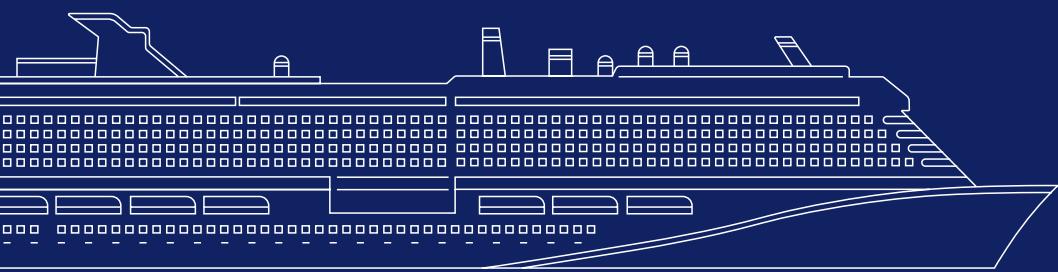


Virtual B2B meetings with **MEYER WERFT**

Danish Maritime, Confederation
of Danish Industry, Danish Export
Association and The Trade
Council of Denmark

15TH SEPT 2021



Co-financed by



**MINISTRY OF
FOREIGN AFFAIRS
OF DENMARK**
The Trade Council

Aluflam Marine / Clorius / Dan Dryer / Danish Ship Decor
Desmi / Emri / Force / Granly Diesel / Hoyer Motors / Jeros
Nordhavn / Novenco / Saint-Gobain Marine / Scanel
Silentor Vibratec / VIKING Life-Saving Equipment



FOREWORD

As the Danish ambassador to Germany, I represent a country with long and proud traditions within the maritime industry in a country such as Germany, with equally strong maritime and shipbuilding traditions.

Indeed, we have some very difficult months behind us. The consequences of the corona-pandemic still have a grasp on the shipbuilding industry and its supply chain. Therefore, I am delighted that we can meet virtually today to begin to look ahead.

The ties between Germany and Denmark are tight and strong. Last year, we celebrated the Danish-German Year of Cultural Friendship. This year, our foreign ministers Heiko Maas and Jeppe Kofod signed the Danish-German Declaration of Friendship.

The ties between Denmark and Meyer Werft are a great example on why this relation is so meaningful. Over the years, Meyer Werft in Papenburg and the shipyard in Turku have delivered world-class vessels to Danish shipping companies, some of them still in service today. By the way, from a Danish point of view it is also worth noting that the first of many gas tankers from the Meyer Werft, the *Kirsten Tholstrup*, was built for the Danish shipping company *Rederiet Kosangas*. This not only illustrates the continuous nature of these ties but also the importance of getting a good start.

There could not be a better note on which we could bring representatives from one of the Danish key industries, the maritime industry and its suppliers, to meet with the reputable Meyer Werft in order to look forward into the post-pandemic era.

From the last 1½ year we have seen the benefits of virtual meetings, especially when meeting people from abroad. Hence, I trust that we will all have a successful day in this virtual setup. I hope that today will be a stepping-stone for further meetings in physical as well as virtual form. Today we will continue the long-term collaboration between the Danish maritime industry and the Meyer Werft.

Susanne Hyldelund,
the Ambassador of the Kingdom of Denmark to Germany

FOREWORD

The Confederation of Danish Industry, Danish Maritime, and Danish Export Association welcome you, Meyer Werft, as we commence our joint export promotion.

Since the beginning of 2020, COVID-19 has changed our world upside down. Almost one-and-a-half years later, we are still very much affected by the pandemic and the maritime industry has been forced to adapt along the way. The global market was strongly affected by several uncertainties – also within the maritime world – but fortunately the pandemic has shown our ability to cope with change and to work together in the maritime industry.

These two elements are highly relevant for the future of the maritime industry and by adapting and joining forces Denmark and Germany can play a major role for the global shipping industry and seaborn transport in the future. As a joint driver for change, leading the way to a greener and more high-tech maritime industry.

