

ΕΛΛΗΝΕΣ ΚΑΤΑΣΚΕΥΑΣΤΕΣ ΝΑΥΤΙΛΙΑΚΟΥ ΕΞΟΠΛΙΣΜΟΥ

 **HEMEXPO**

HELLENIC MARINE EQUIPMENT MANUFACTURERS & EXPORTERS

Hellenic Marine Equipment  
Manufacturers & Exporters

# **Business Mission Istanbul 2017**

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# HEMEXPO PROFILE

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Under a strong competitive environment, Greek companies that manufacture and export marine equipment of high technological added value have decided to join their forces. In order to achieve their planning for a powerful opening and potential exporting to shipyards, they moved on to form HEMEXPO - Hellenic Marine Equipment Manufacturers and Exporters.

HEMEXPO involves the larger marine equipment companies in Greece and thereby strengthens the links between the industry's leading companies through sharing of market intelligence, providing a vehicle for greater cooperation with ship-owners and shipyards.

Companies of HEMEXPO derive their competitiveness through designing and producing innovative and reliable high quality products supplied for the building, conversion, maintenance of ships (seagoing and inland) and maritime structures.

This includes technical services in the field of engineering, installation & commissioning and ship maintenance (including repair), with optimum after sales customer support.

HEMEXPO is aiming to healthy promotion between its companies, targeting for financial scale achievement and for companies' financial numbers increase, in order to secure long-term competitiveness and feasibility.

The strategic plan of HEMEXPO initially refers to member companies' promotion in national and international level. Companies, also, mutually organize training programs, whilst their commercial and R&D cooperation with each other will be strengthened. According to the same strategic planning, cooperation is strengthened via their mutual participation in international maritime exhibitions in Europe, Asia and USA.

HEMEXPO invests in the Marine Equipment industry, being a reliable and consistent partner for ship-owners and shipyards, all over the world.



#### **HEMEXPO COMPANIES:**

- operate advanced production plants in Greece
- are sustained by substantial engineers and scientific experts
- manufacture innovative, patented and awarded products
- offer solutions for reliability, flexibility, cost efficiency and cleaner environment
- are certified by International Classes and implementing in-house R&D for marine equipment products
- construct products of significant added value, offering cost effective and innovative solutions to the shipyard and the ship-owner
- are dedicated and trustworthy, based on feedback and focused on results
- have already equipped more than 4.000 new buildings

#### **The Greek Marine Equipment Manufacturing Sector:**

- remained profitable throughout the economic crisis
- performs better than the rest of the Greek manufacturing sector (excluding coke manufacturing)
- has similar ratios with European marine equipment producers (including listed companies with a global presence)



## Manufacturers of Galley Equipment

All these decades Aluminox succeeded to establish a worldwide network of customers and deliver successfully to shipyards around the world equipment for more than 600 new building vessels.

Aluminox S.A. is a manufacturer of Galley equipment specializing in professional galley equipment since 1929, with a continuous and strong presence in the new buildings sector around the world.

Aluminox is a 100% family owned company and from 2001 the company is located in the industrial area of Koropi in a modern building of 13.000m<sup>2</sup>.

In the last years important extrovert development steps were made:

- In 2010 Aluminox is expanding with a new Logistics Center in China

- In 2011 Aluminox establishes its own offices in China
- In 2014 Aluminox establishes its own offices in Holland as a base for its North Europe sales activities
- In 2015 Aluminox establishes its own offices in Korea (Busan)

The company combines accumulated experience, flexible production and designers specialized in the latest marine specifications, safety rules and regulations.

### **As a result Aluminox provides:**

- Cost estimation during the early stages of the project
- Consulting services during negotiations in order to secure a complete and operational scope of supply according the latest hygiene and safety rules
- Lay our arrangement drawings and close

- cooperation with owner's plan approval team and shipyard's designers
- Turn key deliveries in cooperation with our partners around the world
- After sales services through our global agents network

## Vision

Aluminox aims to be the number one player in the professional galley and laundry sector for commercial vessels, small and medium size passenger vessels, mega yachts and off-shore projects.

