



## “The Navigator”

Newsletter 2017 Edition

### Maryland Nautical Sales Visits C.A.I.M. in Genoa, Italy



Maryland Nautical’s Maricely (Cely) Estevez visited C.A.I.M. headquarters in Genoa, Italy in April. The purpose of the visit was to strengthen Maryland Nautical Sale’s relationship with C.A.I.M., and to exchange information on the processes used to increase Print-on-Demand (POD) productivity.

C.A.I.M. (Cooperativa Armamento Imprese Marittime) was established by the Italian Navy in 1945 to employ veterans in the marine trades, and is now one of world’s largest international chart agents. A global provider of marine equipment and navigation-

al solutions, C.A.I.M.’s motto is “Everything for Navigation”.

Over the past 20 years or so that Maryland Nautical and C.A.I.M. have been doing business together, Maryland Nautical has supplied C.A.I.M. with thousands of CFRs and Panama Canal Regulations books and acts as a subcontractor to supply C.A.I.M.’s North and South American clients with charts and publications.



*C.A.I.M. headquarters in downtown Genoa*



*Maricely Estevez from Maryland Nautical Sales receives a tour of the C.A.I.M. Museum from former CEO Gino Rigolli*

As head of Maryland Nautical Sale’s shipping department, Cely is very familiar with the products that Maryland Nautical Sales supplies C.A.I.M., and was a natural choice for the visit. She received firsthand experience with the different processes C.A.I.M. uses to increase productivity of the POD service. C.A.I.M. has the latest technology available to print nautical charts onsite, making the process easier and faster and they use a pre-measured table that saves time in cutting and folding the charts.

The use of innovative equipment and an improved cutting technique has allowed C.A.I.M. to lead the industry in POD efficiency and capacity, so that over 70% of their product line is now print-on-demand. This ensures their clients have the most up-to-date charts and publications available while reducing warehouse storage requirements and waste.

With Cely acting as an “ambassador”, C.A.I.M. did not hesitate to share this information with Maryland Nautical Sales, given the longstanding relationship the two companies have.

# *Maryland Nautical Sales*

## **Visits C.A.I.M. in Genoa, Italy (cont'd.)**



*Maryland Nautical Shipping Manager Maricely Estevez pictured with some of C.A.I.M.'s Customer Service Representatives.*

Cely notes, "I also had the pleasure to meet with previous CEO Gino Rigolli who gave me a tour of what he calls "the museum" – a beautiful office within the facility where C.A.I.M. displays historical instruments such as sextants manufactured by C.A.I.M.."

Maryland Nautical has steadily increased the percentage of POD products, allowing them to downsize their chart inventory by almost 90%. As POD charts are corrected up to the print date, the need for manual corrections has been reduced significantly. Because of Cely's visit, Maryland Nautical looks forward to adopting this new technology that will enable Maryland Nautical Sales to further expand their POD capability and service to their maritime clients.

## **Software Designed by C.A.I.M. Coming Soon!**

Maryland Nautical Sales will soon be able to reduce the workload of ship's deck officers by offering a new multi-database service and software package called NaviGate. Designed by C.A.I.M. Italy, NaviGate allows calculating, optimizing and updating charts and publications required for a specific voyage.

The NaviGate software package is installed onboard the ship, and communicates via internet with C.A.I.M.'s shore-based NaviServer, hosting several SQL databases. NaviGate provides the navigator with a tool to order, manage and display most of the required data for safe and compliant navigation. It's the perfect complement to ECDIS, and allows the navigator to plan his route according to ECDIS requirements - without cluttering the ECDIS screen. Specifically, NaviGate assists the navigator with:

- Graphical display of chart catalogues, folios onboard, permits and chart status.
- Planning of routes on AVCS charts displayed according to the latest IHO presentation library.
- Calculation of enroute dangers.
- Building and optimizing required charts along the route.
- Management, ordering, and update of paper charts and AVCS electronic charts.
- Dynamic weather and current forecasting.
- Navarea and Metarea display.
- Management of books and publications as per C.A.I.M. CMS+ web application.