We need new technologies to help us along the road towards zero-emission and we need to act and prepare for the new goals and demands together to accelerate the transition. In that regard the Danish suppliers have been an essential driver for change in the maritime industry for many years and hold a strong position in the global market for maritime technology development and ship repair.

Leading up to the COVID-19 pandemic, Danish maritime suppliers increased their market share – in an otherwise challenging global market with a decline in order books and an increasing level of protectionism. Today Denmark ranks as the sixth-largest shipping nation in the world, based on quality and innovation.

"Today Denmark ranks as the sixth-largest shipping nation in the world, based on quality and innovation"

Similarly, Meyer Werft has marked its global presence as one of the world's leading technological specialists in the field of cruise ship construction over the past 225 years. Meyer Werft is looked at with great professional respect and you are well known for your high level of ship building.

With this in mind, we are very proud and honored to organize a virtual round-table meeting with you – a world-renowned shipyard – and a wide array of highly competent and innovative Danish companies with the potential to serve as a catalyst for a green transformation by supplying your value chain of shipbuilding.

We hope today brings about fruitful dialogues and fosters new partnerships between you and the participating Danish companies – in our common pursuit of cutting-edge maritime technology as part of some of the two strongest maritime industries.

The Confederation of Danish Industry, Danish Maritime and Danish Export Association



ALUFLAMMARINE.COM

📞 +45 22 68 98 09

✉️ brian@aluflam.dk

LinkedIn: [linkedin.com/company/aluflam-marine-a-s](https://www.linkedin.com/company/aluflam-marine-a-s)

[linkedin.com/in/brianpedersen2](https://www.linkedin.com/in/brianpedersen2)

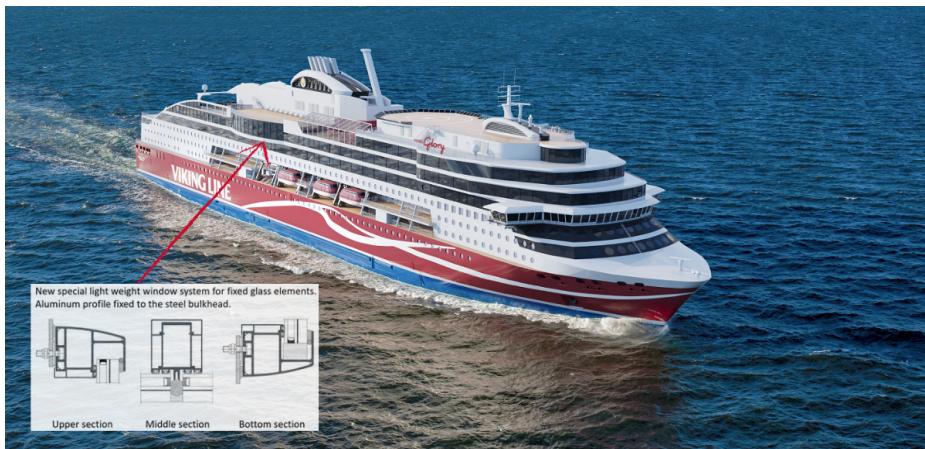
ALUFLAM MARINE

Aluflam Marine is part of Aluflam Group, who has more than 25 years of experience in fire-rated glass and aluminum construction.

Aluflam Marine delivers fire-rated (B15 & A60) and non-fire-rated aluminum constructions for the marine and off-shore industry on a worldwide scale.

We can offer sliding- and hinged doors, special windows, and fixed partitions for both internal and external use. As something extra, we can also offer spider mounts, wind-screens, wind shelters, glass roofs and glass floors.

We are a leading supplier in Scandinavia, Europe, and China. For instance, we are currently working on the construction of Viking Line's new passenger cruise ship named Viking Glory, where we so far have sent more than 4 containers with special windows along with various other components to the place of construction at Xiamen Shipbuilding Industry (XSI) shipyard in China.



