

People in the news



Philippe Donche-Gay



Baldo Dielen



Kirsi Tikka



Harrold van der Meer



Colin How

► **Bureau Veritas has made a number of new appointments after the retirement of Bernard Anne from his position as executive vice-president and managing director of the Marine Division.**

Philippe Donche-Gay is the new executive vice-president in charge of the Marine & Offshore Division. Congratulating Anne on what he has achieved for the company, Donche-Gay said: "I consider that I have three challenges. The first one is, I have to protect the technical leadership that Bernard Anne has established in most areas of this industry. The second thing, which is more difficult, is to be very efficient with the money that our clients give us. The third challenge, and the most important, is to continue maintaining and developing the relationships that we have established for Bureau Veritas in this industry – with ship owners, shipyards, press, everybody. I will do everything I can to maintain this."

► **Baldo Dielen has joined Guido Perla & Associates, Inc and has been appointed general manager of the Brazilian branch Guido Perla do Brasil Ltda.**

Dielen, a naval architect with more than 20 years' experience in the international maritime business, has worked in over 40 countries, with the past nine years in Brazil. Dielen's previous experience in Brazil includes maritime consultancy and working as partner at EDDY Tugs. He has also held various management positions with Smit.

► **The Society of Naval Architects and Marine Engineers (SNAME) has awarded its highest technical honour, the David W Taylor Medal for notable achievement in naval architecture or marine engineering, to Dr Kirsi Tikka, president of the ABS Europe Division.**

Tikka has held a variety of executive positions within ABS over the past 10 years, including vice president for Technology, vice president for Global Technology and Business Development, chief engineer, and president of ABS's European and African operations. Prior to joining ABS, she served as a Professor of naval architecture at the Webb Institute in New York.

► **The supervisory board of Kotug has appointed Harrold van der Meer as COO of Kotug International BV.**

Van der Meer will succeed Dorus Knegtel, the current COO & vice president of Business Development, in his operational responsibilities. Van der Meer has a maritime background and more than 20 years' experience in technical and operational management.

Knegtel will continue his relationship with the Group as an advisor to the board on specific subjects and assignments.

► **Colin How has joined Edoc Systems Group as COO. He will lead Edoc's operations, organisational growth and also scalability as the company further**

expands into overseas markets.

How has previously served as COO, then subsequently Interim president and CEO, of Terapeak, a technology company.

► **Jensen Maritime Consultants has hired Jianjun Qi in the company's new office in the New Orleans business district, reporting to Jensen's general manager, Sergio Fifi.**

Qi brings to Jensen a decade of naval architecture, marine engineering and shipyard expertise. Before joining Jensen, he worked as a naval architect at Incat Crowther, and served as a senior naval architect for Derektor Shipyard in Bridgeford, Connecticut.

► **Foss Maritime Co has announced two additions to its directors' team: Hap Richards has been promoted to director of New Construction, while Jon Hie is now director of Shipyard Operations.**

Richards will focus on new construction strategies for all Foss Maritime's vessel construction projects, and he brings more than three decades of maritime experience to his position.

Hie will have responsibility for the operation of Foss's shipyards, oversee commercial vessel repair and maintenance work, and support Foss's fleet engineering requirements. He comes to the company from Hawaii, where he was a Kirby Corp division manager in the islands.

► **Mike Terrett, COO of Rolls-Royce, has retired.**

Terrett has worked for Rolls-Royce for 34 years and started with the company as a graduate apprentice in Derby, UK, in 1978. He has succeeded in many roles since then, including as chief engineer on the Trent 800 programme, president and CEO, International Aero Engines and president, Civil Aerospace. He was appointed COO and a member of the Rolls-Royce board in 2007.

► **KVH Industries, Inc, has opened an office in Tokyo and appointed Yoshito Yamane as the country manager and representative director for KVH Industries Japan Co Ltd.**

Yamane has collaborated with KVH Industries for the past three years as a sales consultant, developing relationships

Marine electronics lifetime achievement award

Brian Ash, the chairman of Mantsbrite Ltd, and co-founder of the BMEA, received a BMEA Lifetime Achievement Award for his important contributions to the marine electronic industry at the BMEA Conference in Southampton.