The means to achieve our vision are:

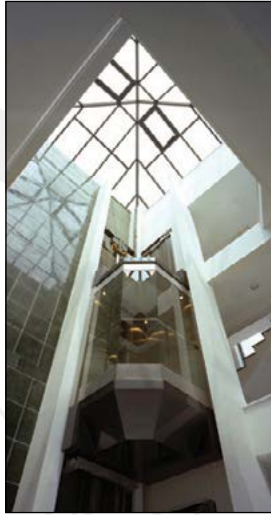
- To design and manufacture products that stand out from the competition according to the needs of our customers
- To count on our people and our partners to achieve the targets we set
- To combine people and solutions already existing in order to provide innovative solutions to problems our customers are facing.
- To standardize complexity in whatever we do
- Ask and seek immediate results

## Products

Our range of products includes the following areas:

- Preparation
- Cooking
- Food
- Serving
- Dish Washing
- Bar & Pantry
- Refrigeration
- Self Service
- Buffet and Stainless Steel Furniture
- Laundry





## Manufacturer of Elevators

One of the major lift companies in the European and global market; KLEEMANN was founded in 1983 in Greece and with more than 30 successful years of experience is proud of its strong global brand name, for the high quality standards and the flexible specialized solutions for which it is renowned.

With German technical know-how and company-owned manufacturing facilities in Greece, Serbia and China, KLEEMANN caters to the needs of every market through constant use of state-of-the-art mechanical equipment built according to its high safety standards. Following successful strategies and careful investments, KLEEMANN maintains its presence with subsidiaries and sales offices in 13 countries (Greece, Turkey, Serbia, Romania, China, the United Kingdom, Russia, Poland, the United Arab Emirates, Germany, Saudi Arabia, France and Azerbaijan).

KLEEMANN exports to 98 countries worldwide, among them being the UK, Germany, Ireland, Belgium, the Netherlands, Russia, New Zealand, Romania, Turkey, Australia & Cyprus. Guided by consistency, flexibility, fast service, innovation and development, the company remains one of the financially healthiest companies in Europe.

The industry's preference for KLEEMANN is closely interrelated with the credibility of the KLEEMANN brand, the specialized solutions the company offers the special innovative design and the flexible and prompt service, as well as the importance given to continuous development.

### Vision

Our vision is to be:  
Your 1st Choice in Lifts

Our company policy is based on INNOVATION at 4 levels:

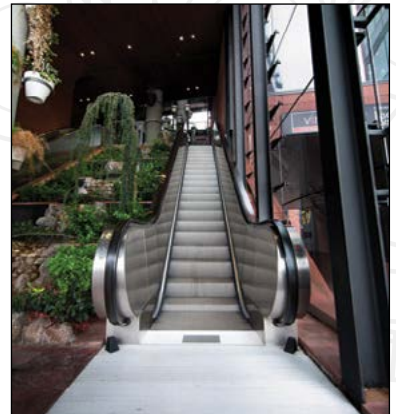
- Innovation<sup>1</sup> Engineering
- Innovation<sup>2</sup> Design
- Innovation<sup>3</sup> Services
- Innovation<sup>4</sup> Culture

