



US COMMERCIAL SERVICE

Marine Technology Team

QUARTERLY NEWSLETTER – Fall 2016

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1. News:

- **Economic Slump Sends Big Ships to Scrap Heap:** A global commodities slump, combined with economic slowdowns in China, has limited the demand for freight shipping. An oversupply of capacity means that companies are charging the lowest rates since the 2008 financial crisis for container transport and trading ships for scrap recycling at near-record rates.
<http://www.wsj.com/articles/economic-slump-sends-big-ships-to-scrap-heap-1471192256?mg=id-wsj>
- **Ocean Robot Swims over 3,200 Miles to Hawaii:** An unmanned robot recently completed a four-month journey in the Pacific during which it patrolled the Pitcairn Island Marine Sanctuary for illegal fishing activities. The journey marks a breakthrough for autonomous ocean mission deployment – waters once believed to be inaccessible by unmanned missions can now be monitored remotely and at a much lower cost. Data from the Wave Glider was recently used by the U.S. Department of State for an initiative aimed at stopping illegal and unregulated fishing.
<http://www.marinetechnews.com/news/ocean-robot-swims-hawaii-535301>

2. Upcoming Marine Tech Related Events:

IBEX – Tampa, Florida (October 4-6, 2016)

The world's leading technical boat-building showcase, IBEX delivers a unique forum where the marine industry can do business, share ideas, and accelerate new product development. For more information, visit: <http://www.ibexshow.com/>.

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/>.

International WorkBoat Show, New Orleans (November 30-December 2, 2016).

Attend the International WorkBoat Show at the Morial Convention Center in New Orleans, Louisiana. The WorkBoat Show is a great opportunity to work face to face with your suppliers, learn about new products and discover the latest innovations across the industry from the people bringing them to life. For more information, visit: <http://www.workboatshow.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:

Australia – DMS Maritime Pty Ltd is constructing a vessel that will be 156 metres long; 23,800 tonnes and will be built by Damen at its Galati, Romania facility. It is scheduled to be commissioned in May 2020. Intending suppliers can register their interest at the following website: <http://www.icebreaker.icn.org.au/>. There is more information on the project and an indication that industry briefings on the project will be held June/July at various locations in Australia Hobart, Adelaide and Melbourne. Please contact Doug Hartley, CS-Canberra, at Doug.Hartley@trade.gov for more information. Originally sent: June 2, 2016.

Italy – The Port Authority for the City of Livorno in Italy is planning a massive redevelopment of the harbor there. The amount of the tender is approximately \$15,000,000 for the project and approximately \$700,000,000 for the works. The proposal deadline is September 30, 2016. Architectural and engineering firm **Econversostudio** (<http://www.econversostudio.com/en/>) is seeking to participate in the tender and is looking to partner with U.S. firms experienced in port development. Interested firms should contact: Mr. Andrea Provenzali at andrea@econversostudio.com; cell phone: +39 3381933390; land line: +39 0583058370. Please copy Federico Bevini, U.S. Commercial Service in Italy, Federico.Bevini@trade.gov. Originally sent: July 22, 2016.

Morocco – The Tangier Mediterranean Special Agency (TMSA) and its affiliate Tanger Med 2 SA intend to award the public service of towage to an operator which will be in charge of procuring the necessary infrastructure, vessels and equipment, and then operation and maintenance under a 20-year authorization. The beginning of commercial operations within the Tanger Med II Port is scheduled on January 1, 2019. Bidders are invited to submit their bids, individually or as part of a consortium. Bids shall be submitted to TMSA **no later than September 19, 2016, 4:00pm GMT**. Originally sent: July 28, 2016.

Canada – 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>.