Ash established Mantsbrite Ltd in 1964 and the company has been supplying electronic navigation and communications equipment to the marine market for nearly half a century. The business has a 175-strong dealer network throughout the UK and Ireland. Ash was a co-founder of the BMEA and held the position of association treasurer for 17 years.

He said: "Today we need a trade organisation to protect our interests and

► *Brian Ash.*

represent us in the Marine Electronics industry which is a minute part of the small world in which we live. To be respected and to earn a decent living, our engineers need to have acknowledged worldwide qualifications. This can only be achieved by training to universal standards. Those standards should be those of the BMEA and NMEA and I see this as the way forward for us all."





Göran Skuncke

R S Sharma

Steve Berthold

René Raaijmakers

Gareth Kirkwood

with KVH Industries' Japanese partners. His prior work experience includes directing Stratecht Inc, a communications technology firm specialising in improving vessel operational efficiencies, performing IT planning and management for Tsuneishi Shipbuilding, and computer software product management for Microsoft Corp.

► **DNK has appointed Göran Skuncke to the role of insurance director.**

Skuncke joins DNK from the P&I Club, Skuld. He has held various positions within the shipping and insurance industries, including working as a P&I broker with Marsh in Oslo and as a shipbroker in the tanker segment.

► **Lone Aaboe Jessen has been appointed as marketing manager for Esbjerg Business Development Centre.**

Jessen has had experience as a marketing manager with Viking Life Saving Equipment, and as part of the Royal Danish Consulate General in Los Angeles.

► **Signet Maritime Corp has promoted Capt Cliff Porter to general manager, Traffic and Business Development.**

A licensed master of towing, Porter joined Signet Maritime Corp in 2010 when Signet acquired the business and assets of Colle Towing Company, Inc in Pascagoula, Mississippi. Before joining Signet, Porter had a 29-year tenure with Colle, serving in various capacities from deckhand to vessel dispatch manager.

► **Lloyd's Register has appointed R S Sharma, the former chairman and managing director of India's Oil and Natural Gas Corp, as chairman of operations for South West Asia.**

During his 56-month tenure with India's Oil and Natural Gas Corp, Sharma greatly improved the multinational's operating performance, while emphasising the importance of ethical practices and strong corporate governance.

► **Holger Muegge has taken on the role of global key account and strategic projects manager, and Katie Austen has been appointed office administrator at Drew Marine Signal and Safety.**

Holger, who is based in Bremerhaven, Germany, was previously European,

Middle East and Africa sales manager and has worked for the manufacturer of Pains Wessex and Comet marine distress signals for more than 10 years.

Austen previously planned to join the Navy, but she now hopes to develop her career at Drew Marine Signal and Safety. She previously worked at the Mary Rose Museum in Portsmouth, UK, and has sailed in the Firefly national championships and competed in tall ship racing in the Hebrides.

► **Matthew Humphreys has been appointed as Intellian's European Sales manager, based in the company's newly opened office in Southampton, UK.**

Humphreys is involved in the business development of Intellian's VSAT and TVRO systems. He has experience in the maritime communications industry and has a strong knowledge of stabilised platforms, information technology, systems training and commercial sales from previous marine roles across a range of industry sectors.

► **René Raaijmakers has been appointed as IHC Merwede's new Offshore Sales director.**

Raaijmakers joined IHC Merwede in April last year as product director of the Renewables Department and manager of IHC Offshore Systems. In his new role, he will be responsible for all commercial activities within the Offshore division.

He began his career with Bluewater and worked there for 14 years. In 2010, he founded OceanMill and has developed an excellent network and market experience from his experience in the maritime sector.

► **Doug Anderson, Customer Service director at Thomas Gunn Navigation Services, is to retire.**

Anderson has headed up Thomas Gunn customer service and support since 1994. He has spent more than 40 years in shipping and navigation. He joined Thomas Gunn from Brown and Perring, and prior to that he served in the British Royal Navy. Gareth Kirkwood will take over as Customer Service director.

► **Capt Dennis Brand will rejoin Titan Salvage as director of Global Commercial Operations, reporting to managing director, Rich Habib.**

Prior to rejoining Titan, Brand spent

four years in various management positions, including managing director of the Association of Hanseatic Marine Underwriters. He also co-founded Hanseatic Marine Consultants GmbH in Bremen.