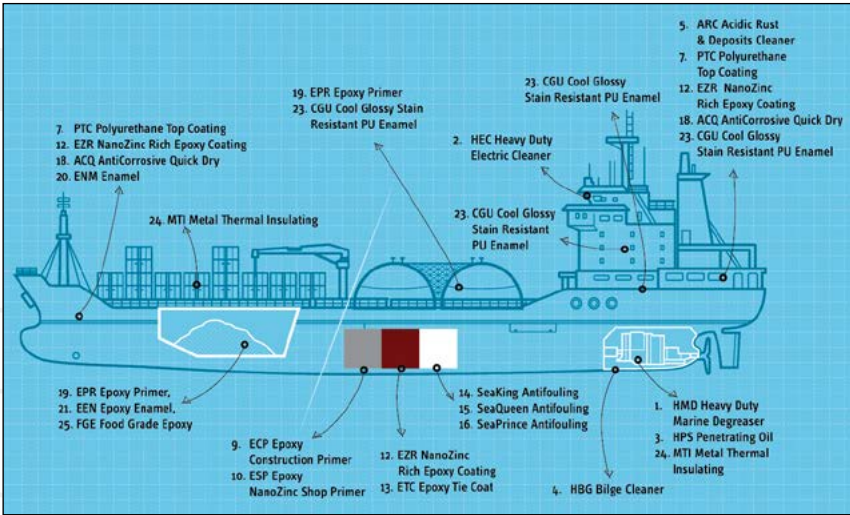
## Products

With cutting-edge technology and engineers of a high scientific level, KLEEMANN has followed for 30 years the most suitable path to developing new products and introducing specialized solutions. Guided by safety and quality, the company offers complete lift systems as well as assemblies and components for lift modernization, freight lifts, residential lifts, anti-vandal, firefighting, earthquake resistant lifts, stair lifts for people with reduced mobility escalators and moving walks, dumbwaiters for dining halls, parking lift systems and green lifts for energy savings of up to 70%. In addition, the company has invested in a 61-meter testing tower contributing to the development of new high-rise high-speed lifts and other special lifts.

KLEEMANN sets a high value on providing certified lift products and services of high quality and reliability. KLEEMANN has established and applies management systems in line with the following standards.

- Lifts Directive 95/16/EC, Annex XIII (FULL QUALITY ASSURANCE SYSTEM)
- EN ISO 9001:2008 [QUALITY MANAGEMENT SYSTEM]
- OHSAS 18001:2007 [OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEM]
- EN ISO 14001:2004 [ENVIRONMENTAL MANAGEMENT SYSTEM]
- EN ISO 14001:2004 [ENVIRONMENTAL MANAGEMENT SYSTEM]
- EN ISO 14006:20011 [ECO Design ISO]





## Smart Nanotechnology Driven Coatings

NanoPhos was founded in 2005 with a vision to transfer innovation from the laboratory to everyday life, utilizing the power of nanotechnology.

NanoPhos Marine harnesses nanotechnology achievements to create clever materials that effectively solve common needs such as fouling growth, sea water corrosion, incident heat radiation and accumulation of salt deposits. Nanotechnology driven formulations exhibit unique properties and functionality comparing to conventional products. Antifouling coatings without biocides, thermal insulating paints or even self-cleaning protection are only few among the benefits that the nanoworld can offer.

### Vision

We transfer innovations out of our lab and into the end user. Our vision is clear: "Tune

the nanoworld to serve the macroworld" – in simple terms make nanoparticles serve the needs of existing marine-environment challenges.

NanoPhos Marine products are divided in three main categories:

Maintenance, Cleaning and Care products include effective cleaners, such as heavy duty marine degreaser, heavy duty electric cleaner, penetrating oil, bilge cleaner and acidic rust & deposits cleaner. It also includes key products for permanent shine in yachting, deck oil and a transparent polyurethane top coating for railings and metal surfaces.

Below the waterline protective coating are the flagships of NanoPhos Marine technology development. Instead of focusing on Self-Polishing technology, antifouling formu-



lations are focusing on durable, smooth epoxy resins that its surface tension prevents attachment of foulants. It can work even in near-zero vessel speeds. Apart from the fact that 90% of the dry-filweigh contains metallic zinc, the EZR NanoZinc Rich Epoxy Coating has zinc, shaped in nanoparticles, to boost its passivation performance. It is the only Corrosion Control Coating that can withstand 1500h of salt spraying tests.

