturing underwater images seeks to develop its technology. Technical cooperation agreement is sought

Portuguese SME specialized in underwater imaging, using the most advanced underwater visualization technology is looking for partners to develop applications that make the data more comprehensible for the general users and with technology in the application field to test in the real operation conditions. The company wants to establish a technical cooperation agreement.

[TRDK20200907001](#)

Danish provider of recycling processes looking for commercial partner(s) with a solid business case based on collecting, sorting, downsizing, and Reuse, Recycle and Refurbish of EOL ((End Of Life) fiber/glass fiber reinforced composites waste

This Danish organisation has a unique position in the market focusing on recycling via decommissioning processes, in which the supply chain is the foundation for business development. The organisation is looking for partners with knowledge and experience within collecting, sorting, downsizing and reuse, recycle and refurbish of EOL (End Of Life) fiber/glass fiber reinforced composites waste. The cooperation could be a technical, commercial with technical assistance or a joint venture.

[TOPT20201002001](#)

Portuguese company dedicated to capturing underwater images is looking for investment and/or technical access to the market. Financial agreement or commercial agreements are sought

Portuguese company specialized in underwater imaging, using the most advanced underwater visualization technology is looking for partners to invest and to open new markets through a financial agreement. The company is also looking for partners who want to access the technology to transfer and test military equipment for civilian applications by establishing a commercial agreement with technical assistance.

[TOGR20200306001](#)

Machine for screwing and unscrewing earth drilling pipes suitable for irrigation and petroleum applications

A Greek inventor has developed a patented tool for screwing and unscrewing earth drilling pipes faster and easier (ie drilling pipes used in petroleum extraction platforms, irrigation networks etc.).The inventor is interested in offering the specific machine to industrial machinery, agricultural machinery or petroleum companies under a license agreement.

[BOUK20200821001](#)

UK engineering design company offers subcontracting services to the offshore renewable sector

A UK company offering innovative engineering design and product development services is looking for partners in the offshore renewable sector on a subcontracting basis.

[BORO20200916001](#)

Romanian service provider for wind farms seeks outsourcing and subcontracting partners for installation, operation and maintenance of wind turbines

A Romanian SME operating in the wind energy sector seeks outsourcing and subcontracting agreements for the services they perform on wind farms, including installation, operation and maintenance of wind turbines. The company is specialized

NEWS

Horizon 2020 Framework Programme (H2020): Green airports and ports as multimodal hubs for sustainable and smart mobility LC-GD-5-1-2020

A clear commitment of the European Green Deal is that "transport should become drastically less polluting", highlighting in particular the urgent need to reduce greenhouse gas emissions (GHG) in aviation and waterborne transport. In aviation, traffic volumes are expected to increase significantly by 2050 and the sector is already generating 14% of the EU GHG emissions from transport. At the same time, waterborne transport accounts for appr. 90% of global trade and 13% of EU transport GHG emissions, while also experiencing continuous growth. In this context, airports, maritime and inland ports play a major role, both as interconnection points in the respective transport networks, but also as multimodal nodes, logistics hubs and commercial sites, linking with other transport modes, hinterland connections and integrated with cities. Deadline date: 26 January 2021 17:00:00 Brussels time

[Read more.](#)

Source: *European Commission*

PUBLIC TENDER

2020/S 194-469546

Ireland-Cobh: Marine survey services

Time limit for receipt of tenders requests to participate: 05/11/2020; Local time: 12:00; [Read more*](#)

2020/S 190-458914

Germany-Eschborn: Aquaculture services

Time limit for receipt of tenders or requests to participate: 27/10/2020; Local time: 12:00; [Read more*](#)

2020/S 194-468510

France-Nantes: Ships and similar vessels for the transport of persons or goods

Time limit for receipt of tenders or requests to participate: 02/11/2020; Local time: 16:30; [Read more*](#)

*www.ted.europa.eu



in 24/7 monitoring and intervention services, focusing on failure statistics to inspect, detect and correct incipient failures before they occur or they develop into major defects.

[BOPL20200707002](#)

Polish provider of mechanical assembly and electrical installation services on sites offers subcontracting services

Polish SME, providing subcontracting services of mechanical assembly and electrical installation on sites for manufacturing and intralogistics and automation industries, building installations, oil & gas and wind power, is looking for partners and offers its services under subcontracting agreement.

FISH, FISHERIES & AQUACULTURE

[BOES20200909001](#)

A Spanish canned fish producer from Galicia seeks for distribution and commercial agent agreements in the Euro zone

A Spanish company in the fish and seafood sector, is in search of distributors and agents to commercialize its canned fish and seafood products. Its origin and their 31 years of experience in the field guarantees a medium-high quality of the final product.

[BOPT20200127002](#)

Portuguese exporter of Azorean fresh fish and distributor of deep frozen food products is looking for trade intermediaries

Portuguese company specialized in exporting Azorean fresh fish and distributing deep frozen food products is looking for distributors in EU and non-EU countries.

PORTS & LOGISTICS

[BRDK20200729001](#)

Danish company looking for manufacturers of wooden transport boxes e.g. in Baltic and Poland

A growing Danish logistic company with over three decades of experience in purchasing and sales of wooden packaging solutions, used pallets and also in the logistics industry, is looking for manufacturers

of wooden transport boxes in the Baltic Countries, Poland and Ukraine.

[TOFR20200610001](#)

French company developing centralized passenger information management solutions looks for technical cooperation agreement with final users

Designed to increase the consistency of the passenger information system, the French company enables to aggregate all information flows into a single database. In this context, disturbances are detected automatically on the network and messages broadcast are streamed on communication media. This tool eases the information dissemination for transport operators. Very present on the French market, the company is interested in new technical cooperation agreements with German and Italian operators.