Aluflam Marine A/S · Langebjergvænget 13-15 · 4000 Roskilde · Denmark



CLORIUSCONTROLS.COM

📞 +45 77 32 31 30

✉️ mail@cloriuscontrols.com

LinkedIn: [linkedin.com/showcase/clorius-controls](https://www.linkedin.com/showcase/clorius-controls)

CLORIUS CONTROLS

Clorius Controls is a leading manufacturer of valves, actuators, and comprehensive control solutions supporting various marine and industrial applications. Aside from our extensive assortment of control valves and actuators, we provide tailored solutions, including electric, pneumatic, self-acting and direct-acting control systems to meet the specific requirements set by the customers.

Clorius Controls products are designed to meet the tasking requirements of our clients. Our products, constructed with premium materials ensure longer life cycle, minimal maintenance and lower cost of ownership.

Clorius Controls specializes in the development and production of equipment for monitoring, controlling and regulating heating, cooling and ventilation. Our vision is to ensure the most reliable and economic solutions whilst meeting the challenging requirements set by our clients.



BROEN Clorius Controls · Skovvej 30 · 5610 Assens · Denmark



DANDRYER.COM

✉ info@dandryer.dk

📷 instagram.com/dandryer

linkedin.com/company/dan-dryer-a-s

DAN DRYER

DAN DRYER A/S is an award winning manufacturer and supplier of quality equipment for washrooms, and our products can be found across the world in airports, public institutions, retail chains and hotels.

Embodying classic Danish design traditions, our products are setting breakthrough design trends within the industry and several of our solutions have been awarded with international design awards e.g. RED DOT DESIGN AWARD.

DAN DRYER is world famous for our hand dryers however, we also experience high demand for our other products; baby changing units, waste bins, toilet roll holders, soap & disinfectant dispensers and accessories etc.

Our strength lies in unique know-how and a company structure that enables us to respond quickly to individual requirements. Whatever part of the process – from project stage to the finished building – we can always find the right hygiene solution.



Dan Dryer · Alsikevej 8 · 8920 Randers NV · Denmark

DANISH
SHIP
DECOR



SHIPDECOR.DK

📞 +45 99 33 72 03

✉ info@shipdecor.dk

DANISH SHIP DECOR

Survive and thrive for 22 years in our industry?

100% reliability, quality, and completion of assignments, within delicate deadlines, is the First and Mandatory Commandment in our profession – we live by it!

Financial strength – We can offer almost limitless credit with up to 2 years payment terms. All our products are naturally IMO Module B & D approved and certified.

Since 1999 we have completed all kinds of tasks for our partners. Among those we can mention Royal Caribbean International, Disney Cruise line, Norwegian Cruise Line, Ferry Companies, turnkey contractors, shipyards and so on. We take great pride in our work, our partners, the references, the respect, and the trust we have earned through the years.

We are 100% focused on working with the applying, delicate deadlines. We will not accept a task from you, if we aren't sure that we can complete within agreed time. It's almost an obsession with us – but this is where both you and we avoid losses and make our living.



Danish Ship Decor A/S · Brotorvet 5 · 9400 Nr. Sundby · Denmark

DESMI

DESMI.COM / DESMIOCEANGUARD.COM

-  [instagram.com/desmi_a_s](https://www.instagram.com/desmi_a_s)
-  [facebook.com/DESMIAS](https://www.facebook.com/DESMIAS)
-  [linkedin.com/company/desmi-as](https://www.linkedin.com/company/desmi-as)

DESMI

DESMI manufacture, sell and service pumps and pumping solutions for marine, industry, defence & fuel, and utility including a wide range of environmental equipment for oil spill, seaweed and clean waterways.