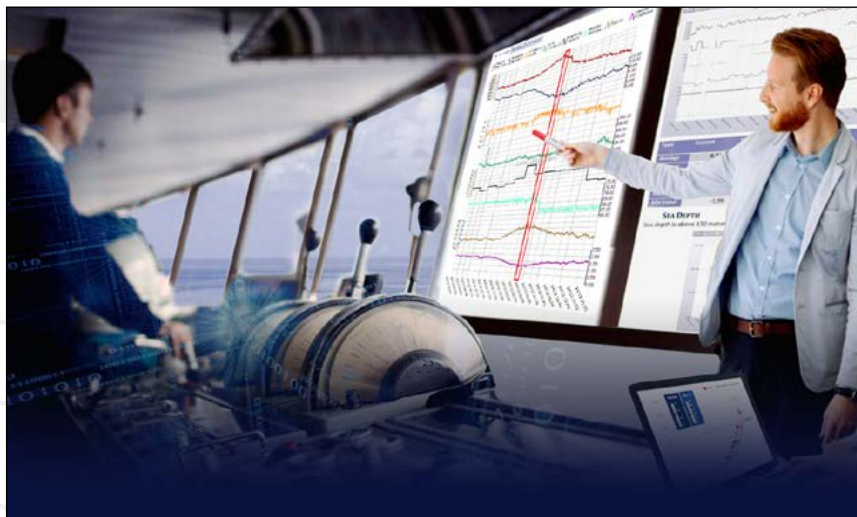
Finally, the above the waterline portfolio includes many smart coatings: robust anti-slip deck coatings, cool and stain resistant paints and heavy-duty holds compartment protective materials.

NanoPhos Marine coatings serve a wide range of applications for the yachting, offshore, shipbuilding, supplying or repairing sectors. All products meet the strictest quality, type approvals, applicability and performance characteristics. Green character and legislation conformity are also underlined. NanoPhos Marine meets performance with cost effectiveness. NanoPhos Marine brings technology to revolutionize marine, functional coatings.

#### **Benefits of NanoPhos Products:**

- Durability and Longevity in the marine environment
- Performance in demanding conditions (high temperature or slow-steaming)
- Eco-friendly character
- Cost efficiency and high value
- Fuel-saving and reduction of dry-docking intervals
- Type approval obtained (DNV-GL)





## Remote Monitoring Maritime Systems

Building expertise in high technology over the last two decades, Prisma Electronics S.A. is specialized in the design and manufacturing of electronic systems for defense, space, maritime and commercial applications.

PRISMA ELECTRONICS S.A., the only Greek company ever awarded with Gold Industry Award by CERN, has built expertise in wireless data collection, remote monitoring, data analysis and maritime Business Intelligence.

### LAROS Remote Monitoring and Performance Analysis System

LAROS (Lloyd's award for Technical achievement) is an advanced and comprehensive Remote Condition Monitoring & Performance Analysis system based on state of the art hardware (collectors) and advanced software (DAS) for enhanced analytics. The system utilizes an intelligent wireless col-

lectors platform that gathers in a fully automated way raw data from any sensor and/or measuring instrument onboard providing exploitable and reliable information at HQs allowing complete fleet performance measurement and situation awareness.

All information generated can be displayed on any terminal device including normal PCs, tablets or mobile phones.

