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OCEANBUZZ ISSUE 485 – 28th February 2017

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1. OCEAN BUSINESS 2017 NEWS

1.a) STOP PRESS! ONE REMAINING TICKET FOR THE OCEAN BUSINESS GALA DINNER!

If you haven't secured your ticket to the acclaimed Ocean Business gala dinner on Wednesday 5 April at the Grand Café, now's your chance, but be quick as just one ticket remains! Please contact Apinya Clark at aclark@divcom.co.uk. Cost is £85.00.

If you are unable to acquire your ticket in time, there are still other social networking opportunities throughout the three days. Welcome drinks - join us for an informal get-together the night before the show opens at the Pitcher and Piano on Monday 3 April from 1800 - 1930. Open to all visitors and exhibitors but please bring your badge and note that space is limited so arrive early if you want to get in!

Wine trail – the opening evening of the exhibition welcomes the return of the famous sponsored wine trail in the exhibition halls, from 1700 – 1900 on Tuesday 4 April. A variety of wines will be available from different exhibitor stands, so work your way round, tasting wines from across the globe.

For more information about our social events, visit www.oceanbusiness.com/social/

Registrations are already flooding in, beat the queues onsite and register online for free at www.oceanbusiness.com/register

Keep in touch with the latest Ocean Business 2017 news by following us on Twitter @OceanBusiness #oceanbiz, on Facebook and Instagram OceanBusinessShow, or by joining our LinkedIn group OceanBusiness.

1.b) 10,000 OCEAN BUSINESS SHOW PREVIEWS ARE HITTING THE STREETS!

More than 10,000 copies of the Ocean Business 2017 show preview brochures are about to hit the streets in the UK and internationally!

With information on 340+ international exhibitors; a full programme of 180+ hours of live training and demonstration sessions; a jam packed schedule of conferences and associated meetings; a careers event and all the social activities designed to keep you smiling all week, it's your essential guide to the biggest gathering of the year for the international ocean technology community!

If you can't wait to see a copy, please visit www.oceanbusiness.com/2017-show-preview

Have you registered? Beat the queues onsite and register online for free at www.oceanbusiness.com/register

1.c) UNLOCKING THE POWER OF X-BAND AS A COASTAL DEVELOPMENT AND MANAGEMENT TOOL, TUESDAY 4 APRIL

As part of a series of sessions, hosted by the NOC, that address the issues facing the ocean technology community, this workshop on Tuesday 4 April from 15.00 to 16.00 will provide an overview of the capabilities and services provided by The NOC and Marlan Maritime Technologies.

Shore-based marine radar systems have recently proved to be an excellent tool for gathering a wealth of hydrographic, hydrodynamic and environmental data for a variety of scientific and industrial applications. Following significant research and development effort at The NOC and other partner institutions in the UK and further afield, a single marine radar sensor can gather information on; subtidal bathymetry down to 30-50 m, near-surface currents, intertidal topography, wave spectra and wave statistics. Along with this crucial hydrographic data, the radar can provide

information on bird and marine mammal activity in the area while continuing to act as a vessel traffic observation and management tool.

The NOC will also open its doors for tours of the key testing facilities that are available for commercial hire. For more information visit www.oceanbusiness.com/conferences-seminars/noc-workshops-seminars/

1.d) INTERNATIONAL B2B MATCHMAKING EVENT, WEDNESDAY 5 APRIL

Enterprise Europe Network is organising a free B2B matchmaking event on Wednesday 5 April at Ocean Business, to give visitors the opportunity to meet potential business partners during pre-arranged 30 minute meetings and create real business development opportunities with exhibitors and visitors active in the maritime sector.

The event is open to all attendees of Ocean Business 2017 and participants at the Maritime and Defence Dual-Use event, to provide opportunities to meet civil and defence partners on a 1-2-1 basis. Your agenda will be sent to you one week before the event with the exact time and location of your meetings.

The event is proudly organised and supported by Enterprise Europe Network, Greenwich Research & Enterprise, the National Oceanography Centre and the Maritime Technologies Sector Group and the Aeronautics, Space & Dual-Use Technologies Sector Group.