Within Marine & Offshore we offer:

- Reliable, and high-efficiency engine room pumps covering all applications in the engine room
- Stainless steel scrubber pump solutions for all types of vessels
- OptiSave™ Energy Saving System – A system that optimize pump and fan speed to current conditions saving fuel
- Ballast Water Management Systems type approved by IMO and USCG and with low footprint.

We offer 3 system variants:

- CompactClean – for worldwide operation
- CompactClean OptIMO – for vessels with trading pattern mainly in IMO waters
- CompactClean Bulker – customized to bulker solutions



DESMI Pumping Technology A/S · Tagholm 1 · 9400 Nørresundby · Denmark

EMRI

EMRI.DK

 +45 44 91 82 04

 sales@emri.dk

 [linkedin.com/company/emri-a-s/?viewAsMember=true](https://www.linkedin.com/company/emri-a-s/?viewAsMember=true)

EMRI

EMRI has been committed to excellence in maneuvering of all types of large vessels since its establishment in 1972. All products are designed and manufactured in Denmark with high focus on reliability and safety. In the summer of 2020, EMRI became a part of the worldwide Furuno organization.

Main products

- Autopilots for Heading/Course/Track control
- Dual Follow Up Steering control systems
- Joystick/DP systems

EMRI has delivered many Joystick/DP systems to mega yachts and cruise vessels, including more than 15 vessels built at Meyer Werft. Recently, new panel designs have been launched, that are more user friendly and easy to build into yard/owner specific console layouts. Systems have traditionally been delivered through major integrators of navigation equipment, but with the new designs and closer cooperation with shipyards, lower system- and installation costs for the yard is possible.



EMRI A/S · Marielundvej 37A · 2730 Herlev · Denmark



FORCETECHNOLOGY.COM

📞 +45 43 25 04 78 / +45 42 62 74 78

✉️ mofy@force.dk

linkedin.com/company/force-technology

twitter.com/FORCEtechDK

FORCE

FORCE Technology works globally across industries, cultures, and markets to identify solutions within energy efficiency and regulations regarding safety and environment for the maritime world.

Our maritime competencies are built on talent and pioneering expertise in maritime technology and services, as we constantly push the boundaries for commerce, competence and cooperation. You can benefit from our unique combination of hydrodynamic and aerodynamic expertise, specialist know-how and modern facilities, e.g., towing tanks and in-house developed numerical design tools. Our hydrodynamics specialists are supported by first class CFD codes and parametric optimization tools.

As one of the large research and technology organizations (GTS institutes) in Denmark, we are an important part of the backbone of the Danish innovation system”.

Please contact Mogens Stenfeldt Fynbo for more information: mofy@force.dk,
Phone: +45 43 25 04 78 / +45 42627478



Force Technology · Park Alle 345 · 2605 Brøndby · Denmark



GRANLYDIESEL.COM

📞 +45 76 11 49 31

✉️ jn@granlydiesel.com

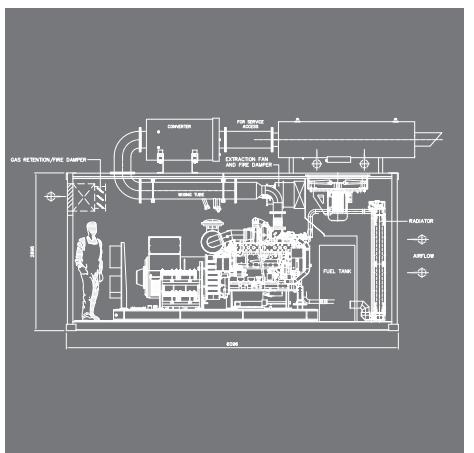
linkedin.com/company/granly-diesel-a-s

GRANLY DIESEL

Granly Diesel is the Official Distributor for Cummins products for Germany, Denmark, Faroe Island and Greenland and Humphree for Germany and Denmark. Granly Diesel is the oldest Distributor in Europe with more than 58 years of experience and competence skills. We offer all Cummins products from on and offshore and across application from Diesel to Hydrogen.