Added Value - what our customers have to say

LAROS system has been installed and operates in various types of vessels worldwide. Ship owners and operators report their experience:

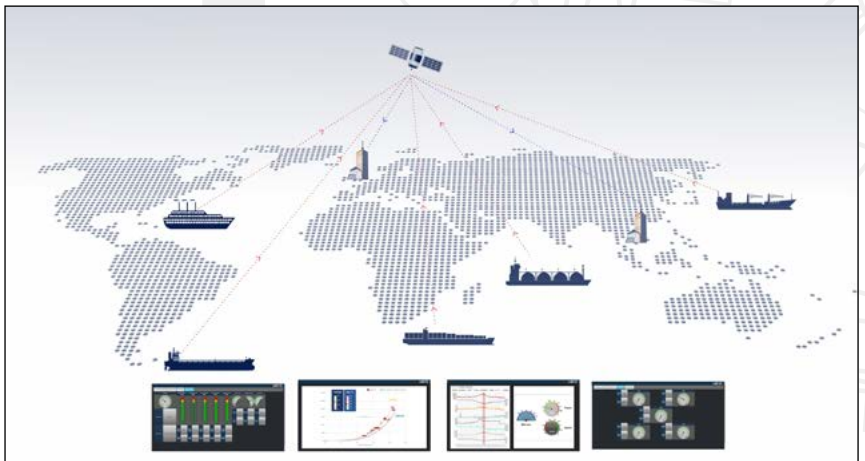
- Improved vessels' operational efficiency
- Reduced fuel consumption
- Reduced everyday operational cost

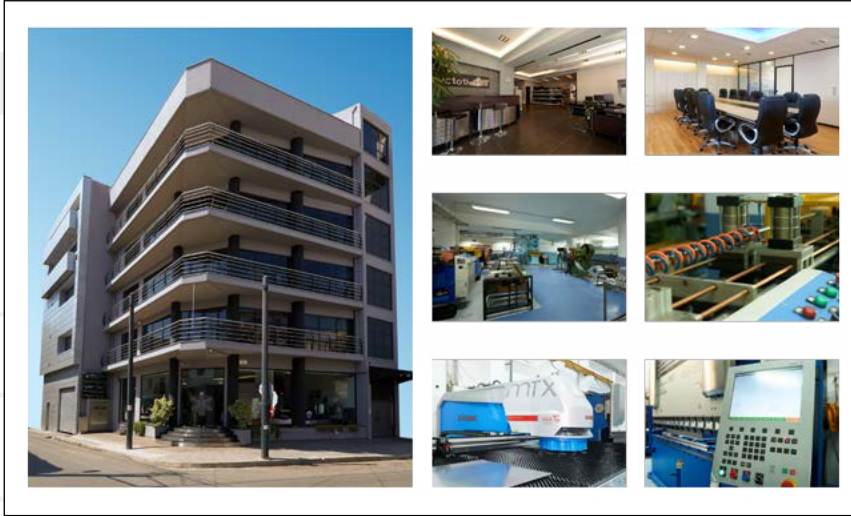
- Reduced data entry on board
- Reduced repair time and maintenance cost
- Reduced breakdowns and docking time
- Green shipping
- Increased operational awareness
- Savings on Insurance Costs

**Turn Key Solution - Full Support**

LAROS holistic approach on performance measurement and condition analysis includes all installation services, technical support and consulting services to maritime companies – prospective customers.

- Complete installation including onboard and onshore operations is performed by LAROS technical team within 3-5 days per vessel
- Software customization to specific customer needs
- Remote System maintenance and updates without crew or operators assistance
- Hardware and Software support on 24/7 basis
- Warranty for all LAROS products with full technical support and immediate device repair/replacement when needed





## Marine Refrigeration & Air Conditioning

In Greece, Psyctotherm is synonymous with the manufacturing and installation of air conditioning and refrigeration systems on ships. The company was founded in 1969, as a repair company, in the field of marine refrigeration and air conditioning. Since 1969 PSYCTOTHERM has provided services to over 5,000 ships.

Nowadays, after almost half a century of successful operation, family management has been undertaken by the second generation of Ligeros which has developed Psyctotherm from a commercial and repair company to a manufacturing company. Psyctotherm was founded and developed in the city of Piraeus where it continues its operation.

Psyctotherm made continuous investments, which begun in 2006 and completed in 2014, and now operates on its own facilities. In 70 Chr. Smirnis Str., in an area of 1800sqm,

Psyctotherm accommodated its own shopping store, warehouse, offices and a workshop equipped with modern machinery equipment.