► **Jörg Schwitalla will be the new Executive Board member for Personnel and Integrity at Tognum AG.**

Schwitalla was chief officer, Human Resources, on the Executive Board of MAN until July last year, and has since acted in an advisory capacity for the Volkswagen Group.

► **Stefan Nerpin has been appointed as group vice president of Communications and External Relations at DNV.**

Nerpin will head up the corporate management, development and alignment of corporate communications, branding, media relations, public affairs and digital communications to DNV's business strategy of being the world's leading provider of risk management services.

► **Stephen Berthold has returned to Eastern Shipbuilding as vice president, Marketing and Sales.**

Berthold is responsible for all domestic and international marine sales and marketing. He began his career in the marine industry as an ordinary seaman in the US Merchant Marines in 1978. He has worked in a variety of shipyards in various positions, including general manager and operating manager.

► **Jaya Holdings Ltd has appointed Chong Chow Pin as chief financial officer designate.**

Chong will report directly to the CEO and be responsible for financial, treasury and all corporate services.

► **VT Halter Marine has appointed Rear Admiral John J Prendergast III to the position of executive vice president.**

Prendergast spent 30 years in the Navy and when he retired, was named as director, Sustainment Business Operations, for the F-35 Lightning II Joint Strike Fighter within Lockheed Martin Aeronautics Company.

Photographer loss

Pim Korver, founder and owner of Pim Korver Film & Video, died on 6th December last year at the age of 75.

Renowned for his film and photography skills in The Netherlands and worldwide, Korver created numerous film productions which explored the realm of towage and salvage. His work highlighted the importance of that area of the industry, and showed the crucial part it played in Dutch maritime heritage.

'Europe has been a strong market for us'

Growth has appeared to stall within Europe for many companies involved in the tug and OSV sector, but within the communications industry, there is room to grow, or so Intellian has discovered.



With a new office opened in the UK, Intellian is further expanding its presence in Europe. The company's vice president, Communication Systems, Jon Harrison, explained why the region is important to them and how best to take advantage of the opportunities on offer within this sector.

Harrison told *IT&O*: "Europe is a critical market for Intellian and the opening of an additional European branch office is another milestone in the expansion of our Global Operations, even greater support for our European customer base, and provides another think-tank for strategy and product development. We have established a great profile in Europe, endorsed by our high product reliability. In terms of revenue, around 65 per cent of our VSAT sales can be attributed to our customers in Europe, and whilst it is difficult to identify where the products are used, we anticipate around 30 per cent of our VSAT customers are based in Europe."

When it comes to communications trends, Harrison has found that providing solutions to the tug and OSV market poses different challenges to the rest of the marine industry. "We have seen an increase in sub-1m

antennas (60cm and 85cm) within the tug/OSV market," he said. "Historically, airtime was more costly for the smaller, compact antennas, however the market is better equipped due to implementation of enhanced technology including the introduction of ACM networks allowing multiple antenna sizes to co-exist together, contributing towards the lower running cost of smaller, more compact antenna products. This type of change in technology has made lightweight, compact antennas much more affordable to OSV operators."

In 2011, Intellian opened an office in Rotterdam, and Harrison is confident there are still opportunities for growth in the region.

He said: "Our existing business activity is increasing and we continue to invest steadily in the region. The opening of the branch office in the UK is a strategic extension of the Rotterdam office and whilst they are geographically different, we are all part of one team located at these two important maritime addresses. Europe has been a strong market for us and we anticipate that it will be even stronger in 2013.

"Quality of the product is paramount

▲ *The new Intellian branch in the UK.*

▶ *Jon Harrison.*



and has been strategic to our acute growth, however, equally important is our corporate policy and attitude towards our resellers, our partners and a fixed pricing structure has helped maintain consistency. All of our customers receive the same, high level of service; the product price only varies on the volume of the product they purchase, not on the service they require. Communication and educating customers on the brand and providing them with up-to-date information is also very important for building trust."

The company continues to push ahead with its latest launch, the Aptus PC software, which provides ship owners with the ability to control ship antennas without the need to be on the vessel, via the ships onboard network. According to Harrison, Intellian has "already seen a keen interest, particularly from our Tier 1 customers, who are the prime maritime service partners globally."

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