Here is a short part of what we do:

- Cummins Propulsion Product and systems from 150HP – 4.200HP
- Cummins Genset starting from ONAN 4kWe - 65kWe
- Cummins Commercial standard Genset: 80kWe - 3MWe
- Cummins Commercial Emergency Genset: 74kWe - 2.850kWe
- Granly Diesel is specialized in Customer fit for purpose solution genset and Emergency genset.
- Cummins SCR IMO Tier III system solution for both prime power and Emergency solution and in combination
- Containerized solution for special environment surroundings.
- Complete Humphree Trim & Stabilisation Systems.



Granly Diesel A/S · Fiskerihavngade 34 · 6700 Esbjerg · Denmark



M O T O R S

HOYERMOTORS.COM

+45 86 98 22 55

✉ hoyermotors@hoyermotors.com

HOYER MOTORS

Hoyer Motors is about service, flexibility, delivery performance and high quality and high efficient electric motors. Our marine approach is defined by market insights and strategic located after sales and service spots. From OEM applications to vessel types and environmental legislation our Marine team is updated on the market and future trends.

We upgrade our product range with type approvals continuously; and we cover all the main classification companies such as DNV, LRS, ABS and RINA.

Hoyer Motors has great experience in collaborating regarding energy efficiency.

We deliver energy efficient marine motors up to IE5 with variable frequency drives.

Typical Cruise applications equipped with Hoyer motors:

- HVAC
- Scrubber systems
- Engine room pumps and fans
- Deck machinery
- Working equipment



Svend Hoyer A/S · Over Hadstenvej 42 · 8370 Hadsten · Denmark



JEROS.COM

facebook.com/JEROS.DK

linkedin.com/company/jeros-as

youtube.com/user/jerosdk

JEROS

Breiten Palette von industriellen Spülmaschinen, die an den eng getakteten Alltag der Kunden angepasst sind und bessere Arbeitsabläufe, einheitliche Spülergebnisse und eine sichere Hygiene garantieren.

Ein reines Vergnügen – Sowohl hohen Hygienestandards als auch einen guten Arbeitsflow ist von zentraler Bedeutung. JEROS Spülmaschine ist für die größeren und schweren Utensilien geeignet mit dem Großen Waschraum und Kapazität was es anbietet.

Das Design macht den Unterschied – Die Spülmaschine verfügt über ein Design, das sowohl praktisch als auch funktional ist. Die offenen 3 Seiten sorgen dafür, dass die Utensilien direkt in die Maschine geschoben werden kann, und sauber auf der anderen Seite wieder herausgezogen werden können.

Hohe Anforderungen an die Hygiene – Ein wirksamen Filterbehälter, kann leicht entfernt und entleert werden, wodurch das Waschwasser optimal rein bleibt. Während dem Waschvorgang beträgt die Wassertemperatur in der Spülmaschine 52°C und beim Nachspülen gewährleistet die konstante Temperatur von 85°C. JEROS Spülmaschinen kann ein bakterienfreies Spülgebnis in 3 oder 6 Minuten garantieren.

We Clean - We Care

AUTOMATICALLY
wash, rinse & sanitize,
within only 3 minutes.

Utensil Washers
Crate Washers
Tray Cleaners

...it's all about hygiene!

Jeros A/S · Nyborgvej 8 · 5750 Ringe · Denmark



NORDHAVN.DK



facebook.com/Nordhavn.dk



linkedin.com/company/nordhavn

NORDHAVN

Being in the market for new gensets or propulsion systems – Nordhavn A/S is the qualified Scandinavian choice in the Marine sector, with over 70 years of experience! Nordhavn is among the largest manufacturers of gensets with output up to 2,000 kW.

Nordhavn A/S provides: Main Engine / Main Genset, Auxiliary Gensets / Diesel Engine units, Harbour / Emergency units, Complete propulsion systems – mechanical / hybrid. We also provide Methanol solutions.