Register now at www.b2match.eu/oceanbusiness2017 or email t.benzie@greenwich.ac.uk with any queries.

For more information about all the associated meetings at Ocean Business, visit the Ocean Business website www.oceanbusiness.com/conferences-seminars

Keep in touch with the latest Ocean Business 2017 news by following us on Twitter @OceanBusiness #oceanbiz, on Facebook and Instagram OceanBusinessShow, or by joining our LinkedIn group OceanBusiness.

1.e) THE SKY'S THE LIMIT FOR BRITISH TRACKING TECH AT OCEAN BUSINESS

Iridium satcom specialist Rock Seven is returning to Ocean Business this year to showcase the diverse application potential of its high-tech but low-cost vessel and asset tracking, Machine-to-Machine (M2M) and communication technology portfolio.

Rock Seven's Southampton-based team will be on-hand throughout Ocean Business to show visitors how the application-agnostic RockFLEET and RockBLOCK systems can be easily integrated with any project or product to provide reliable, cost-effective remote monitoring, control and communication functionality. RockFLEET and RockBLOCK have already been embraced by ocean science and commercial maritime users for a diverse range of applications and projects all over the world.

The State of Maine's Department of Marine Resources has trialled RockFLEET as a key component in the digitisation of its fisheries management strategy, which aims to secure sustainability of stock levels for the future. It is also proving popular as a communication device for smart buoy manufacturers.

Rock Seven are exhibiting at Ocean Business on stand V43.

For more information visit www.rock7.com

Follow on Twitter @r7satellite

1.f) IMPACT SUBSEA TO SHOWCASE GROUND BREAKING TECHNOLOGY AT OCEAN BUSINESS

Impact Subsea are showcasing their recently launched ground breaking underwater Attitude and Heading Reference System - the ISM3D.

The ISM3D utilises high grade MEMS* based Accelerometers, Angular Rate Gyroscopes and Magnetometers all of which feed into an advanced fusion engine driven by a dual core micro-processor. The unit provides Heading to $\pm 0.5^\circ$ of local Magnetic North with Pitch and Roll to $\pm 0.05^\circ$ accuracy. For optimal performance, a hard and soft iron calibration can be performed on the unit once installed on the ROV, AUV or other underwater platform. This ensures that a consistently accurate heading is provided at all times.

In areas where a large amount of steel or other magnetic disturber is present, the unit can be switched to operate using the Angular Rate Gyroscopes and Accelerometers, without input from the Magnetometer. The low drift rate of the advanced MEMS based Gyroscopes enables navigation to be conducted in areas where previously only a fibre or ring laser diode based heading sensor would suffice. Provided in a Titanium housing, depth rated to 6,000 metres, with a length of 65mm - the ISM3D sets a new standard in size, durability and capability.

Impact Subsea are exhibiting at Ocean Business on stand A29.

For more information visit www.impactsubsea.com

1.g) NEW FOR OCEAN BUSINESS – RESEN WAVES SHOWCASE SMART OCEAN BUOY

For the first time ever Resen Waves are exhibiting a small wave energy buoy that provides power and real time data access to autonomous instruments and machinery in the sea.

Resen Waves provide continuous power and real time data connectivity to autonomous instruments and machinery in the oceans, as a plug and play buoy solution. It is now possible to access instruments in real time through smart phones or a web application, no matter where the instruments are located in the big oceans. Power is no more a limitation.

A power buoy is installed in the sea where the power and data connectivity is required. The buoy powers the instruments through the mooring line. Instrument data is logged from the buoy, through a fibre optic Ethernet connection in the mooring line, and the data is transmitted to shore via satellite, VHF, 3G or 4G connections, respectively. The buoys are designed for full ocean exposure. They start to produce power in only 0.5m waves and are installed in a water depth between 10m and 200m. The smallest power buoy is a 300W module. It can be transported on a small trailer and installed from small vessels.

Resen Waves are exhibiting at Ocean Business on stand W18.

For more information visit www.resenwaves.com

1.h) HYDROMEAS DEMONSTRATE COMPACT OPTICAL MODEM FOR FAST, SHORT-RANGE UNDERWATER COMMUNICATION

Hydromea are demonstrating its LUMA 250LP optical modem following a large order for the modem by Germany's Alfred Wegener Institute for Polar and Marine Research (AWI).