[TODE20200804002](#)

German specialist for yard management and factory logistic systems is looking for partners to run pilot tests of its software and hardware solutions

The German dock and yard management specialist seeks European partners to run pilot tests for its innovative multilingual factory logistics systems. It includes software and hardware modular yard management solutions (e.g. self-check-in, truck-call, scales etc.). The SME seeks cooperation under a technical cooperation agreement.

[BODK20200609001](#)

Danish provider of safety ladders ensuring safety in ports and marinas looking for sales partners

This Danish SME has developed an innovative safety ladder. It is a visible, light-weight and non-corrosive product for installation on quay walls. A solar-powered light unit on top ensures visibility at night, increasing safety at the waterfront. The non-corrosive material, coloured all the way through, delivers visibility without the need for maintenance. The company is looking for sales agents to address ports and municipalities locally and market their product.

NEWS

Looking back: Virtual MariMatch

As recently most popular trade fairs of the maritime industry have been postponed or cancelled due to the COVID-19 pandemics the Sector Group maritime industries and services of the Enterprise Europe Network has organised the first Virtual MariMatch a combination of brokerage event, open innovation challenges and a conference programme targeting actual maritime topics. With over 400 participants from 40 countries the sector groups looks back at a successful Virtual MariMatch 2020. Besides 300 companies participating in the 1 on 1 matchmaking, the interactive sessions focused on several important maritime topics. Leading maritime companies presented their challenges in the 'Open Innovation Panels'. Every session multiple speakers from all over the world pitched their ideas and presented their innovations. In short, many dynamic, varied and inspiring sessions at the Virtual MariMatch.

A great opportunity to connect digitally with maritime peers.

Currently the sector group is working on the follow up of the event, the first results are that the event met expectation of nearly 90 % of the participants who have already participated in the follow-up. So far 100 meetings have been rated for relevance by one of the involved parties, nine cooperations are already agreed and 61 additional cooperation are considered as possible according to at least one meeting partner.

[Read more.](#)

Source: *European Commission Press Corner*

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Other

[BOFR20200824002](#)

French SME specialized in electric water sports is looking for distributors

The French SME located in Northern France is specialized in electric water sports. They developed an innovative product: an E-foil accessible to all. An E-foil is an electric board with an aluminium foil mounted under the board. This device makes it possible for users to fly over water. The company is looking for distributors all around the world to develop their brand and their product.

EVENTS

BE MariMatch Odessa 2020 - International Virtual Brokerage Event, 27- 28/10/2020

The matchmaking event offers the opportunity for 1:1 speed dating with new business partners. The event is targeted at all visitors and exhibitors of Trans Expo Odessa. More in detail it is about ship owners, shipyard managers, ship designers, super intendants, fleet managers, ship brokers, tech. engineers, naval architects and all other maritime professionals that are involved in shipbuilding, repair or conversion. Last but not least the manufacturers and suppliers active in shipbuilding, repair and conversion and all the maritime subsystems and services. Please [register here](#).

eMariMatch, the International virtual partnering event of the Posidonia Web Forums Weekl 29 & 30 October 2020.

The eMariMatch 2020 is a great way to establish new cross-border contacts in the maritime sector. It offers: Access to a wide variety of relevant SMEs, OEMs, suppliers and Research & Innovation stakeholders such as techno starters, academia and research institutes. [Registration at the online platform](#) before 27/10/2020 is necessary.

Oceanology International 2020 with B2B matchmaking, 1-3/12/2020, Excel London

[Oceanology International](#) is celebrating 50 years as the world's largest ocean technology exhibition and conference. Government, businesses and academic leaders can look forward to reconnecting and establishing business relationships. EEN will be or-

ganising a B2B matchmaking event: <https://oceanology2020.b2match.io/home>

Webinar EU JAPAN AGREEMENT / Impact on MARITIME TRANSPORT / November 3rd at 10:30 am (CET)

The webinar is targeted to EU companies seeking to understand the various segments of the maritime transport industry in Japan and the impact of the EU-Japan Economic Partnership Agreement in this sector. [Free Registration](#).

EEN Brokerage Event Hydrogen Technologies Match 2020, 12/11/2020 in Husum/ Germany

The Conference focuses on Green Hydrogen Economy in different Regions. Various project presentations and practical reports on the status quo of German hydrogen activities as well as conference topics from the economy, science, industry and politics provide a broad view of the current development status of this future-oriented technology. The brokerage event will take place at the same time and offers added value to the participants. In 20-minutes B2B meetings, the participants can expand their own network and explore possible business, technology or project cooperations. [Registration is possible](#) until 12/11/2020.

Business to Blue (B2Blue), Virtual Brokerage Event, 19-20/11/2020

The brokerage event is organised in the context of MISTRAL, an Interreg MED programme, aiming to strengthen 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 maritime and coastal tourism. [Please](#) register until 16/11/2020 here.

Balearic virtual Yatch Show, 18 to 20 november

<https://virtual-nautical-brokerage-event-2020.b2match.io/>

Save the date!

13 - 15/04/2021 Ocean Business with B2B matchmaking, Southampton
<https://www.oceanbusiness.com/>

GET IN TOUCH!

This NEWSLETTER is prepared by Enterprise Europe Network MARITIME sector group with members originating from 15 European Countries.

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

CCI OCCITANIE

Nathalie ANDRE

Phone:+33 4 67 13 68 36

E-Mail: n.andre@occitanie.cci.fr

Rising Sud Provence-Alpes-Côte d'Azur

Marie GONZALES

Phone:+ 33 4 91 14 05 65

E-Mail: mgonzalez@risingsud.fr

Our website :

<https://www.een-france-mediterranee.com/>

To receive further information on a profile or an event, please give us a call or send us a message!

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