

## Maritime Industries News #29

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.

Please check the event section for the **“MariMatch@SMM 2021 – International Brokerage Event at SMM Digital”**

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### SHIPBUILDING

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#### [TOFR20201209001](#)

#### **Automatic stabilisation control system for hydrofoil boats, watercraft or vessels**

A French startup has developed an electronic system which can automatically control the stabilisation of a watercraft using sensors, electronics and mechatronics. This system has been tested with very good results on the different watercrafts: sailing catamarans and motor boats. The SME is now looking for naval architects, hydrofoil manufacturers or project leaders working on hydrofoils with best performance watercrafts, under commercial agreements with technical assistance.

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#### [TOIS20201028001](#)

#### **Onboard digital AI co-pilot system that provides vessel operators with intuitive decision support and trip predictions is seeking partners in Europe**

Icelandic SME has conducted extensive research into wave impacts & vessel movements in order to develop a system for guided vessel operations and is looking for commercial and technical cooperation. The system prevents possible hazardous slam-

ming impacts to vessels and reduces likelihood of vessel mishandling by providing actionable guidance and insights to operators. Result is improved safety and cost reduction from vessel and equipment maintenance, reduced fuel consumption, and insurance claim.

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#### [TOFR20201109002](#)

#### **A French company developing new compressors powering fuel cell engines with higher performance is looking for commercial, technical and research partnerships**

The French SME has developed a micro-turbine technology which is a perfect fit for fuel cell applications enabling them to develop and produce extremely efficient, compact and reliable feed air delivery compressors (20%-30% better than other fuel cell compressors) and recirculation anode blowers. The company is looking for further commercial agreement with technical assistance, or technical/research cooperation agreement, in EU countries.

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#### [BRDE20201124002](#)

#### **German company offers representation and distribution for electronic and electro-mechanical components and assemblies**

A northern German SME is a well estab-



*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

<http://een.ec.europa.eu/>

lished representative and distributor of active and passive electronic components as well as electromechanical components and assemblies to a diversity of industries. To complement the portfolio, the company is offering cooperation in form of commercial agency and distribution services agreements covering the northern half of Germany to producers of electronic components such as sensors, magnets, relays, clamps, switches and fuses.

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[BOFI20201030001](#)

**A Finnish manufacturer of predictive maintenance sensors for maritime, process and energy industries seeks distributors or commercial agents in France and Germany**

A Finnish company is specialised in machinery condition monitoring. The company's product is unique and patented machinery health monitoring sensor for oil lubricated rotating machinery. The sensor detects and records all metal particles and moisture (water) from the lubricating oil in real-time. The company seeks machinery and equipment repair companies or value-added resellers as distributors or commercial agents for the sensors in France and Germany.

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[BOUK20200820001](#)

**UK SME and manufacturers of oscillators and high frequency control systems is seeking distributors and commercial agents**

This is 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.

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[BOUK20201103001](#)

**UK precision engineering SME seeks distribution partners for their advanced composite plate saw solutions**

A UK precision engineering SME has designed and produced a range of intuitive

cutting solutions designed to cleanly, efficiently and accurately cut and machine composite panels into test specimens and intricate production components. This composite saw fills a gap in a relatively immature market presenting opportunities in a variety of sectors that are increasingly using advanced composites in critical load bearing engineering solutions. The UK company is looking for distributors.

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[BOUA20201012001](#)

**Ukrainian software development company offers the software for marine propulsion shafting alignment, torsion, axial and whirling vibration analysis at the design, production, maintenance and ship repair stages under subcontracting or outsourcing agreement**

The Ukrainian software development and consulting company offers software to shipyards, maritime engineering, shipbuilding, ship owners and other engineering companies. The software provides all the types of marine shafting calculations required by the classification societies for new and repaired ships. Cooperation is envisaged through subcontracting or outsourcing agreement.

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[BOPL20200918001](#)

**Polish company from metal processing sector offers its services under manufacturing agreements and subcontracting**

Polish SME from West Pomerania dedicated to metal processing such as welding, metal sheet cutting, bending, machining, painting offers its diverse services to foreign partners under manufacturing and subcontracting agreements. The company wishes to establish long term relations with partners from abroad to enter new markets.