In order to verify the technical specifications and ensure that the modem can be easily integrated into AWI's infrastructure, an extensive set of tests was carried out at AWI in Bremerhaven which included a depth rating test to 6000m. The LUMA 250LP's very low power consumption and compact size make it particularly well suited for long term deployments on battery-powered infrastructure.

Hydromea will be demonstrating the modem at Ocean Business 2017 on stand A8.

For more information visit www.hydromea.com

2. GENERAL OCEAN NEWS

2.a) iSURVEY SINGAPORE AWARDED CONTRACT WITH SOLSTAD OFFSHORE

Following two years of successful operations, iSURVEY, Singapore, has again been awarded a marine construction survey support contract with Solstad Offshore Asia Pacific for works onboard the DLB 'Norce Endeavour'.

Due to commence in March 2017, with options for extension in 2018 and 2019, the four month contract will see iSURVEY provide positioning and survey support to Solstad Offshore Asia Pacific's 2017 pipeline and platform installation programme in Thailand.

The workscope includes monitoring during jacket setting, together with final positioning, levelling and survey assistance during pile cut-off. Subsea positioning will also integrate with IKM Subsea's Merlin work-class ROV during installation operations.

For more information visit www.isurvey-group.com

2.b) EMODNET - OCEANWISE PROVIDES UK INPUT TO PHASE 3 OF EUROPEAN HIGH RESOLUTION SEABED MAPPING PROJECT

The European Marine Observation and Data Network (EMODnet) Phase 3 High Resolution Seabed Mapping Project has been awarded to a consortium headed by the French Hydrographic Office (SHOM) and Dutch company, Maris BV, with OceanWise providing all UK inputs as a full partner.

The EMODnet data infrastructure is being delivered in three major phases and includes seven themes. Development of the EMODnet Bathymetry Portal was started during Phase 1 (2009 - 2012) and was enhanced during Phase 2 (2013 - 2016). During Phase 3 (2017 - 2020), the portal is being further developed, together with the six other EMODnet sub-portals, towards delivering an operational service with full coverage of all European sea-basins and a wider selection of parameters and higher resolution data products. The UK's involvement in EMODnet is unlikely to be affected by Brexit, as multiple partners from outside the European Union (EU) have been participating in the project since its inception.

OceanWise is responsible for creating the UK high resolution seabed map utilising hydrographic survey data acquired under the Civil Hydrography Programme (CHP) and other survey data that is made publicly available. However, unlike Phases 1 and 2 of the EMODnet Bathymetry Lot, this phase includes the coastal zone, so additional data is being provided by the Channel Coastal Observatory, the Environment Agency, and the Scottish and Welsh Governments. OceanWise already provides a European wide Web Map Service (WMS) for the shipwrecks sub-theme and will continue to do so into Phase 3.

For more information visit www.oceanwise.eu

Follow on Twitter @oceanwise_eu

2.c) UNDERWAY PCO2 ANALYSER SUPPLIED TO MARINE INSTITUTE BY SWALE TECHNOLOGIES

The Marine Institute in Galway, Ireland recently took delivery of a General Oceanics 8050 underway system to investigate carbon dioxide dissolved in the surface layers of the ocean to better understand changes in ocean carbon chemistry and ocean acidification due to enhanced atmospheric CO₂. The instrument will form part of their contribution to the GO-Ship A02 survey, which is being undertaken on board the MI Research Vessel Celtic Explorer this year.

The system was supplied by Swale Technologies, Bordon, UK and manufactured by General Oceanics, USA, who expedited delivery to fit with the busy schedule of the Celtic Explorer. Installation, commissioning and training was all completed within just a few weeks, delivery having been made just prior to Christmas.

The GO8050 pCO₂ system is based on a design by Craig Neill of the University of Bergen and over 70 systems have been commissioned around the world. It incorporates a LI-COR non-dispersive infrared (NDIR) analyser to measure the carbon dioxide partial pressure but other instruments such as a thermosalinograph, fluorometer or pH sensor can also be integrated. Particularly useful for an autonomous underway system is its ability to monitor the GPS position and shut itself down when entering port to avoid damage from contaminated water.