# NaviGate



Presently, NaviGate is functional with Admiralty Vector Charts (AVCS) and is integrated with UKHO Total Tide. It allows download of the UKHO cumulative Notice to Mariners (NP234), and includes loose-leaf service, tracings, and Sailing Direction corrections for the charts and publications onboard. Updates can be downloaded via https, email or removable drive, to suit the needs of the client.

C.A.I.M. is working with Maryland Nautical Sales to facilitate inclusion of US Electronic Nautical Charts (ENC) in NaviGate's portfolio. New features are in testing, and include Route Optimization, Navarea Warning and Voyage Plan. NaviGate is currently installed and operational on the MSC Cruise Fleet.

Maryland Nautical Sales will soon offer the NaviGate software for its clients. The software is easy to install and activate, and deck officers have a full training manual and ready access to technical support.

For more information on NaviGate from Maryland Nautical Sales, contact Eric Beswick at [sales@mdnautical.com](mailto:sales@mdnautical.com).



# Welcome to Maryland Nautical Sales

*Let's Take the Tour!*



Maryland Nautical was purchased by brothers Robert & Brian Davis in 1986 from William Bridges and his son, William Jr. The Davis brothers moved the operation from its original downtown location to Hull Street in the old Port of Baltimore neighborhood of Locust Point and continuing the business as a government chart agent for ships that came into port.



*Maryland Nautical Sale's facility is 25,000 sq. feet consisting of warehouses, a large showroom and plenty of parking.*







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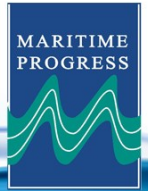
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# Maryland Nautical Expands Printing Capabilities



Maryland Nautical has greatly expanded its chart printing capability and efficiency, incorporating new printers and techniques garnered from industry partners. Maryland Nautical now has two separate chart printing stations onsite. Two printers are allocated to OceanGrafix charts.

Three printers are dedicated to Admiralty charts, including the recent addition of an advanced Hewlett Packard Designjet Z6200 chart printer. This printer will literally cut print time in half, taking just 3 minutes to print a full-size chart.

Cutting stations for chart trimming are located adjacent to the printers, and one is mobile, to be used at any station with ease.



# Maryland Nautical Representatives attend NOAA's Open House on Nautical Cartography



*"Science on a sphere"*

participants could present their projects and establish connections with other nautical cartographers.

Maryland Nautical Sale's attendees found a few of the presentations particularly relevant, including NOAA's discussion of the future of electronic, raster, and paper nautical charts. Presenters used "Science on a Sphere" to demonstrate bathymetric data and the format and sectioning changes for ENC's.

Maryland Nautical was represented by Erik Beswick, Brian Davis, Charles Singer and Jessica Jenkins at the first Open House on Nautical Cartography, sponsored by NOAA's Office of Coast Survey (OCS) on July 7th in Silver Spring, MD. Over 200 visitors representing 24 countries were welcomed at the Open House, which featured posters, presentations and tours focused on nautical cartography, highlighting the field of charting and Geographic Information Systems (GIS). The Open House was held in conjunction with the International Cartographic Conference, and was well attended by industry partners, government agencies, and international charting offices.

After an overview of current and future ocean mapping projects, presentations followed around these four themes: From Hydrography to Cartography, Nautical Products, MSDI and Databases, Innovative Cartography.

A highlight of the day was the lightening round poster sessions where participants



*Brian Davis - Vice President, Eric Beswick - Sales Manager, Jessica Jenkins - Cartographer/Sales Associate*

Of particular interest was the presentation on the Seabed 2030 Project, a collaborative project by GEBCO and the

Nippon Foundation to facilitate the complete mapping of the ocean floor by 2030. The project was inspired in part by the March 2014 disappearance of Malaysia Flight 370 over the SE Indian Ocean, where undersea search efforts were hampered by the lack of a bathymetric database of sufficient resolution. In fact, the surfaces of Mercury, Mars and Venus are better mapped than that of the Earth's ocean floor. The goal of Seabed 2030 is a definitive, high-resolution bathymetric map of the entire World Ocean, available in a Geospatial Information System. This database could then be used for ship and aircraft positioning, policy decisions, ocean sustainability and scientific research. Seabed 2030 will use all available sources, including digitizing thousands of topographic and nautical charts, a fleet of acoustic survey ships and autonomous underwater vehicles, satellite imagery, LIDAR, and even crowd-sourcing.



