



US COMMERCIAL SERVICE

Marine Technology Team

QUATERLY NEWSLETTER – Spring 2016

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1. **News:**

- a. **Tokyo Gas to Buy LNG from US Cameron Project:** Tokyo Gas has signed an agreement with Diamond Gas International for sale and purchase of liquefied natural gas (LNG) from the Cameron LNG project in the United States. As a new natural gas liquefaction plant will be built in the Cameron LNG Terminal in Louisiana, around 12 million tons of natural gas per year will be available for export. Read more at: <https://worldmaritimenews.com/archives/184576/tokyo-gas-to-buy-lng-from-us-cameron-project/>.
- b. **Expanded Panama Canal's Systems Put Through Their Paces:** Testing of all systems on the expanded Panama Canal project has been launched. The testing stage will see gates, valves, electrical and mechanical and hydraulic control systems thoroughly checked over a period of two months before moving to navigation tests. Read more at: <https://worldmaritimenews.com/archives/184842/expanded-panama-canals-systems-put-through-their-paces/>.
- c. **Bulker Owners Scrapping Away in Q1:** The first 3 months of 2016 are shaping up to be the biggest quarter on record for bulk carrier demolition as owners fight to restore balance in supply-demand capacity, data from Clarksons Research shows. Read more at: <https://worldmaritimenews.com/archives/184952/clarksons-bulker-owners-scrapping-away-in-q1/>.

2. **Upcoming Marine Tech Related Events:**

Oceanology International 2016 - London, England (March 15-17, 2016)

Oceanology International 2016 will have an extensive technical program will include insights and case studies from industry, government and academic experts and provided excellent educational, learning and networking opportunities for all attendees. For more information, visit <http://www.oceanologyinternational.com/en/>.

SITL Europe - Paris, France (March 22-25, 2016)

SITL Europe 2016 is an exhibition dedicated to the international and national communities of transporters of freight and logistics service providers by offering innovative products and services for procurement, distribution and the supply chain. Relevant to Marine technology would be the Port infrastructure section of the show. For more information, visit: <http://www.sitl.eu/en/Home/>.

DIMDEX 2016 (Doha International Defense Exhibition & Conference) - Doha, Qatar (March 29-31, 2016)

DIMDEX 2016, the international maritime naval defense and security exhibition that brings the world to the Middle East and North Africa region (MENA). Now in its fifth edition, DIMDEX has grown to become comparable in size with the largest shows of its type in the world. DIMDEX attracts a national and international audience of key decision-makers from government, military, naval forces, and the maritime defense industry. For more information, visit: <http://www.dimdex.com/en/home.aspx>.

OCEANS 2016 – Shanghai, China (April 10-13, 2016)

Papers on ocean technology, exhibits from ocean equipment and service suppliers, student posters and student poster competition, tutorial on ocean technology, workshops and town hall meetings on policy and governmental process. For more information, visit: http://www.ieee.org/conferences_events/conferences/conference_details/index.html?Conf_ID=35252.

NMMA Fact Finding Mission – Colombia (April 24-29, 2016)

Join the NMMA on a week-long fact finding mission to learn firsthand about this emerging boating market. Trip itinerary will include ground transportation, group networking meals, site visits to major boat builders, shipyard and marina facilities, visits to emerging boating areas and participation in Colombia's new International Nautical Congress in Cartagena. For more information, please contact jbalzano@nmma.org. To register, complete and return [this registration form](#). You must be an active NMMA member to qualify and all reservations will be confirmed on a first-come basis.

Hannover Messe - Hannover Germany (April 25-29, 2016)

Hannover Messe is the world's leading Trade Fair for Industrial Technology. The show unites all the core industrial sectors in a single venue, and this year the U.S. is the Country of Honor. For more information visit: <http://www.hannovermesse.de/home>.

Offshore Technology Conference – Houston, Texas (May 2-5, 2016)

The Offshore Technology Conference (OTC) is where energy professionals meet to exchange ideas and opinions to advance scientific and technical knowledge for offshore resources and environmental matters. For more information, visit: <http://www.otcnet.org/>.

Port Secure Canada - Toronto, Ontario (May 18-20, 2016)

The PortSecure Conference & Exposition is in its tenth year as Canada's premiere national conference and expo on port and maritime security. The conference is a professional development opportunity for those charged with the management and operation of security activities within the port, and will be of interest to operators, regulators, shippers and others directly involved in the successful operation of secure and safe ports. For more information, visit: <http://portsecure.ca/>.

SMM Hamburg - Hamburg, Germany (September 6-9, 2016)

SMM Hamburg is the world-leading fair of the maritime economy. The show is focused on shipbuilding, machinery and marine technology. The conference also offers a wide variety of conferences, symposia and workshops that focus on the Maritime Industry. For more information, visit: <http://www.smm-hamburg.com/en/>.