More information visit www.swaleocean.co.uk

2.d) SCRIPPS SCIENTISTS COLLABORATE WITH ICELANDIC COAST GUARD ON WAVE STUDY

Scripps Institution of Oceanography at the University of California San Diego, US, is collaborating with the Icelandic Coast Guard (ICG) on a ground-breaking study of the extreme ocean surface conditions that characterise the waters off Iceland's coast.

The sea state 7 category corresponds to regular wave heights between six and nine metres (20 to 30 feet). Rough seas are common around Iceland as a result of shifting winds moving across the high latitudes, and the waves encountering variable currents. The collaboration between the Scripps scientists and the Icelandic Coast Guard was formalised in February by the signing of a memorandum of understanding by senior leaders from both organisations as well as Iceland's Marine Freshwater Research Institute and the University of Iceland.

The scientists, sponsored by the Office of Naval Research, are expected to continue their ocean observations of waves, winds, pressure, temperature and currents for at least two more years, and will be broadening their interaction with the greater Icelandic scientific community in the coming months. It is one of several ventures Scripps researchers undertake with national governments to improve observations of nature and protect marine environments.

For more information visit www.liquid-robotics.com

Follow on Twitter @LiquidRobotics

2.e) NEW VERSIONS OF BATHY DATABASE™, HIPS AND SIPS™ RELEASED BY TELEDYNE CARIS™.

With HIPS and SIPS and the Bathy DataBASE (BDB) suites of products being closely aligned, the new BDB 4.3 release follows hot on the heels of HIPS and SIPS 10.2. These product lines now share a common core promoting tighter data interoperability.

The long anticipated 4.3 release of BDB now includes import and export for the generic LiDAR format LAS 1.4. This is an important step in facilitating LiDAR and laser scanning workflows and downstream data analysis. BDB 4.3 also supports the creation and management of Variable Resolution (VR) Surfaces. This capability allows for continuous model creation, which can be contoured in a single pass. The new Process Designer is included in this release, allowing workflows to be scripted and automated. This brings efficiency gains for common operations. The 3D window has been enhanced with new vector feature digitising and draping capabilities, which are useful for target picking on point cloud datasets.

This update to the major 10.0 release of HIPS and SIPS builds on the idea of extracting more information from your multibeam data. Multiple sonar detections from both Kongsberg and Teledyne sensors are now supported. This capability can highlight additional contacts present

within the water column, which may require closer investigation, building on water column imagery work previously completed. More backscatter upgrades have been added to SIPS™ in the release including support for both Kongsberg and Teledyne time series data that can result in a sharper seafloor image. This can be further enhanced for Teledyne sensors through the normalised backscatter.

For more information visit www.teledynecaris.com
Follow on Twitter @CARIS_GIS

2.f) BORD IASCAIGH MHARA CONDUCTS SEED MUSSEL SURVEYS WITH VIDEORAY

Bord Iascaigh Mhara, Ireland's Seafood Development Agency conducts Seed Mussel Surveys to assist in the responsible growth of Irish aquaculture. They recently purchased a VideoRay Pro 4 outfitted with BlueView multibeam sonar, and rotating manipulator purchased through TechWorks Marine, VideoRay's dealer in Ireland to assist with this task, providing high resolution images, detailed sonar information, and samples from beds. This equipment replaces expensive divers, and other unreliable ROVs previously used less efficiently and effectively for the same purposes.

For more information visit www.videoray.com
Follow on Twitter @VideoRay

2.g) JW FISHERS SONAR SYSTEMS HELP SEARCH TEAMS, SCIENTISTS AND SALVORS

A variety of sonar systems are now being used by law enforcement and public safety dive teams, universities and salvage companies for recovery operations, subsea surveys and marine research. Sonars produce almost photographic images of the underwater environment regardless of water clarity. Side scan sonar can sweep several hundred feet of ocean, lake, or river bottom in one pass of the boat allowing large areas to be searched or surveyed quickly. Scanning sonar, which operates in water similar to the way radar operates in air, can image a 200 foot circle on the bottom in less than a minute. Sub bottom profilers transmit a sound wave that penetrates soft bottom and reflects off the harder substrate below showing what lies buried in the bottom. These sonar systems help save time and money, increase diver safety, and allow more extensive study of the marine environment.