*(Display) Drafting Instruments-Mechanical lettering sets were used as templates to permit consistent letters of uniform sizes.*



## Maryland Nautical Representatives attend NOAA's Open House on Nautical Cartography *(cont'd.)*

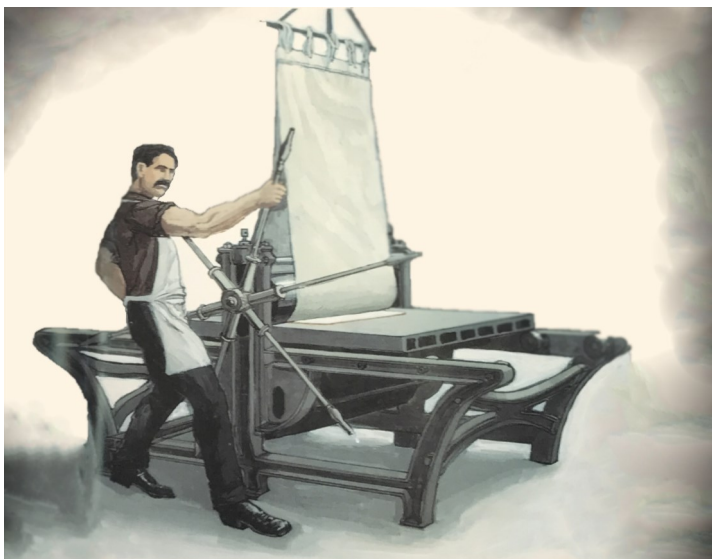


Eric Beswick - Sales Manager and Charles Singer - Cartographer/Sales Associate viewing one of the many displays.

Participation in industry events is all part of Maryland Nautical's commitment to employee development. Maryland Nautical Sales understands the importance of building relationships and exchanging ideas with national and international partners. Staying current and well-connected with the nautical cartography community ultimately means better products and services for Maryland Nautical's maritime customer base.



Copperplate Printing Press was first used to print charts circa. 1854.



### *How charts were printed circa 1854:*

*Field sketchers sent their notes and sketches by mail steamer to Coast Survey in Washington to be transformed into useful maps. The field sketches were reduced, then engravers transferred them onto polished copper plates and cut fine lines and lettering in to the metal. An electrotype copy was made to preserve the engravings from printing. Ink was then rubbed over the plate and wiped clean except for the ink trapped in the grooves. A moist sheet of paper was laid over the inked plate on the carriage of the printing press. A crank sent the carriage and plate back in between rollers administering pressure to force the paper into the cuts of the plate absorbing the ink. The printed chart was hung to dry and the process was repeated. This process was very slow and difficult but the printed images were beautiful.*

## Maryland Nautical Sales INTERNATIONAL CHART AGENTS



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Wallerfield, Trinidad and Tobago



Caribbean Maritime Institute  
Maritime Academy

Kingston, Jamaica



Port of Spain, Trinidad



La Paz, Mexico



Oranjestad, Aruba



Panama City, Panama



Cundinamarca, Colombia



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Hong Kong, China



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Port Harcourt City, Nigeria



Tamrose  
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# What our customers are saying...

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"I can recall a few times where Eric Beswick has gone above and beyond to keep our vessels moving without delay. Between 2005 to 2009, Vane Brothers was heavy into New Barge & Tug Construction. Eric worked late nights and weekends to handle our demand with our tugs navigating to the Gulf and the Great Lakes. Eric consistently provides invaluable service to Vane Line Bunkering".

– Ed Adams, Senior Services & Maintenance Buyer

I would like to take this opportunity to express my sincerest thanks to the Maryland Nautical staff, especially Eric Beswick, for the extraordinary job performed with the support of all navigational needs for the ARC vessels worldwide. By being directly involved with all requests from each of the ARC vessels, Eric has coordinated the staff at Maryland Nautical to accomplish difficult tasks and deliver materials to the requesting vessel's without any schedule hesitation and wherever the port may be. By Maryland Nautical keeping up with automatic chart distribution procedures, it has made the job for each Captain easier to keep updated with required current charts on board. I highly recommend Maryland Nautical to any company requiring nautical materials and services.

