# A passion for offering intelligent services









### **Dedicated to serving you** since 1993

Founded by Cay Lammers and Anke Heinen in Rhauderfehn located in Lower Saxony, Lammers Schiffselektronik GmbH initially focused on the areas of inland navigation, sport boats and fisheries.



A short time later, in October 1994, we relocated to the seaport Leer where our company settled on the former Janssen shipyard property. More room for storage, a workshop and offices gave us with the perfect foundation for healthy growth. It did not take long to get established and foster contacts to the other shipping companies located in the port of Leer.

Today, approximately 40 employees passionately work to further develop our good name every day, which stands for expertise, reliability and flexibility in our industry. As a career trainer, we also cultivate young professionals by providing them with qualified training in the areas of engineering and warehouse logistics. Still managed by its two founders, our company's activities include, among other things, the repair and installation of navigation and electronic equipment including radar, radio, gyro compass and autopilot systems, satellite communications system and all bridge equipment and systems. The next management generation, Chris Lammers, Jan Heinen and Claudia Heinen, are ready to continue honouring our reputation for high service and product quality.

Approximately 1,200 sea-going vessels currently benefit from our personal service.





### Our service portfolio

We offer our customers extensive experience and specialised expertise in the area of marine electronics and navigation. Our service portfolio particularly focuses on installation and repair services. Our own workshop and regular training of our employees guarantee the best quality standard and considerable flexibility when it comes to processing orders. Lammers Schiffselektronik has numerous permits and licenses for the installation, maintenance and testing services it offers including: Det Norske Veritas, Bureau Veritas, American Bureau of Shipping, Lloyd's Register, German Lloyd, BSH, ZSUK.

We are also authorised to perform routine tests of GMDSS and Voyage Data recorders. We offer our customers in the field of shore based maintenance (SBM) the special service of preparing a corresponding contract with us at no charge.





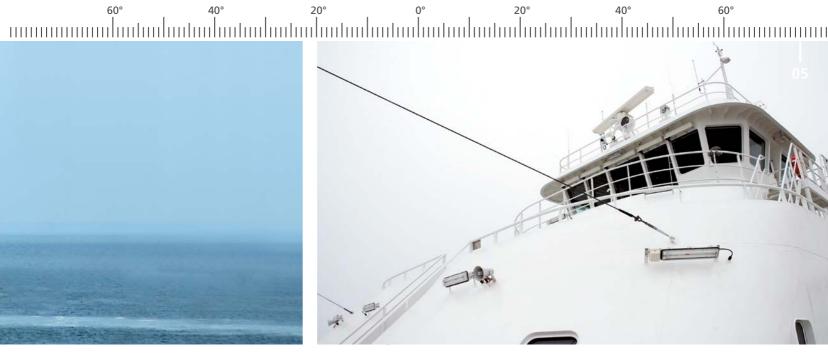
## Marine electronics and navigation – our core competencies

Whether sales, installation, maintenance or repair, Lammers Schiffselektronik is always ready to offer its customers its fast and reliable service. Our own service teams collaborate with a network of partnered companies in the process. This way, we are able to guarantee on-time repairs, for example, virtually anywhere in the world.

#### We offer you the following services:

- Radio surveys for German Lloyd, Det Norkse Veritas, Lloyd's Register, American Bureau of Shipping, Bureau Veritas
- Repeat inspections for ships under German flag for:
  - Gyrocompass systems
  - Echo sounders
  - Navigation systems
  - Radar systems
- Shore based maintenance service for EPIRB
- Installation of BNWAS systems
- Retrofit installation
- Reprogramming of ships when changing vessel flags
- Installation and service of VDR and S-VDR systems (Kelvin Hughes, Rutter, Danelec, Sperry Marine, Selex, Broadgate, SAM-Electronics, NetWave, Furuno)







- Installation and repair of:
  - Gyrocompass systems
  - Radar systems
  - VHF/DSC devices
  - Telex and radiotelephone systems
  - SSAS
  - AIS
  - Intercom systems
  - Fire alarm system
  - VDR and S-VDR systems
  - BNWAS (Bridge Navigational Watch Alarm System)
  - Autopilot systems
  - Navtex and weather fax
  - Inmarsat system B, C, D, F and M
  - Fleet broadband
- Remote maintenance and assistance via e-mail, phone or other communication channels
- Equipment for new ships
- SBM contracts (free compilation)
- Worldwide service
- Worldwide organisation of third-party service

#### The innovation from our establishment: LSE 22-1210

The autarchic communication and monitoring module for panic rooms.