China's Yangtze River, known locally as the Chang Jiang, is the country's longest river and the third longest in the world. It originates in the mountains of the Qinghai Province and runs from west to east, terminating in Shanghai where it pours into the East China Sea. It is an economically important route for ships carrying freight from inland regions to the coast. The waters of the Yangtze are notoriously difficult to navigate with unseen submerged obstructions, treacherous crosscurrents and whirlpools. Many ships have been sunk and many others have lost precious cargo after being tossed about in the raging river. It is not unusual for large containers to be thrown overboard where they are quickly engulfed in the river's muddy bottom. With new improvements in underwater imaging technology, a concerted effort is now being launched to locate the many containers littering the bottom of the Yangtze. One of the tools being employed in these salvage operations is JW Fishers SBP-1 sub bottom profiler. This low frequency sonar system can easily locate these cargo containers buried in the soft bottom.

For more information visit www.jwfishers.com

2.h) SYSTEA WINS BEST OVERALL PERFORMANCE IN NUTRIENTS SENSOR CHALLENGE

During the special awards session at the Association for the Science of Limnology & Oceanographic (ASLO) meeting in Honolulu, Hawaii, on Thursday 2 March 2017, SYSTEA was awarded as Winner for Best Overall Performance on both N and P of the Nutrients Sensor Challenge organised by Alliance of Coastal Technologies.

The WIZ in-situ probe was evaluated as cost-effective, commercially available solution for measuring both nitrate and phosphate in an integrated package. It uses a wet chemistry approach to measure both nitrogen and phosphorus and performed well in lab testing and across the three field deployments, including 72 days in Chesapeake Bay.

For more information visit www.act-us.info/nutrients-challenge/Awards.php

3. EVENTS, TRAINING & DEMONSTRATIONS

3.a) NEW COURSE SERIES ON OASIS MONTAJ AND UXO MARINE FROM GEOSOFT, UXO MARINE BASIC 2 -3 APRIL, SOUTHAMPTON, UK

Ahead of Ocean Business 2017, this two day course will focus on the tools and workflows specific to a single magnetometer system. Starting with the import of raw data, the course will progress through quality assurance, processing, and corrections and finish with picking and managing targets.

The course is designed to offer an introductory level understanding of how Oasis montaj and UXO Marine software can be applied to marine geophysical UXO surveys.

Cost is £350.00. To register visit <https://my.geosoft.com/signin?ReturnUrl=/training>

3.b) UXO MARINE BASIC & ADVANCED, 24 – 27 APRIL, 26 -29 JUNE, 25 -28 SEPTEMBER, WALLINGFORD, UK

These four day courses will focus on the tools and workflows specific to a single magnetometer, Vertical Gradient and Horizontal Gradient system.

Starting with the import of raw data, the courses will progress through quality assurance, processing, corrections, target picking and target management, while also covering more advanced methods such as scripting, modelling depths, sizes and magnetic moment.

These four day courses are designed to offer a complete and comprehensive understanding of all available tools and workflows for Marine UXO detection, modelling and interpretation.

The course is designed to offer a complete level understanding of how Oasis montaj and UXO Marine software can be applied to marine geophysical surveys for detecting unexploded ordnance (UXO) and other marine hazards.

Cost is £700.00. To register visit <https://my.geosoft.com/signin?ReturnUrl=/training>

For more information visit www.geosoft.com

Follow on Twitter @Geosoft

3.c) HRH THE PRINCESS ROYAL TO OPEN THE SMI ANNUAL CONFERENCE, 26 27 APRIL 2017, DARTMOUTH, UK

The Society of Maritime Industries has announced that HRH The Princess Royal is to open the Annual Conference on the 26 April 2017.

The 2017 edition of the Society of Maritime Industries (SMI) Annual Conference will take place on 26-27 April at the world renowned Britannia Royal Naval College in Dartmouth. The twelfth edition of the highly acclaimed conference of the Society of Maritime Industries is entitled 'Partners in the Maritime Enterprise: The Royal Navy and the UK Maritime Industries'.

