

# oceanbuzz!

The weekly ocean technology e'Newsletter everyone's talking about

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## **GENERAL OCEAN NEWS**

### **1.a) WIDEBAND IN THE ZONE AT OI08**

Applications for Sonardyne's successful Wideband technology within subsea positioning, navigation and communications will form the major theme of Sonardyne's stand (926) during this year's OI08 exhibition.

There are two zones dedicated to Wideband survey techniques; one focused on USBL and one on LBL. A surface Lodestar, Sonardyne's new Attitude and Heading Reference System will feature in the Wideband USBL zone highlighting the unrivalled performance that is attainable when this sensor is combined with Ranger and Fusion USBL systems. The ongoing success story of Wideband LBL for subsea construction will be highlighted in the LBL zone where some of the company's specialist project surveyors will be on hand to discuss the benefits of Wideband technology for field development applications.

In the subsea monitoring and acquisition zone, there will be live demonstrations of integrated high speed data telemetry using Wideband-enabled transponders, transceivers and Lodestar AHRS. These demonstrations will illustrate the long term logging and autonomous operation capabilities of this new technology.

Climate change and maritime security, two of Oceanology's conference themes for 2008, will be represented by Sonardyne's much publicised Tsunami warning system and the new Sentinel Intruder Detection Sonar, both of which are making their Oceanology debut.

Oceanology is also the showcase for a host of oceanographic based products from Sonardyne. This zone will show systems that combine navigation and robust command of remote vehicles. These include AvTrak 2, Inverted and Scout USBL systems and a Wideband Sub-Mini transponder. For more information visit: [www.sonardyne.com](http://www.sonardyne.com)

### **1.b) LYYN RELEASES NEXT GENERATION VISIBILITY ENHANCER PLATFORM AND SIGNS DEAL WITH SEABOTIX**

New Hawk integration board from LYYN enables SeaBotix to easily add LYYN's Visual Enhancement technology to its LBV and LBC Remotely Operated Vehicles (ROV). This greatly aids operator visibility in all types of sub-sea exploration and applications.

SeaBotix, producers of ROV for all types of undersea work including research, search and recovery, pipeline work and maritime security. The company has now signed an agreement with Swedish LYYN to include its V.E.T. (Visibility Enhancement Technology) video into SeaBotix ROV consoles using the HAWK Integration Board and Panel.

SeaBotix LBV and LBC systems are supplied with high-resolution low light color cameras that provide high quality video images. These images are affected by turbid waters resulting in low light, low contrast and poor color under sub-sea conditions. Using LYYN's V.E.T., video or still images are processed in real time. The result is a vast improvement in video clarity and object identification.

"This product has been requested by our customers as an option and we are very happy that we can now be the first to offer this exciting technology as an integrated part of our ROVs." says Jesse Rodocker, Director of Marketing at SeaBotix. "Late last year we delivered the first 4 SeaBotix LBC Crawlers with the LYYN video enhancement integrated, based on reengineered portable T38s. This worked well but the HAWK Integration Board and Panel will allow for a much more easy integration."

"This contract is a huge milestone for us. Anyone who buys an ROV from SeaBotix can now benefit from our Visibility Enhancement Technology being easily installed, either at purchase, or as an added feature when vision enhancement becomes a priority." Says Bengt Sahlberg, Executive Vice President SubSea at LYNN. "We already have proof that our Visibility Enhancement works exceptionally well in many situations where vision would otherwise be impaired. Now, sub-sea professionals can install our HAWK Board very easily, bringing great value visibility enhancement at low cost."

For more information, please contact [bengt.sahlberg@lynn.com](mailto:bengt.sahlberg@lynn.com) or [jesse@seabotix.com](mailto:jesse@seabotix.com)

### **1.c) MARKET FUNDAMENTALS DRIVING OILFIELD SERVICES INVESTMENT BOOM**

Douglas-Westwood Limited, the energy business consultants, announced it has provided advisory services to \$10 billion of energy related transactions during 2007. Andrew Reid, director of Transaction Services, commented, "2007 has proven to be highly active as far as energy related M&A activity is concerned. Although our work is predominately global, the UK market is still highly influential in the raising of private equity and debt and we expect to see this continue at least for the first half of 2008".

