



**Connecting and Protecting the
Maritime Community since 1900...
SELEX Communications@sea**

FISHING

The fishing industry can still be a profitable sector, given the global demand for a healthy, staple food source. However, with the ever increasing regulatory demands placed on the industry by governing bodies, the modern day fisherman faces many challenges apart from just finding and catching fish. SELEX Communications can help fishermen overcome their technical challenges.

THE CHALLENGES

Sustainability

The fishing industry must manage the fishing effort to ensure the target fisheries remain sustainable. This can include better monitoring of catches, discards, vessel tracking, days at sea, technical measures or the fishing equipment itself.

Marketability

The industry must ensure the quality of the catch and its processing does not affect the marketability of the produce. This could be improved through examining catch processing, storage whilst onboard, product handling and upkeep of hygiene, and product quality.

Efficiency and environment

The industry must continuously find new and innovative ways to reduce and monitor its impact on the environment. This should include reducing carbon emissions, fuel and engine monitoring, and meteorological monitoring.

People

People are the most important asset of any industry. It is vital that the skills of the workforce are developed and maintained. Of paramount importance is ensuring the welfare and safety of personnel employed in this often dangerous and demanding industry. Also important is ensuring that the vessel can operate as a 'floating office'.

"...many nations have a shared objective for a safer, more secure and, certainly, cleaner, greener and healthier environment."

Mr Efthimios Mitropoulos, the Secretary-General of the International Maritime Organization (IMO) Conference 2009



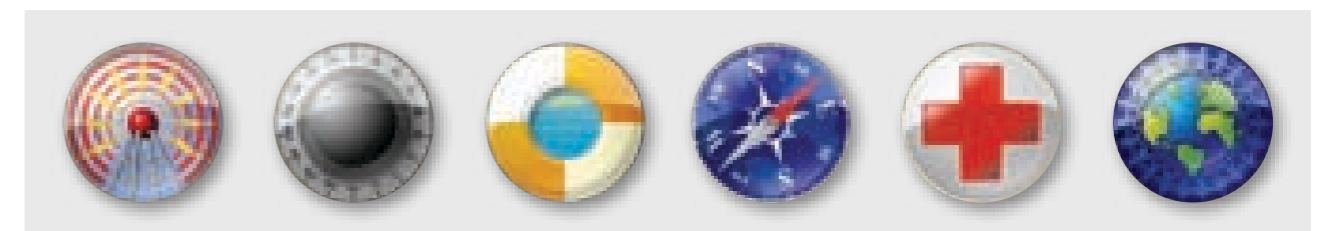
OUR CAPABILITIES







With more than 100 years of maritime electronics experience, we are able to support you in facing these challenges through the delivery of your communication, navigation, security, safety, crew welfare and global support needs.

'It is all too easy to blame our troubles on the Commission, scientists or fishery managers. Finding solutions is more challenging. We need, therefore, to continue to work as team - Team Scotland - and show determination by developing long-term strategies and policies for our industry to achieve its objectives of a sustainable and profitable future.'

Ian Gatt, President of SFF, in his annual report

“More than 100 years of maritime electronics experience...”