The national conference will look at the maritime world today and the partnership of the UK maritime industries with the Royal Navy in support of the UK maritime enterprise through shipbuilding, repair, training, equipment procurement and the supply chain.

For more information, and to download a booking form, visit:
<http://www.maritimeindustries.org/SMI-Annual-Conference>

For more information visit www.maritimeindustries.org
Follow on Twitter @SocMaritimeInd

3.d) SWATHE SERVICES TEAM UP WITH HYPACK, R2SONIC, SBG AND RENISHAW TO RUN COMBINED MULTI-BEAM AND MOBILE LASER TRAINING COURSE, 15 – 19 MAY, CORNWALL, UK

Swathe Services have teamed up with industry leading suppliers to run an intensive five-day practical based multi-beam sonar and mobile laser scanning training course. It will take place from Monday 15 to Friday 19 May 2017 in Cornwall, UK.

The training will give participants the required skills to install, interface and calibrate equipment with 'hands on' operational experience to acquire and post-process data to final products. The course will also cover best practice, common pitfalls and QA/QC aspects.

Boat based training will take place on board the MV Tiger Lily in Falmouth waters with shore based training at the Swathe Services offices, Truro. Participants will obtain practical experience of using the R2Sonic 2022 MBES with latest features, SBG Systems APOGEE-U, Renishaw Merlin Mobile Laser Scanner, Valeport MiniSVS and SWiFT SVP, in addition to HYPACK and HYSWEEP data acquisition and post processing software.

Joe Burnett from HYPACK will be travelling to the UK to lead the training in conjunction with James Williams and the team at Swathe Services. Joe and James have over 40 years of combined experience in Hydrography working with multi-beam sonars and related survey equipment.

A range of social events have been organised so that participants have plenty of time to share their experience and meet with others that work within a similar field. This will include dinner in the Cornish seaside town of Newquay; an evening out in the historic city of Truro and a tour of Skinner's Brewery, which produces Cornish Real Ale & Cider.

View their training promotional video at <https://vimeo.com/192584043> or contact James Williams on +44 (0)1872 275 642 or james.williams@swathe-services.com for an information pack.

For more information visit www.swathe-services.com
Follow on Twitter @SwatheServices

3.e) ECDIS RELEASE NEW JRC 7201-9201 AND FURUNO FMD ACAT COURSES

ECDIS have extended their Type Specific ECDIS ACAT (Annual Competency Assurance Training) portfolio to include the new JRC 7201/9201 and Furuno FMD ECDIS.

Available online as well as the new offline downloadable version, ECDIS ACAT is used daily by shipping companies globally. At an average of only £8 per officer per year, the not-for-profit ACAT courses are fast becoming an essential tool for refreshing all training crew in the safe and efficient use of their onboard ECDIS systems.

For more information visit www.emaritimetraining.com

4. WHO'S ON THE MOVE?

4.a) OCEANWORKS HIRES NEW PROJECT DIRECTOR

OceanWorks International has announced the appointment of Mr. Richard Gage in the role of Director of the Project Management Office (PMO).

Rich is responsible for overseeing and supporting the successful execution of all projects. Through the management of the PMO, the project director facilitates the required approval of project scopes, schedules, and budgets. Rich's extensive experience is directly in line with OceanWorks' growing subsea technology business in oil & gas, submarine rescue, and ocean observing systems.

The Project Director will lead their project management personnel and processes to ensure that cost and schedule progression controls are effective, project risks are identified and mitigated in a timely manner and OceanWorks continues to deliver on-time on budget projects to their customers. Rich brings to OceanWorks an awarded skillset established at BCHydro. While at BCH, his PMO was the recipient of the Project Management Institute (PMI) Office of the Year Award for 2016.

For more information visit www.oceanworks.com

4.b) M² SUBSEA APPOINTS NEW CHIEF FINANCIAL OFFICER

M² Subsea has announced the appointment of Stuart Bannerman as the company's new chief financial officer.