Nordhavn A/S delivers gensets from 40 kW – 2,000 kW based on following engine brands:

AGCO, Scania, Baudouin, Cummins.

All gensets can be delivered with common classification certificates.

Nordhavn A/S is distributor in Denmark, Greenland, and the Faroe Islands for:

AGCO, Scania, Baudouin, Twin Disc gear.

Furthermore, you will have the opportunity of using our service department – anywhere in the world 24/7 – all year.



Nordhavn · Nikkelvej 17 · 8940 Randers SV · Denmark



NOVENCO-MARINE.DK



+45 55 78 15 73



laa@novencogroup.com



linkedin.com/company/novenco-marine-&-offshore

NOVENCO

With more than 70 years of experience, Novenco Marine and Offshore is one of the largest high-quality heating, ventilation, air-conditioning and refrigeration system suppliers to the marine and offshore industry.

With production facilities in China and a manufacturing collaborator in Europe, we handle a great part of the HVAC/R equipment ourselves – also if custom-made products are needed. We handle the project management and the detailed HVAC/R design including heat load, pressure drop and sound level calculations. We make all drawings as 2D or 3D drawings and handle required installation drawings for turnkey projects.

Novenco Marine & Offshore's history dates back to 1947 in Denmark and is currently represented with offices in five countries combined with a broad network of agents in 22 countries, ensuring that we can offer a local service in the key ship and offshore building regions all over the world.



Novenco Marine & Offshore A/S · Galoche Allé 16 · 4600 Koege · Denmark



SAINT-GOBAIN-MARINE.COM



facebook.com/SaintGobainMarine
Applications



linkedin.com/company/saint-gobain-marine-applications



twitter.com/SG_Marine

SAINT-GOBAIN MARINE

Saint-Gobain Marine brings together leading marine product & solution providers specialising in every step of the shipbuilding process – from glazing to insulation, flooring, interior finishing and climate control.

Accessing a one-stop-shop for your shipbulding project

From the earliest stages of the project, Saint-Gobain offers architects, designers, owners and administrative authorities a choice of innovative products and services for constructing or renovating ships and offshore constructions.

- Meet the environmental, energy efficiency, weight saving, safety, aesthetic and vessel comfort requirements in specifications
- Know that all products and solutions are tested and certified according to IMO regulations
- Benefit from weight and energy-saving solutions and the smart appliance of high-performance coatings

This 360° approach provides integrated solutions for lighter and more efficient ships that consume less energy, while increasing fire safety and user comfort.



SCANEL.DK

+45 96 22 32 42

in@scanel.dk

linkedin.com/company/scanel-international-a-s/mycompany

SCANEL

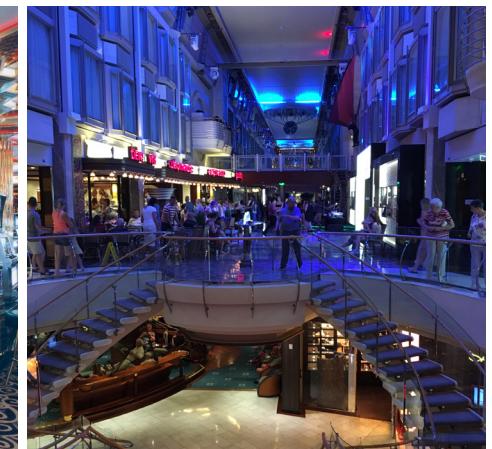
Our core business is integrated electrical systems, equipment and spare parts, installations and services for the international marine and offshore oil/gas industries.

Provider of services and technical solutions within Design & Engineering, Electrical Installations, Navigation and Communication, HVAC and piping and Electromechanics.

Scanel has been in the Cruise and Ferry Industry since 1991.