The \$10 billion portfolio of deals (based on enterprise value) has spanned private equity, banking groups and public markets. "During the year we advised on the IPO of Eurasia Drilling Company and Integra – both Russian oil industry businesses. The listing of the subsea business, Wellstream, was also a key deal for us on the public markets," commented Reid. "The Middle East has also begun to see increased levels of activity, as indigenous oil service companies in the region seek additional capital to expand their operations and capabilities. Middle East players such as NPS will continue to increase their influence in the global oil services market. We have already witnessed the acquisition of UK based Target Energy by such regional investors and we expect this trend to continue.

Although the public markets have been strong in 2007 there is some weakness creeping in. "A number of potential IPOs have been delayed recently, given negative trading across exchanges as a whole – however this will not be sustained, as the market fundamentals are highly supportive of oil and gas related investment." The expectation is that the public markets will witness additional oil & gas related activity later in the year. While public markets stall, private equity continues to be active. "There have been a significant number of oil service businesses within Europe having been purchased by private equity firms over the past year. We still believe there is an over-supply of private equity capital in the market and as other industry sectors lose direction we expect to see additional emphasis being placed on energy related investments.

"However, a step-change for 2008 will be corporate acquisition. US listed businesses still dominate the global oil services arena, although the home market is due to slow and analyst pressure to increase their 'international' exposure will intensify. The opportunity for these companies to grow ingeniously is there of course, but we expect this strategic aim to be developed through use of M&A." John Westwood, Managing Director of Douglas-Westwood, commented, "We are adding to our service lines to accommodate this expected change in the market, by establishing a separate Advisory practice to progress strategic consulting for corporate customers. We have increased our team numbers over the past quarter and we are appointing a director to head the service line in the UK and international markets. We expect corporate activity to remain buoyant during 2008, although we have recognised and instigated a proactive strategy to align our business with new market participants and shifting geographic focus.

For more information, please visit [www.dw-1.com](http://www.dw-1.com)

## **2. PRODUCT LAUNCHES**

### **2.a) NEW OCEANPACK<sup>+</sup> CO<sub>2</sub> UNDERWAY SYSTEM FROM CONTROS**

CONTROS Systems & Solutions GmbH announces the launch of "OceanPack<sup>+</sup>", a new mobile environmental flow-through system. The device focuses on water surface measurements and market release follows extensive proving trials. This portable and modularly expandable system is ideal for either permanent shipborne installation or can easily be hand carried for temporary applications. The initial version

of OceanPack<sup>+</sup> uses a combined sensing module integrating the well known HydroC™ CO<sub>2</sub> and methane optical gas sensors.

OceanPack<sup>+</sup> offers 24 bit analogue data acquisition, multiple serial interfaces and digital control lines, enabling users to integrate and connect existing sensors, analyzers or samplers. The instrument is also available with a graphic display, GPS position control, PLC control and alarm functions as well as data telemetry. Weighing in at a modest 22 kgs, the OceanPack+ is an ideal portable and modular system for environmental monitoring, oceanographic research and CO<sub>2</sub> investigation applications.

Please contact Daniel Esser at [d.esser@contros.eu](mailto:d.esser@contros.eu) or, for the UK, product specialist, David Goldsmith at [d.goldsmith@rsaqua.co.uk](mailto:d.goldsmith@rsaqua.co.uk).

## **2.b) APPLIED MICROSYSTEMS INTRODUCES SV•Xchange™**

Applied Microsystems (AML) is pleased to announce the launch of SV•Xchange™ - the world's only exchangeable, field-swappable sound velocity sensor. Any SV•Xchange™ sensor can be connected to any Xchange enabled instrument - when you want, where you want - without compromising calibration accuracy.