Bannerman brings more than 30 years of executive management experience to the fledging subsea business, having worked with several high growth oil and gas firms across the globe. In his previous role as chief operating officer for BW Offshore, he played an instrumental part in helping the company achieve record safety and financial performance in 2013-14. He also led the development and implementation of key initiatives which led to the successful and efficient operation of the firm's fleet of 14 FPSOs. Previous to this, he held the chief financial officer position at Remedial Offshore and regional CFO position at Technip.

The company was set up in early 2016, and following a significant investment, acquired a fleet of assets, providing the foundation on which to build a global business that is entirely focused on delivering OPEX cost-savings without compromising on safety or quality.

For more information visit www.m2subsea.com

5. JOB POSTINGS

5.a) GEOPHYSICAL ENGINEER REQUIRED AT FUGRO GB MARINE, PORTCHESTER, HAMPSHIRE, UK

Fugro is one of the world's leading hydrographic and geophysical survey companies employing approximately 13,500 people in over seventy countries. An exciting opportunity has arisen for an experienced Geophysical Engineer to join their team. The role will be based offshore on their fleet of nearshore vessels and will include a mixture operational duties for a range of clients operating in the coastal and offshore marine markets worldwide.

Roles and Responsibilities but not limited to change to including: To collect and QC geophysical data from sites throughout UK waters and overseas; Collection of seismic data using boomer, pinger, chirp and sparker and seismic multichannel systems Maintenance of the geophysics

workshop and storage facilities; Collection of seabed data using sidescan sonar and magnetometer; Repair and maintain geophysical equipment on-board to minimise downtime; Provide fault reports and inventories to the engineering manager.

You will work with a strong and talented team in a challenging environment and your attributes will include: Proven experience in an offshore online geophysical or geophysical engineering role; A degree or equivalent in Engineering (Electrical/Mechanical) or Geophysics; Benefits for this role include a competitive salary accompanied by contributory pension scheme and investment in training.

Please apply by submitting a CV and covering letter explaining how you can fulfil all aspects of this role at <https://www.fugro.com/careers/search-for-vacancies/apply/view?vacancyId=2407>

Fugro GB Marine Limited is an Equal Opportunities employer. All applications are judged on the relevant skills and experience of the candidate, and not by gender, sexual orientation, marital status, religion, belief, age, nationality (other than where work permits may be required), or ethnicity. No agencies please. This is a permanent, full-time contract. Closing date is 24 March 2017.

For more information visit www.fugro.com/careers

5.b) BUSINESS DEVELOPER (MARKETING AND SALES MANAGER) AT QPS, UK AND/OR NETHERLANDS

Join a winning team committed to marine geomatics around the world! Do you have the talent and sense of purpose to make a difference to business development in the EMEA region? QPS have a vacancy for a Business Developer. They are looking for a professional, experienced and highly motivated person to join their Marketing and Sales team based at their offices either in Banbury (UK) or Zeist (The Netherlands).

You will play a key role in working with prospective and existing clients to understand and use their products in a most productive manner. The majority of your time you will find yourself involved with Qimera marketing and sales activities of the EMEA region. This will mean periodic travel to clients, plus exhibitions and both attending and hosting conferences and workshops.

Their ideal candidate is expected to have a strong hydrographic or geosciences background (related university degree or relevant experience), experience with their Qimera or Fledermaus products, or similar hydro post processing package, be fluent in the English language, and the following profile: An excellent understanding of geospatial software for maritime industries and organisations; A demonstrated ability to analyse and understand client requirements, identify technical problems and formulate effective solutions; A proven track record for profitable business development in our business area; Experienced in marketing and sales, ideally you will be familiar with modern tools for CRM; Be pro-active, skilfully identifying new opportunities; First-class interpersonal, presentation and communication skills; A willingness and ability to travel; alone, or as a member of the team; Cleared to work in European Economic Zone.

QPS is an equal opportunities employer, offering a competitive salary and attractive benefits package including training. Further details of QPS can be found on their website and social media. No agencies please.

Please email your CV and covering letter to HR Manager at vacatures@qps.nl and include reference to: "Marketing and Sales (Business Developer)". Closing date: 30 April 2017.

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