Special Services: Circuit breaker test, exchange and installation of breakers, Switchboard test, Thermography, GMDSS and VDR annual survey, Fiber Optic, High Voltage, ATEX, Newbuilding, conversion, projects, repair and maintenance, trouble shooting, turnkey solution.

Superintendent services for newbuilding and conversion, Supervisor assistance, Project Management.





SILENTOR.COM

📞 +45 93 39 45 45

✉️ sm@silentor.com

▶ youtube.com/watch?v=s77N0ktNYPA

SILENTOR

Silentor is a Danish Engineering company from 1972, we produce Customized Silencers for both gas and Diesel engines, the design principle is based on a patented design, that enables us to:

- Reduce the overall size with 25%, compared to our competitors.
- Extreme low use of backpressure, full spectra attenuation especially in the low frequency area, ensuring an always smooth cruise.
- Flexible shapes for limited space.
- Silentor are also active in the Catalyst Market.
- SCR(Selective Catalyst Reaction) to fulfill IMO Tier III and EPA Tier IV.
- Diesel Oxidation Catalys, Diesel Particle Filter.
- Particulate Metallic soot filter.
- Methane Slip Catalyst.
- Air intake filters.
- Exhaust gas boilers, exhaust accessories.

Silentor is today Preferred supplier to MAN Energy Solutions and Rolls Royce (Bergen Engines) and supply also MAK-ABC -CAT-Cummins ETC.



Silentor A/S · Suderbovej 22 · 9900 Frederikshavn · Denmark



VIBRATEC.DK / VIBRATEC.SE / VIBRATEC.NO

facebook.com/vibratec

linkedin.com/company/vibratec-akustikprodukter-ab

youtube.com/channel/UCme0Zb-vWyfvKwK_i0qKUwEg

VIBRATEC

Vibratec specializes in vibration and acoustical solutions among others in the maritime sector.

We can customize solutions based on any customer requirements. This means that we have solutions starting all from the engine room, where we have gained great experiences over the years delivering single or double elastic suspensions of disturbing gensets and/or inclusion of noise reducing enclosures.

We have solutions for structure borne disturbances, where we have successfully customized constrain layer damping (CLD) to reduce these.

Last but not least, when comfort is top priority for our customers e.g. yachts, cruise ships, etc. we are able to customize floating systems for floors, walls and ceilings, securing high level comfort wherever needed.



Vibratec · Hejreskovvej 18 C · 3490 Kvistgård · Denmark



VIKING-LIFE.COM

- [instagram.com/vikinglifesavingequipment](https://www.instagram.com/vikinglifesavingequipment)
- [facebook.com/vikinglifesavingequipment](https://www.facebook.com/vikinglifesavingequipment)
- [linkedin.com/company/587473/admin](https://www.linkedin.com/company/587473/admin)
- [youtube.com/user/VIKINGLifeSaving](https://www.youtube.com/user/VIKINGLifeSaving)

VIKING LIFE-SAVING EQUIPMENT

VIKING is a global leader in maritime safety. Headquartered in Denmark, we manufacture, supply and service the industry's most extensive range of safety equipment and solutions for all types of vessels.

VIKING brings its customers all the elements needed to simplify safety, while a global network of 80 local branches and more than 250 certified servicing stations make sure that everything is available when and where it is needed.

Offering a complete range of high-quality life-saving appliances, we are a true one-stop safety partner for shipyards and shipowners worldwide. For the cruise line sector, our range has expanded from our core offering of liferafts and evacuation systems, to span an extensive variety of in-demand products including anti-exposure and immersion suits, lifejackets, fire safety solutions low location lighting, safety signs and much more. In addition, VIKING offers commissioning of the mentioned equipment to support the yards with a complete solution and remain dedicated to providing full service – even after handover.



VIRTUAL B2B MEETINGS WITH MEYER WERFT

Danish Maritime, Confederation of Danish Industry, Danish Export
Association and The Trade Council of Denmark