### Our Philosophy - Our Vision

Psyctotherm constantly looks into new possibilities for development. We focus on continuous training, education and evaluation of our permanent staff. We research for new materials, methods and solutions; this keeps us effective and competitive.

Our plan directed to manufacture marine refrigeration and air-condition units according to our customer's demands. Our agents can provide promptly their services in Cyprus, Bulgaria, China, Korea, Norway, United Arab Emirates and other places presently.

## HVAC and Refrigeration Units

Psyctotherm manufactures HVAC units for marine applications such as:

- Deck air condition units
- Packaged air condition units
- Split air condition units for vessel's bridges
- Chiller or direct expansion air condition units
- Refrigeration units
- MGO coolers

## Coils

ARKTOS coils are produced by the new production line of Psyctotherm and can be used in a variety of applications as:

- Evaporators
- Condensers
- Dry Coolers
- Steam Coils
- Heating/Cooling water coils

Our coils are suitable for use in a wide variety of HVAC, marine and industrial applications.

Modern machinery equipment and state of the art design software are used at the manufacturing process. Each new custom design is fully analyzed and calculated with UNILAB COILS specialized software in order to fulfill the specific working conditions and demands. Standard and custom designs are available in order to fully support customer's needs.

## Certificates

Our products are designed and manufactured under the relevant ECC directives, EN standards and are certified with ISO 9001:2015 and ISO 14001:2015. Class approval is available upon request.





## Manufacturer of Temperature Sensors

UTEKO has been successfully presented in the Marine & Industrial automation for over 46 years. Est 1972.

UTEKO's name is an inseparable part of quality, specialization, flexibility and solutions offering.

### Production of temperature probes

Thermocouples and Resistance Thermometers. UTEKO has the biggest and the most experienced manufacturing capacity in the Greek market and also in the field of marine

sector, is certified with ISO 9001:2008 since February 1997.

Four Series of our marine type temperature probes are certified by Lloyd's Register.

Our continuous investment in production machinery, innovative process and the specialized education of our personnel, give us the capability of product standardization, as well as of special constructions according to customers' demand (customized products).

### Vision

Our vision is to establish UTEKO S.A. as a fixed asset in the global market of marine temperature sensors, providing our customers with quality solutions and technical support they can rely on.



Combining our experience, the know-how, the construction capabilities and the specialized personnel, UTECO studies and proposes the best techno-economical solution for any given temperature measurement application like:

- |   |   |   |
|---|---|---|
| <ul style="list-style-type: none"><li>• Exhaust gas (main engines)</li><li>• High speed engines</li><li>• Cargo-refrigerators</li><li>• Turbo chargers</li><li>• Tanks</li><li>• Water-oil etc.</li></ul> | ➔ | <p><b>With special features like:</b></p> <ul style="list-style-type: none"><li>• High temperature</li><li>• High accuracy</li><li>• Vibration proof</li><li>• Explosion proof</li><li>• Flexible</li><li>• Penetration-immersion</li></ul> |
|---|---|---|

### Supply of instrumentation

Through our commercial department, there is always the possibility of package offers where, in addition to our own temperature probes, you may include instrumentation such as:

Transmitters, controllers, Frequency Inverters, Special cables, Glands, pneumatic instrumentation, intrinsic safety and explosion protection (Eexi, Eexd), Junction Boxes, calibrators, liquid analytical, level switches, energy/power analyzers





## Marine Manufacturers of Electric Motors

Valiadis Hellenic Motors SA has been involved in the design and manufacturing of electric motors continuously for 90 years. It all started in 1927 when the Valiadis brothers founded the first electric motor manufacturing plant in Greece. Since then, the family Enterprise has ranked at the top of manufacturers of high quality products, meeting market demands and constantly investing in new technologies and its human capital. Thus, it offers reliable and innovative solutions in the relevant field.