Key Benefits Include: Increased Instrument Field Time: At time of recalibration, spare calibrated sensors can be shipped to the instrument, allowing the instrument to stay in the field; Lower Cost of Ownership: Tiny sensors – not heavy instruments – travel to and from the factory, generating dramatic savings in shipping costs and brokerage fees; Greater Convenience: Recalibrated sensors can be scheduled for just-in-time delivery, eliminating the headache of managing calibration expiry dates; Increased Flexibility: Damaged or out-of-calibration sensors can be swapped for field-ready spares on board the survey vessel; In addition to being field-swappable, SV•Xchange™ is more accurate and more precise than existing sound velocity sensors. The SV•Xchange™ also offers better results in high turbidity environments.

Oceanology International 2008 will be the public launch of this exciting new product and Applied Microsystems invites you to stop by Booth 604 to view an SV•Xchange™ demonstration. For product brochure and additional information, visit [www.appliedmicrosystems.com/svxchange](http://www.appliedmicrosystems.com/svxchange) or contact [sales@appliedmicrosystems.com](mailto:sales@appliedmicrosystems.com)

## **2.c) SEAZONE TEMPORAL PROFESSIONAL SHOWCASING**

SeaZone Solutions Ltd, a UK supplier of marine digital mapping, is pleased to announce that OI08 visitors will have the first opportunity to see 'SeaZone Temporal Professional' in action!

SeaZone will be showcasing the new software (beta version) on Stand 114, along with its award winning SeaZone Hydrosatial digital marine mapping. SeaZone Temporal Professional has been developed to replace the acclaimed ADCP Processing Suite, providing users with the next generation of powerful data management and processing tools for a wider range of temporal and generic marine environmental applications.

Visitors will also be able to register to be involved in the forthcoming Temporal Professional evaluation trial, providing users the opportunity to help shape the final product, due for launch later this year.

Dr Mike Osborne, Managing Director of SeaZone Solutions, comments: "SeaZone's marine data and software plays a crucial role for improved decision-making in the marine environment. The addition of SeaZone Temporal Professional to our product range will help change the way that marine data is viewed and analysed, supporting businesses across the oil and gas, renewable energy, conservation and public sectors." For more information, please visit [www.seaZone.com](http://www.seaZone.com)

## **2.d) TRITON IMAGING DEBUTS PERSPECTIVE PRODUCT LINE AT OCEANOLOGY INTERNATIONAL**

Visit Triton Imaging at Oceanology International 2008 for a demonstration of the Triton Perspective™ line of software products. This completely new software employs state-of-art technology to deliver unparalleled performance, ease-of-use, versatility and quality. New Perspective-based products include: *Triton MosaicOne™* - sidescan and backscatter mosaicing package; *Triton PerspectiveMap™* - map-based data

fusion engine; *Triton HarborSuitePD™* - underwater port security system; *Triton SeaClass™* - sidescan image segmentation; *Triton PipeTrack™* - pipeline tracking and free-span detection; and an emergent collection of tools for mine-countermeasures, hydrography, habitat mapping, marine archaeology, and the commercial survey market.

For underwater port security, the *Triton HarborSuitePD* offers a collection of tools that provide protection from IEDs and other dangerous objects placed on the seabed within a port. The system integrates seabed images collected during port survey operations and makes them available to port police dive units. Bathymetric, sidescan, and other underwater image data collected by the port survey group with *Triton HarborSuite* or other survey system can be displayed on laptops running the *Triton HarborSuitePD* software. Police units access baseline data and compare with recently-collected imagery to confirm the seabed within any berth or area is clear.

