



# Saltwater Stone

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## **Media Alert: Contact Saltwater Stone with Editorial Requests**

Not for publication

With the postponement and cancellation of shows, regattas and other events due to COVID-19, the Saltwater Stone team is available to fulfil any immediate requests for editorial and content on behalf of our clients.

We understand that your editorial plans will be affected over the next few weeks. Our experienced writers and executives can provide content to meet your deadlines, including features, product information and guest columns.

We can also source expert input and set up interviews for your own authored articles.

Our client list, which you can find below and on the PDF link at the end of this email, includes leading international companies covering a broad spectrum of marine equipment and capabilities across the leisure and commercial sectors.

If you need any content, please reply to this email or to the relevant account executive and outline your request and we will be happy to help.

*Saltwater Stone*

## **SALTWATER STONE CLIENTS**

### **ACR ELECTRONICS and OCEAN SIGNAL**

ACR Electronics, Inc., designs and manufactures a complete line of safety and survival products for brands including ACR, ARTEX, Ocean Signal and United Moulders (UML). Products include EPIRBs, PLBs, SARTs, Strobe Lights, Life Jacket Lights and Inflators, Boat Search Lights, and other associated safety accessories.

Ocean Signal is a communication and safety at sea specialist. Its product portfolio includes the rescueME range (EPIRB1, MOB1 and PLB1) and SafeSea range of GMDSS products.

**Spokespersons:** ACR - Mikele D’Arcangelo, Vice President of Global Marketing and Product Management

Ocean Signal – James Hewitt, General Manager

**Topics:** New product launches include DAME-nominated ACR ResQLink View PLB, ACR OLAS and ACR RCL LED Searchlights

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## **CHANNEL 28**

Channel 28 Ltd are focused on delivering programmed products and system solutions across the audio visual, broadcast, medical and marine industries. C-Comm, by Channel 28, is an onboard radio system which uses the global DMR standard ensuring secure crew communication over recognised, allocated frequencies. Complying with worldwide radio regulations, offering digital quality, GPS & radio to radio group calling, C-Comm can be used for multi vessel communication with integration to onboard systems

**Spokesperson:** Adrian Hicks, Director.

**Topics:** Crew communications; bespoke superyacht solutions; onboard secure radio system; service call buttons.

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## **COPPERCOAT**

Aquarius Marine Coatings Ltd. manufactures the high-performance multi-season antifouls Coppercoat, Coppercoat-Superyacht and Coppercoat Commercial. Since launching in 1991, Coppercoat has proven to be the most durable and long-lasting antifouling coating available. These hard-wearing and densely copper-filled epoxy resins provide protection against unwanted marine growth for many years (commonly over a decade). To date, more than 75,000 sail and power vessels have been treated with Coppercoat in the leisure, commercial and superyacht sectors.

**Spokesperson:** Ewan Clark, Director

**Topics:** Fouling protection for yachts, superyachts, commercial vessels and offshore installations. Environmental considerations, e.g. restricted biocide use, copper leach rate

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## **COX POWERTRAIN**

Cox Powertrain's ground-breaking 300hp diesel outboard is in production phase

**Spokesperson(s):** Joel Reid, Sales Director; Faye Dooley, Marketing Communications Manager

**Topics:** Engine technology; high performance diesel outboard; fuel efficiency; emissions; total cost of ownership, single fuel.

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## **FISCHER PANDA UK**

Diesel generator specialist Fischer Panda UK offers a full system, integrated system approach, which now encompasses CZone digital switching alongside its quiet-running gen-sets, electric propulsion, HRO/Village Marine and Sea Recovery watermakers, Dometic air-conditioning and Mastervolt solutions.

**Spokespersons:** Chris Fower, Sales and Marketing Director; Barry Fower, MD; David Paine, Technical Sales Manager.

Topics: Hybrid and electric systems; generator technology & installations; full system integration onboard; onboard power.

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## **INMARSAT**

Inmarsat is the world leader in global, mobile satellite communications. It owns and operates the world's most diverse global portfolio of mobile

telecommunications satellite networks, and holds a multi-layered, global spectrum portfolio, covering L-band, Ka-band and S-band, enabling unparalleled breadth and diversity in the solutions it provides. Inmarsat's Yachting and Passenger portfolio includes the Fleet Xpress platform, which is powered by the Global Xpress Ka-band network, combined with the proven reliability of Inmarsat's flagship FleetBroadband L-band service.

**Spokespersons:** Peter Broadhurst; Dana Jongens; Simon Pearce; Arvid Karlberg; Les Shortall

**Topics:** On-board connectivity; Fleet Xpress, GX constellation satellite launches, 2019 Inmarsat Superyacht Connectivity Report

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## **INTELLIAN**

Intellian is the global leader of mobile satellite communication systems for maritime applications and a leading technology innovator of satellite communication and TV antenna systems for the demanding superyacht sector. Intellian continues to invest in cutting-edge R&D, design and advanced facilities to deliver pioneering solutions, including the award-winning v240MT, the world's first tri-band, multi-orbit antenna system and the new future-proof, low total cost of ownership and high performance NX Series VSAT antennas.

**Spokesperson:** Matt Humphries, European Sales Director

**Topics:** Latest technology innovations, including launch of new NX Series antenna. Preparing for future LEO and MEO satellite constellations

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## **KARPAZ GATE MARINA**

Karpaz Gate Marina is an award-winning 5 Gold Anchor marina in North

Cyprus. Catering for superyachts and yachts, it is a full-service marina on the Karpaz peninsula with a Technical Centre, RYA Training Centre and premium leisure facilities, including a Beach Club, with infinity pool, and Hemingway's Resto Bar. It is a Port of Entry. A new hotel, hamam and spa will open in 2020.