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**OFFSHORE INDUSTRIES**

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[BODE20200925001](#)

**German manufacturer of high-precision stabilization mounts for space, air, sea and terrestrial sensors and applications is looking for agents, distributors and companies using sensor technology**

A German innovative company has been developing and producing gyro stabilization

## NEWS

**Import/export made easy: discover the new Access2Markets platform**

The [European Commission's Directorate General for Trade \(DG TRADE\)](#) has launched the new [Access2Markets portal](#). The portal provides you with all you need to know when exporting from the EU or importing into the EU.

It comprises product-by-product information on:

- EU trade agreements
- trade barriers
- duties, tariffs and taxes
- product rules and requirements
- customs procedures
- rules of origin
- statistics

This information covers all European countries and over 120 export markets around the world.

Access2Markets is for companies entering the world of international trade, chambers of commerce and export promotion organisations.

Source: <https://een.ec.europa.eu/news/>

## PUBLIC TENDER

**2020/S 255-639870**

**Greece-Athens: Engines and engine parts for warships**

Time limit for receipt of tenders or requests to participate: Date: 05/02/2021; Local time: 13:00

[Read more\\*](#)

**2020/S 251-630957**

**Lithuania-Vilnius: Repair and maintenance services of warships**

Time limit for receipt of tenders or requests to participate: Date: 01/02/2021; Local time: 10:00

[Read more\\*](#)

**2020/S 252-634466**

**Belgium-Brussels: Study on the Capacity for Greening of European Sea Ports**

Time limit for receipt of tenders or requests to participate: Date: 01/03/2021; Local time: 16:00

[Read more\\*](#)

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

mounts for data acquisition and monitoring. These stabilization platforms compensate vehicle movements and vibrations in the air, offshore and in rough areas. This significantly improves the quality and efficiency of data acquisition processes for airports, harbors, aerial photography, geo-data, drones and other sensor applications. The SME is looking for agents, distributors and companies using sensor technology.

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## **BOES20200708001**

**Spanish SME offers an innovative product for the generation of electricity through wave power under subcontracting or outsourcing agreements**

A Spanish (Basque) SME, specialized in wave power technology, offers this new way of producing energy to a provider or an electrical company. The main type of collaboration envisaged is subcontracting or outsourcing although financial agreements will be considered.

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## **PORTS & LOGISTICS**

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## **TOGR20201216001**

**A Greek startup offers an end-to-end, tracking and collaboration platform for the supply chain and looking for companies dealing with sea freight cargo as beta users**

A Greek ICT startup has developed a tracking and collaboration platform for the supply chain industry. The platform tracks the whole order cycle and gives visibility of the status of the order. The company is looking for companies dealing with sea freight cargo willing to test the product. The type of partnership considered is technical cooperation agreement.

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## **TOES20201201001**

**A Spanish SME is offering its expertise on autopilots and drone components for H2020 European Green Deal Call and other applications**

A Spanish leading company in the drone sector is offering its expertise in autopilots and related services for drones, unmanned aerial vehicles (UAVs) and electric vertical take-off and landing aircrafts (eVTOLs), to

be integrated in a consortia applying to Green Deal Call Area 5, LC-GD-5-1-2020 green airports and ports as multimodal hubs for sustainable and smart mobility. A research cooperation agreement with SMEs, corporates, universities or research centres is envisaged.

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## **TOIT20201111001**

**Innovative systems to prevent oil and plastic waste in rivers from entering the sea. An Italian company is looking for corporate investors with good capability in the industrialization and commercialization phases interested to exploit the patents**

New innovative systems designed and developed by an Italian team, that prevent plastic waste and oil in rivers from entering the sea, whilst also allowing navigability and having no detrimental effect on river flora and fauna. As the projects are ready to enter the market, the company is now looking for industries working in the environmental sector and services interested to invest thought licensing agreement or investing in the industrialization and commercialization phases.

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## **TOFR20201112001**

**A French SME is looking for a commercial agreement with technical assistance or a license agreement for a transfer of an innovative technology which detects insect (hidden and visible) in grain stored in bulk**

The company has designed, developed and industrialized an integrated technology in a product line. It provides early detection and evaluates the density of infestations in stored cereals and pulses (legumes) through the application of proprietary software. The SME sells mostly in France and is looking for a commercial agreement with technical assistance or a license agreement in EU countries, particularly in Denmark, France, Germany, Italy, Spain and Sweden.

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## **Other**

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## **TODE20201026001**

**Digital tools exactly meeting the needs of marine service providers**

SME from Northern Germany develops a

## **NEWS**

### **EXPORT SUPPORT WORKSHOP**

### **ON MARITIME TRANSPORT SECTOR**

Impact of the Economic Partnership Agreement between the European Union and Japan on the maritime transport sector.