Visit Triton Imaging at Stand #1320, or attend the Triton OI Product Demonstrations in the South Gallery rooms in ExCel on Thursday, March 13<sup>th</sup> at 12:00 PM for a detailed understanding of how the advanced features of these new products can maximize the efficiency and accuracy of your operations. For more information visit [www.tritonimaginginc.com](http://www.tritonimaginginc.com) or e-mail [jthomas@tritonimaginginc.com](mailto:jthomas@tritonimaginginc.com)

### 3. JOB POSTINGS

#### 3.a) TRITON IMAGING, INC. USA, REQUIRE SALES MANAGER

Triton Imaging, Inc. require an experienced Sales Manager to lead the sale of state-of-art imaging and mapping software suites and fully integrated systems for offshore applications, including harbor security, sustainable future for underwater habitats, and search / survey. Geographic location flexible, however a base at Santa Cruz / Santa Barbara, California, USA preferred.

Skills / Qualifications: This position requires a minimum of a BS or equivalent degree and five years' experience in engineering, physics, oceanography, or related field. Demonstrated success as a sales manager in a related technology industry, preferably in the marine technology industry is required. Experience with Marine instrumentation and applications a plus. Experience with the product offerings within the technology industry is desirable. Experience with commercial and scientific software applications required. Strong leadership skills, closing skills, presentation skills, and prospecting skills are desirable. Fluency in English required. Fluency in other languages is desirable. Must be a U.S. citizen, or hold appropriate working visa.

Responsibilities include: Leading market strategy for each direct sector, OEM channel, and distribution network of reps/distributors, worldwide. Contributing information to market strategy by monitoring competitive products and reactions from accounts. Generating revenue by leading and developing market potential through forecasting, lead generation, qualification, and closing sales. Directly interacting with customers and representatives to understand the application, research the best product fit, and prepare technical & quotation responses. Seeking opportunities by conducting customer & representative education in the form of meetings and demonstrations. Participating in trade shows / conferences. Forecasting sales volume, activities, budget requirements. Reporting market expansion against target.

Applications: Please submit CV to [hr@tritonimaginginc.com](mailto:hr@tritonimaginginc.com), Call (+1) 831-722-7373 or visit [www.tritonimaginginc.com](http://www.tritonimaginginc.com) for more information.

#### 3.b) TWO MARINE SCIENTISTS WANTED BY PARTRAC LTD, UK

Partrac Ltd is a dynamic environmental consultancy specialising in sediment monitoring and sediment management. Due to an expanding workload, Partrac are recruiting for two Marine Scientists. Knowledge of physical oceanographic processes and key concepts in marine environmental monitoring is essential, as is knowledge of physical oceanographic instrumentation deployment and data processing. The job role will be involved with marine and estuarine survey preparation logistics, instrument deployment, data acquisition, interpretation, mapping, and reporting.

The selected candidates will gain experience of project management, assisting with proposals, cost control and client relations. The job requires flexibility as it involves UK and potentially international travel. You must have the work ethic and interpersonal skills to be able to successfully work on multidisciplinary projects in a team environment.

Experience/skills required:

Acquisition and analysis of marine and environmental data in estuarine, shallow marine and offshore environments, including equipment deployment and recovery; Advanced data processing skills, including one of the following: Surfer, MATLAB, Visual Basic; Experience with MapInfo and/or other GIS software; Excellent oral and written communication skills, with a high level of accuracy and attention to detail; Knowledge of small boat handling, plus basic electronics and computer (software/hardware) troubleshooting, would be advantageous but not essential.

Minimum requirements (both positions):

MSc in marine geology, oceanography, marine biology or a related subject; 3 years experience preferably from a consultancy, regulatory or marine survey background; Salary and benefits commensurate with experience. The closing date for applications is 31st March 2008. For more information, please contact [jmckay@partrac.com](mailto:jmckay@partrac.com) or visit [www.partrac.com](http://www.partrac.com)

### **3.c) EMU LIMITED, UK REQUIRE RECENTLY QUALIFIED HYDROGRAPHIC SURVEYORS AND MARINE GEOPHYSICISTS**

EMU Limited is a survey and consultancy company with clients in oil & gas, marine renewables, aggregates, civil engineering, and coastal management.