### Production Range

- Special electric motors for the shipping industry Series K
- Three-phase electric motors protection IP55 Series K
- Three-phase electric motors protection IP23 Series AB
- Single-phase electric motors Series MK

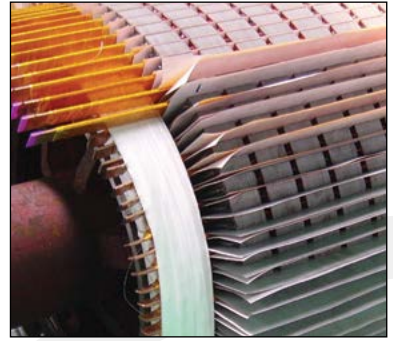
- Three-phase, aluminum shell electric motors Series AK
- Medium voltage motors protection IP23 Series AHV
- Medium voltage slip ring motors Series TMKHV-Δ
- Medium voltage motors protection IP55, cooling IC411 Series KHV
- Medium voltage motors protection IP55, cooling IC611 Series TMKHV
- Low voltage slip ring motors Series KD
- Low voltage slip ring motors for cranes Series KZR
- Hollow shaft motors protection IP23 Series KA-A
- Direct current motors Series KDC
- Liquid resistance starters for slip ring electric motors Series KQ

### Strong Points

- The only Greek electric motor plant



- equipped with a testing facility (capability for type tests up to 500KW)
- Three manufacturing plants
  - The greatest stock of standardized electric motors in the Balkans
  - Six dealerships in the Balkans and distribution centers in over fifteen countries
  - Intense exporting activity with more than 60% of sales directed to foreign markets
  - Repair works of medium voltage electric motors with motor rewinding capability up to 6MW
  - Ability for reverse engineering related special remanufacture of non-standardized motors.



### Solutions for the Marine Industry

- Marine motors with type approval certificate
- Flame proof motors with ATEX certificate
- Direct delivery of our electric motors in all major ports in Europe, the Middle East and Asia from our global distribution network
- All electric motors for the shipping industry are designed and manufactured according to the standards of major certification bodies: Bureau Veritas (BV), Lloyd's Register of Shipping (LRS), Germanischer Lloyd (GL), Dersk Norske Veritas (DNV), etc.
- Ability to perform type tests in the presence of the customer or/and the certification body in our testing facilities in Greece
- Repair, maintenance and rewinding of motors and generators at Valiadis facilities or on site



Medium voltage motors protection IP23, Series AHV



Special electric motors for the shipping industry, Series K



Three-phase electric motors protection IP23, Series AB



## Simulation Driven Product Development

FEAC Engineering was founded in 2014 and is a leading provider of solutions in Simulation Driven Engineering. With the use of Advanced Computer Aided Engineering tools (CAE) and Optimisation Techniques, we achieve substantial reduction of cost, time and risk. Unlike other companies, FEAC Engineering conducts both Finite Element Method (FEM) & Boundary Element Method (BEM) to offer fast, efficient and high-accurate results to our partners and clients. Our experienced world-class team has developed unique solutions in a wide range of sectors by optimising products, systems, entities, phenomenon and processes under real-world conditions.

FEAC Engineering provides:

- Optimum Design for intended use
- Cargo placement optimization for aerodynamic efficiency and structural safety
- Drag reduction studies to minimize fuel

consumption

- Heat Ventilation and Air Conditioning optimization (HVAC)
- Structural analysis for maximum rigidity without over-engineering
- Conversion studies
- Fluid structure interaction on key structural components
- Noise Emission to protect underwater fauna
- Crack propagation to ensure safety
- Ship repair Studies
- Cathodic Protection Studies

### Our Vision

To be the best in making complexity possible through engineering simulation

### Our Mission

To increase the value of our clients and their brand reputation by reducing their costs during the development stage

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