On 3 November, the EU-Japan Centre with the support of Enterprise Europe Network partner organisations in the EU, members of the Sector Group Maritime Industries & Services, organised an online workshop dedicated to EU companies seeking to understand the various segments of the maritime transport industry in Japan, as well as the impact of the EU-Japan Economic Partnership Agreement in this sector.

The attendees, local companies mostly from Germany, France and Denmark, accompanied by Enterprise Europe Network, had the chance to learn more about the topic and to ask questions to the experts Mr Max Berre, Economist and Journalist with years of Japan-related experience and Ms Chieko Nakabayashi, Professor, Researcher and Consultant on Business Development, based in Brussels and Tokyo.

The EU and Japan's Economic Partnership Agreement (EPA) entered into force on 1 February 2019 offering European companies to benefit from removed tariffs and simplified customs procedures.

It positively affected trade flows on the Asia-Europe route.

In Japan, Top 3 Maritime Ports in trade volumes are Nagoya, (11%) Tokyo (11%) and Yokohama (7.6%). Demand for direct routes from/to Europe reaches 38.8%. Japanese shipping companies operate mergers and acquisitions, separate operations from ownership to lighten assets, using Non-Vessel Operating Carrier and strengthen alliances to increase cost and geographical efficiency.

For more information on the topic, please go to the [EU-Japan Center's website](#) with available presentations delivered during the webinar.

Source: EU-JAPAN NEWS CENTRE'S NEWS 1 DECEMBER 2020

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digital logbook app that proactively digitizes processes in commercial shipping. Special features are integrated that exactly meet the needs to create reports, surveys and documentation. Cooperation in the form of commercial agreements with technical assistance is offered to marine service providers that want to become more competitive by increasing the time and cost efficiency of their services.

## [TOFR20200827001](#)

### **Innovative marine site investigation solution for use in geophysics, impact assessment or buried objects detection**

A French SME specialized in marine electromagnetic has developed an innovative sites investigation solution which can be used for many applications such as geophysics, impact assessment or buried objects detection including non-ferrous objects. The SME wants to develop the use of electromagnetic services and imaging and is looking for partners to deploy the solution during site investigation marine in a commercial agreement with technical assistance.

## [BOMT20201126002](#)

### **A Maltese company operating in the maritime sector is looking for partners to conclude outsourcing agreements**

Established in 2001, this leading Maltese transport and maritime services company is specialised in ship and yacht registration, company formation, economic studies, feasibility and viability assessments as well as assistance on EU related shipping projects. They are interested providing technical and research services to the maritime and logistics industry. They seek cooperation partners under services and outsourcing agreements.

## [BOMT20200928002](#)

### **Maltese maritime services company seeks collaborations with ship owners/managers and offers its services to maritime businesses interested in registering their vessels in Malta and setting up maritime companies in Malta**

The Maltese company is looking for a commercial agency agreement with maritime companies and ship owners and they offer a wide portfolio of maritime solutions,

ranging from securing the right crew to vessels, crew payroll and Malta social security compliance for crew, registering vessels under the Malta flag, importation of yachts and managing yacht leasing structures, book-keeping and any other corporate-related matters.

## **EVENTS**

### **MariMatch@SMM 2021 – International Brokerage Event at SMM Digital Virtual maritime networking 2.-5. February 2021**

The [Enterprise Europe Network](#) as cooperation partner of [SMM Hamburg](#) invites you to participate in the international virtual brokerage event [MariMatch@SMM](#). Take this opportunity to get to know future business and research partners and expand your maritime networks! Participation is free of charge. [Register until February 1<sup>st</sup> 2021 for MariMatch@SMM](#), edit a meaningful cooperation profile and book meetings with other participants!

<https://smm-marimatch2020.b2match.io/>

### **Online EEN Brokerage Event "Technology & Business Cooperation Days"; 12/04 - 15/04 2021**

The brokerage event during Hannover Messe 2021 "Technology & Business Cooperation Days" is planned to be organised as "virtual brokerage event" for the industrial automation sector again. This means that also all bilateral meetings organised within the framework of the brokerage event will be held as online meetings/video-conferences via the event's website. Technology & Business Cooperation Days 2021 will hopefully continue the great success of the 2020 edition with nearly participants from 63 countries. The [registration](#) will be possible soon and will be free of costs.

### **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.

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**The usage of the Enterprise Europe Network database is free of cost.**