Applicants for these roles will need to be qualified to BSc or MSc level and the opportunity for training and development will continue within the supportive environment at EMU. The role will include a certain amount of travel; individual surveys are normally conducted over several days or a few weeks and may be anywhere in the UK with some overseas work.

As part of a strong team, the selected candidates will be involved in pre-planning of marine surveys, mobilising marine survey systems on board EMU's vessels, undertaking marine surveys for a diverse range of projects and clients, data processing, evaluation and interpretation, and presentation to the end client. Essential personal attributes are the ability to think on your feet, having a can-do attitude, and being a good team player.

This is an excellent opportunity for recent graduates to start their careers in an exciting environment, with a vibrant and successful company. The roles will be based at our Head Office in Durley, Hampshire [[www.emulimited.com](http://www.emulimited.com)]. EMU Limited offer attractive salaries and further benefits include a flexible working environment, company pension and generous holiday entitlement.

For further information, please contact Lori Winter on 01489 860050 or [lori.winter@emulimited.com](mailto:lori.winter@emulimited.com). To apply, please send your CV and a covering letter to Ruth Goulson at [ruth.goulson@handoverhr.co.uk](mailto:ruth.goulson@handoverhr.co.uk)

### **3.d) FIELD ENGINEERING MANAGER WANTED BY SEAFLOOR, USA**

Field Engineering Manager required to provide leadership and technical stewardship in the Engineering & Technology Group. As the leader of the engineering department, the Field Engineering Manager will collaborate with Base Support, R&D and IT to supply technical and operational support for the survey operations.

Applicants require current authorization to work in the United States, or be a current Fugro employee; A knowledge of electrical, hydraulic, pneumatic, electro-mechanical, sub-sea acoustics and computing systems; A college degree in an engineering discipline, plus seven years applicable marine industry experience, or equivalent combination of education and experience.

Experience required:

Operational/field experience with underwater systems and vehicles, acoustic systems, and sonar; Experience with hydraulic, pneumatic and electrical system design and a familiarity with circuit design; At-sea experience with military, marine industry or science exploration; International marine survey experience in regards to logistics, development and maintenance of marine survey equipment is preferred; Operational planning for deployment of marine systems and vehicles.

To apply for the above role, please forward your CV to [HR@seafloor.com](mailto:HR@seafloor.com). For additional details, please visit [www.seafloor.com](http://www.seafloor.com)

### **3.e) HSEQ MANAGER REQUIRED BY SEAFLOOR, USA**

HSEQ MANAGER is required to maintain and improve the effectiveness of the company's newly certified HSEQ Management System, and provide advice and guidance to the management team.

Applicants require current authorization to work in the United States, or be a current Fugro employee; Strong knowledge of HSEQ standards (ISO 9001 and OHSAS 18001) and HSE legislation; Knowledge of marine survey practices, equipment and requirements; International marine survey administrative experience. To apply for the above role, please forward your CV to [HR@seafloor.com](mailto:HR@seafloor.com). For additional details, please visit [www.seafloor.com](http://www.seafloor.com)

### **3.f) VARIOUS POSITIONS AVAILABLE AT HR WALLINGFORD, UK**

HR Wallingford is an independent research and consultancy organisation specialising in civil engineering and environmental hydraulics. They are looking for exceptional candidates at all levels to enhance their existing teams. From technical directors to graduates, if you thrive on solving complex problems and are passionate about making a difference, HR Wallingford would love to hear from you.

HR Wallingford is committed to recruiting and retaining staff of the highest calibre. We offer a stimulating working environment, competitive salaries and an excellent benefits package that includes a pension scheme, flexible working hours, childcare vouchers, staff restaurant and a sports and social club. For more information, please visit [www.hrwallingford.co.uk](http://www.hrwallingford.co.uk)