**Spokesperson:** Liza Singer, Managing Director

**Topics:** East Med berthing, cruising in North Cyprus

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## **KONGSBERG DIGITAL**

Kongsberg Digital is a provider of next-generation software and digital solutions to customers within maritime, oil and gas, and renewables and utilities. The company consists of more than 500 software experts with leading competence within the internet of things, smart data, artificial intelligence, maritime simulation, automation and autonomous operations. Kongsberg Digital is a subsidiary of KONGSBERG, an international, knowledge-based group delivering high-technology systems and solutions to clients within the oil and gas industry, subsea, merchant marine, defence and aerospace.

**Spokesperson:** Anne Voith, Marketing Manager

**Topics:** Simulation, training, automation, autonomy, smart data, IoT

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## **KONGSBERG MARITIME**

Kongsberg Maritime is a global marine technology company providing innovative and reliable 'Full Picture' technology solutions for all marine industry sectors including merchant, offshore, cruise, subsea and naval.

Kongsberg Maritime solutions cover all aspects of marine automation, safety, manoeuvring, navigation, and dynamic positioning as well as energy management, deck handling and propulsion systems, and ship design services. Subsea solutions include single and multibeam echo sounders, sonars, AUV and USV, underwater navigation and communication systems.

**Spokesperson:** Ketil Paulsen, Technology General Manager

**Topics:** Autonomy, robotics, subsea, navigation, propulsion, survey, sonar, ship design

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## NEPTULINK

Neptulink offers low cost, high bandwidth 4G communications at distances up to 20 nautical miles offshore. With a rugged design and speeds up to 100Mbit/s, even in rough sea conditions, the unit is ideal for fleet management of inshore fleets such as tug, fishing and salvage vessels, as well as for leisure sailors needing a reliable connection on board.

**Spokesperson:** Jonathan Berthon, Marketing Manager

**Topics:** 4G communications, fleet management

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## ONE OCEAN

OneOcean is making life easier for ship owners, managers and crew with a single solution

to manage maritime compliance and navigation challenges. Its unitary platform provides digital solutions to fulfil the ever-increasing and demanding compliance and regulatory requirements from IMO, Flag-State and MARPOL. Solutions available for the superyacht, shipping and cruise

industries.

**Spokespersons:** Steph RaikesCairns, Head of Marketing – Chris Warde, Head of Superyachts.

**Topics:** Maritime Digital Solutions, Voyage Optimisation Solutions, Compliance, Safety, Environment, Fleet Management, Logbooks, Digital Maritime Regulations Tools,

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## **PERMATEEK**

Permateek supply high quality synthetic teak to the leisure and superyacht industries. Their latest Multicolour range simulates real timber more closely than ever before by blending up to six similar shades, giving a natural-looking colour variation. Permateek, which is both stain resistant and durable, is also available in a thinner format to allow performance yachts to enjoy its benefits for a reduced weight penalty.

**Spokesperson:** Vince Corda, Managing Director

**Topics:** Decking, stain resistance

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## **RAYMARINE / FLIR Systems**

Raymarine develops and manufactures a range of electronic equipment, including multifunction displays, radar, autopilots, GPS, instruments, fishfinders, communications, and integrated systems.

FLIR Systems develops and manufactures a wide range of thermal imaging cameras for marine use from their entry level handheld range to the advanced M-Series fixed range which includes the M500 cooled thermal night vision camera.



**Spokesperson (UK):** Chloe Rice, EMEA Marketing Manager Maritime.

**Topics:** Latest technology innovations including: FLIR M300 thermal camera; Raymarine DockSense Alert; Raymarine LightHouse OS latest developments and features

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## **ROCK SEVEN**

Rock 7 develop Iridium-based satellite tracking and communication systems. Their portfolio includes the RockBLOCK series of integrator PCBs, which provide a means to add small-format, light weight, low power global tracking to a huge range of projects and research initiatives. RockFLEET and RockAIR offer packaged, convenient installation and operation for the maritime and aeronautical environments, and RockSTAR builds the technology into a handheld unit, extensively used for SAR and security operations.

**Spokesperson:** Nick Farrell, Director

**Topics:** Tracking, Iridium Edge, Iridium Edge Solar, SAR, security, scientific research

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## **YANMAR MARINE INTERNATIONAL**

YANMAR Marine International provides sailboat & small craft engines, powerboat engines, light-duty commercial engines, propulsion & manoeuvring systems.

**Spokesperson:** Sander Gesink, Marketing Manager, Floris Lettinga, Global Sales Manager.

**Topics:** New display units; leading diesel engine technology; fuel efficiency; industry partnerships

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## VETUS

VETUS is an internationally-renowned developer and manufacturer of complete marine product systems - including engines, generators, bow thrusters and control panels ☒ for recreational craft and small commercial vessels. VETUS will be introducing a range of new products including the latest BOW PRO Boosted thruster models, water strainers and waterlocks, plus new portlights, ventilation hatches and roller blind/fly screen.

**Spokesperson:** Babette van Waes, Marketing Manager.

**Topics:** Innovative bow thruster technology; engine/around the engine products; portlights, hatches.

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### About VETUS – Creator of Boat Systems

Founded in 1964, VETUS sets the global standard in the design and manufacturing of complete onboard boat systems—including engines, bow thrusters and anchoring solutions—for recreational and small commercial vessels. VETUS prides itself on innovation and engineers the majority of its 4,000+ product lineup in-house. The company's commitment to quality, reliability, and delivering superior customer experience has earned the trust of boaters, yacht builders, and marine training establishments all over the world.

VETUS has its headquarters in the Netherlands, with representation in 17 other countries and an unparalleled worldwide distribution and service network.