The LSE 22-1210 will provide the crew a possibility

- to observe special areas e.g. deck, engine, wheelhouse etc. via CCTV
- to display the ships position via GPS
- to make world wide phone calls via Iridium Satellite phone
- to communicate via email and display the vessels location on an electronic chart display (optional)









#### References

#### We maintain long-time close customer relations with numerous shipping companies, particularly in Leer and Hamburg

Our customers benefit from our well-established partnership with numerous renowned manufacturers, electronic ship equipment and experience in working with bureaus and authorities.

#### **Our manufacturer partners:**

#### **Excerpt from our customer list:**

Briese Schiffahrts GmbH / Leer

Briese Forschungsschiffahrt / Leer

Brise Bereederung / Hamburg

Fehn Bereederung / Leer

Reederei Gerdes / Haren

Reederei Intersee / Haren

Reederei Sibum / Haren

Reederei Carsten Rehder / Hamburg

Reederei Triton / Leer

Reederei Wessels / Haren





















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#### **APsolut Software**

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Kelvin Hughes is a world leader in the design and supply of marine navigation systems. It has a highly innovative product range which is designed to provide mariners with the most advanced navigation solutions and services available.

Its products include radar sensors and display technology, voyage data recorders, ECDIS and highly advanced integrated bridge systems. In addition, through ChartCo, it provides a unique means of data supply to ships at sea via satellite. Kelvin Hughes is also the world's largest supplier of nautical charts and publications for commercial and leisure use.

Lammers Schiffselektronik GmbH has been Kelvin Hughes' main distributor in Germany since 2008, and since that time we have seen Kelvin Hughes' market position grow significantly in this area. With Lammer's experience and Kelvin Hughes' technology we have been able to exceed our customers' expectations both for products and service.

MantaDigital, the latest product range from Kelvin Hughes provides true multifunction navigation capability by integrating radar, ECDIS and conning-display functionality into a single unit to provide the most cost-effective and efficient navigation solution. This combined with the world's first commercial solid-state marine radar, SharpEye™ makes Kelvin Hughes radar probably the best on the market. This innovative product represents a step change in commercial radar development and brings military grade performance to the commercial marine marketplace for the first time. Kelvin Hughes products are in use in a wide range of commercial vessels, luxury yachts and cruise liners, including the new Queen Mary 2. They are also in service with over 30 navies around the world, including fittings on every United Kingdom Royal Navy warship.



#### **Head office in Leer/Germany**

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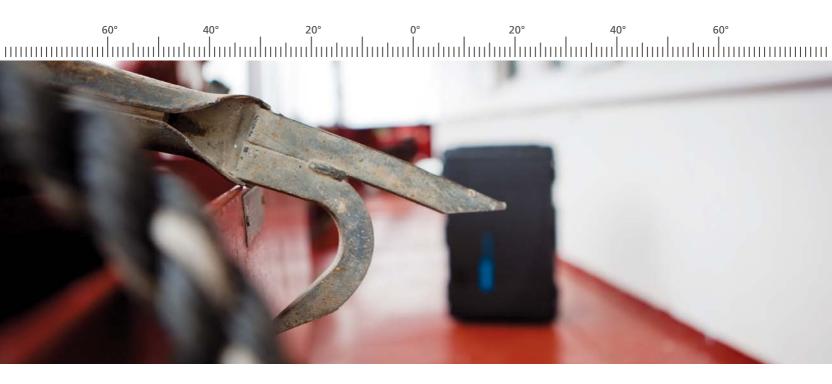
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