 Communications	 Security	 Safety	 Navigation	 Welfare	 Through-Life Support
Fully integrated modular systems, providing internal and external communications services to and from your ship, rig, platform and FPSO	Products and services supporting personal security, information security and physical security	Extensive experience in the design and installation of leading-edge systems for crew protection and vessel safety	Integration of high quality equipment from a broad range of suppliers. Designing and installing navigation solutions for the world's leading shipping companies	Technology to improve the quality of life onboard, provide relief from stress and support contact with family. Helping to maintain high levels of wellbeing, motivation and crew retention	Proven global support operation, providing the full range of services for the prime contractor, designer, shipbuilder, systems integrator and end user to ensure lifetime capability maintenance
<ul style="list-style-type: none"> • Fixed and stabilised VSAT systems • Fixed and stabilised satellite systems • Handheld VHF/UHF systems • Data compression • Video conferencing • Telephone exchange • Intercom systems • IP networks • Communications headsets • GSM Pico cells • Navtex • Weatherfax • Telemetry/SCADA • Fibre optic systems • Pager systems 	<ul style="list-style-type: none"> • Secure messaging • Secure telephones • CCTV/sensors • Data encryption • Secure remote working • Security policies • Video processing • Consultancy 	<ul style="list-style-type: none"> • GMDSS/EPIRB • Voyage Data Recorder • Wireless intercom • AIS • SART • CCTV/sensor systems • Radio safety certification • LRIT • Meteorological monitoring 	<ul style="list-style-type: none"> • Sonar • Radar • Integrated bridge • Collision Warning • Autopilot • Charts/plotters • GPS/DGPS • Gyrocompass • Heading data • Seafloor mapping • Echo sounders • Speed logs 	<ul style="list-style-type: none"> • Sat TV • Personal calls • Internet access • Web conferencing • Environmental monitoring • Remote medical diagnostics • Remote training • GSM Pico cell 	<ul style="list-style-type: none"> • Prime contractor • Project management • System integration, testing and validation • Configuration management • Obsolescence management • Training • Installation services • Mobile/distributed repair, servicing • Radio safety certification authority • Service/help desk • Airtime provision • Agent/distributor for COTS products



**KEEPING YOU IN TOUCH WITH THE WORLD...
STAY CLOSE - COMMUNICATION@SEA**

Highly experienced Marine communications since 1900. Specialists in radio and satellite communication.



**PROTECTING WHAT MATTERS TO YOU...
TAKE CONTROL - SECURITY@SEA**

Products specifically designed to protect From specialist, military grade secure comms to marine safe CCTV.



**SHOWING YOU THE WAY...
SEE CLEARLY - NAVIGATION@SEA**

Huge range of navigation equipment from sophisticated sonars to powerful radars.



**PROVIDING UNPARALLELED SUPPORT ACROSS
THE GLOBE... TRUST US - SUPPORT@SEA**

The oldest & largest support network in the UK. Over 70 qualified, UK based marine engineers and a global network.



**HELPING YOU TO STAY SAFE...
GET HOME - SAFETY@SEA**

The very best in electronic safety- range includes PA/GA, EPIRB, VDR and SART.



**ENSURING YOUR CREW HAVE WHAT THEY
NEED... HELP THEM - WELFARE@SEA**

State of the art customised welfare solutions From integrated environmental and crew well-being monitoring systems, to entertainment and networking solutions.

**Connecting and Protecting the Maritime Community
since 1900
SELEX Communications@sea**

SELEX Communications has been at the forefront of the marine electronics industry since 1900. Previously known worldwide as Marconi Marine, it is the only business that has been continuously involved in the provision, implementation, monitoring and support of communications equipment since the inception of the very first marine radio. It is now part of SELEX Communications, a subsidiary of Finmeccanica, one of Europe's largest high technology electronics and communications groups.

The company has the ability to support the whole of the maritime industry, with more UK-based marine electronics engineers than any other company and a network of regional offices across the country, with service representation around the globe. The regional offices act as a first line of contact for customers, offer local expert knowledge as well as engineering support around the clock, and are strategically based in, or near to, local ports and harbours. There are dedicated, specialist sales teams for the commercial, fishing, offshore and leisure sectors based

around the UK, as well as a dedicated team of surveyors and specific project management resources.

With over a century of experience, SELEX Communications has the resources and knowledge to supply, install, service and support a complete range of products. We work alongside the most respected suppliers in the world, such as JRC, Thrane & Thrane, SeaTel, Iridium and Inmarsat. However, as an independent company, SELEX Communications is not obliged to recommend a particular manufacturer's equipment. This ensures that customers have access to the very best products in all ranges.

SELEX Communications has built superb relationships with customers, suppliers and governing bodies in the maritime industry. Along with its continuous research, development and training, SELEX Communications is in a perfect position to work closely with customers to identify suitable solutions, as well as providing the best products and the most comprehensive after-sales support available.