OCEANS 2016 – Monterey, California (September 19-22, 2016)

The Marine Technology Society and the Oceanic Engineering Society of the IEEE cosponsor a joint annual conference and exposition on ocean science, engineering, and policy. The OCEANS conference covers four days. One day for tutorials and three for approx. 500 technical papers and 150 -200 exhibits. For more information, visit: http://www.ieee.org/conferences_events/conferences/conferencedetails/index.html?Conf_ID=31204.

7th Annual Blue Tech & Blue Economy Summit – San Diego, California (November 9-10, 2016)

This event will be hosted by The Maritime Alliance. For more information, or to register for the event, visit: <http://themaritimealliance.org/2015/02/7th-annual-blue-tech-blue-economy-summit/>.

METS 2016 – Amsterdam, The Netherlands (November 15-17, 2016)

The Marine Equipment Trade Show (METS) is the biggest and best-attended business-to-business leisure marine equipment show in the world! METS draws more than 19,000 visitors annually. Attendees include yacht and boat builders, naval architects, repair yards, distributors, captains, marina developers and equipment manufacturers from around the world, who return year after year because they know METS is the most comprehensive show of its kind. For more information, visit: <http://www.metstrade.com/>.

Oceanology North America - San Diego, California (February 14-16, 2017)

The first Oceanology to take place in North America, the trade show will be a leading forum where industry, academia and government can share knowledge and connect with the marine science and ocean technology communities. This show is being sponsored by The Maritime Alliance. For more information, visit: <http://www.oceanologyinternationalnorthamerica.com/>.

Ocean Business 2017 – Southampton, United Kingdom (April 4-10, 2017)

Ocean Business is a hands-on ocean technology exhibition and training forum. The event incorporates an international ocean technology exhibition running in parallel with live demonstration and training sessions, Offshore Survey: a technical conference and Ocean Careers: an interactive careers event. For more information, visit: <http://www.oceanbusiness.com/>.

OCEANS 2017 – Aberdeen, Scotland (June 19-22, 2017)

Papers on ocean technology, exhibits from ocean equipment and service suppliers, student posters and student poster competition, tutorials on ocean technology, workshops and town hall meetings on policy and governmental process. For more information, visit: http://www.ieee.org/conferences_events/conferences/conferencedetails/index.html?Conf_ID=35253.

OCEANS 2017 – Anchorage, Alaska (September 17-21, 2017)

Papers on ocean technology, exhibits from ocean equipment and service suppliers, student posters and student poster competition, tutorials on ocean technology, workshops and town hall meetings on policy and governmental process. For more information, visit: http://www.ieee.org/conferences_events/conferences/conferencedetails/index.html?Conf_ID=35122.

3. Trade Leads from Overseas:

Trade Lead in Costa Rica: APM Terminal is constructing a new port in Costa Rica and is going to release a tender for a complex scanner project. They need to find an independent consultant that will guide them in the process, participate in the decision making process, and hold workshops to validate the technology of the companies that participate. This request was forwarded by Gabriela Lucke, CS-Costa Rica, on Feb. 11, 2016. Please contact him at Gabriela.Lucke@trade.gov for more information.

Various Canadian tenders for U.S. companies in the Marine sector are available at the LinkedIn Group: “Canadian Tender Alerts for U.S. Firms (Defense Aerospace/Marine/Maritime Focus)” or directly through <http://www.buyandsell.gc.ca/>. For more information, contact Luz Betancur at luz.betancur@trade.gov.

4. CS Strategic Partners and Useful Resources:**• Marine Technology Society (MTS):**

MTS is an organization that aims to give members of academia, government and industry a common forum for the exchange of information and ideas. Its mission is to facilitate a broader understanding of the relevance of marine technology to wider global issues, and to promote related educational programs. <https://www.mtsociety.org/>

• National Marine Manufacturers Association (NMMA):

NMMA is dedicated to advocating for and promoting the strength of marine manufacturing, the sales and service networks of its members, and the boating lifestyle. It represents the industry on public policy issues, assists the industry in improving customer satisfaction, and produces the trade event IBEX, among others. <http://www.nmma.org/default.aspx>

• The Maritime Alliance (TMA):

The mission of TMA is "Promoting Blue Tech & Blue Jobs". The non-profit is a cluster organizer for the San Diego maritime technology community and fosters maritime business and technology innovation through collaboration around the U.S. and the world. <http://themaritimealliance.org/>

• American Association of Port Authorities (AAPA):

The mission of American Association of Port Authorities is to educate stakeholders, provide services, and advocate policies that strengthen the ability of member seaports to serve their global customers and create economic and social value for their communities. <http://www.aapa-ports.org/index.cfm>

If you want more information about ITA's Marine Technology Team, please visit our site: <http://www.export.gov/%5C/industry/marine/index.asp>.