- Mike Miller, Purchasing Agent



|          | 30 Days | 90 Days | 12 Months | All |
|----------|---------|---------|-----------|-----|
| Positive | -       | 100%    | 94%       | 93% |
| Neutral  | -       | 0%      | 0%        | 2%  |
| Negative | -       | 0%      | 6%        | 5%  |
| Count    | 0       | 3       | 47        | 240 |

★★★★★ "Fast Shipping. Good Packing. Thanks You."  
By Amazon Customer on August 17, 2017

★★★★★ "Swift Shipping Service 4-days Media Mail"  
By Amazon Customer on July 24, 2017

★★★★★ "The chart was perfect! Arrived much earlier than anticipated. We received on 7/14, my husband is using it as it as I speak in MD today (7/16...  
By Cate on July 16, 2017

★★★★★ "Order arrived on time and as described."  
By Randy Krumm on June 14, 2017



|          | Month | 6 Months | 12 Months |
|----------|-------|----------|-----------|
| Positive | 0     | 23       | 27        |
| Neutral  | 0     | 0        | 0         |
| Negative | 0     | 0        | 0         |

| Criteria          | Average Rating | # of Ratings |
|-------------------|----------------|--------------|
| Item as described | ★★★★★          | 23           |
| Communication     | ★★★★★          | 24           |
| Shipping Time     | ★★★★★          | 25           |
| S/H Charges       | ★★★★★          | 25           |

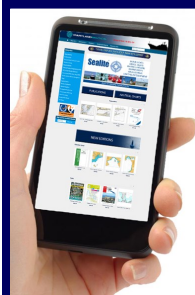
+ "Great Ebayer."

+ "Item as listed, good Ebay seller"

+ "Good Product"

+ "Met High Expectations, Would use seller again."

## Mobile Ready

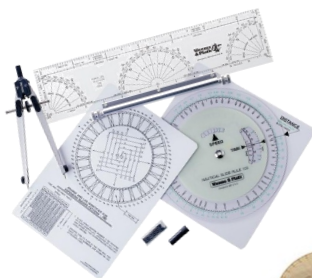


Maryland Nautical recently launched a new mobile friendly website. The new uncluttered design and color scheme makes the site more user friendly and enables faster navigation. With reliable hosting and a secure, our clients benefit from easily accessible products, securely purchased with major credit cards or PayPal.





# USCG Exam Study Guides & Materials



- Deck General
- Deck Safety
- Navigation
- Rules of the Road
- Electrical
- Fire
- Refrigeration
- Engineering
- Merchant Marine
- Light Lists
- Coast Pilots
- Code of Federal Regulations (CFR)
- Tide/Tide Current Tables
- Plotting Sheets
- Plotting Instruments
- Star Finder
- Flip Cards
- Training Charts

## ISO 9001:2015 Audit



At a recent annual audit, Maryland Nautical Sales renewed its ISO 9000 quality management program, and now holds the ISO 9001:2015 certification. The ISO standards provide guidance and tools for companies who want to ensure their products and services consistently meet customer requirements, and that quality is consistently improved. MDN attained initial ISO certification in 2013. A requirement necessary to meet the exacting standards of Admiralty Print-on-Demand chart production,

Maryland Nautical Sales applies the quality standards to every aspect of their business.



Maryland Nautical is a proud new member of the International Marine Purchasing Association (IMPAA), formed in 1978 to create an industry 'voice' to represent the interests of the purchasing profession within shipping and promote close co-operation and understanding between buyer and supplier. The organization has grown significantly and now represents over 700 members from across the globe.



Maryland Nautical has joined the International Ship Suppliers & Services Association (ISSA) further expanding its role in the international maritime industry. Formed in 1955, ISSA now represents nearly 2000 ship suppliers throughout the world, representing over 95 nations. Members must undergo a rigorous vetting procedure before gaining admittance and the goods and services they offer can be found in every major port in the world.

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# Maryland Nautical Supplies charts to the Nippon Foundation - GEBCO Seabed 2030 Project

Maryland Nautical Sales recently discovered that their charts were playing a role in the Seabed 2030 Project, launched to create high-resolution bathymetric map of the entire World Ocean by 2030.

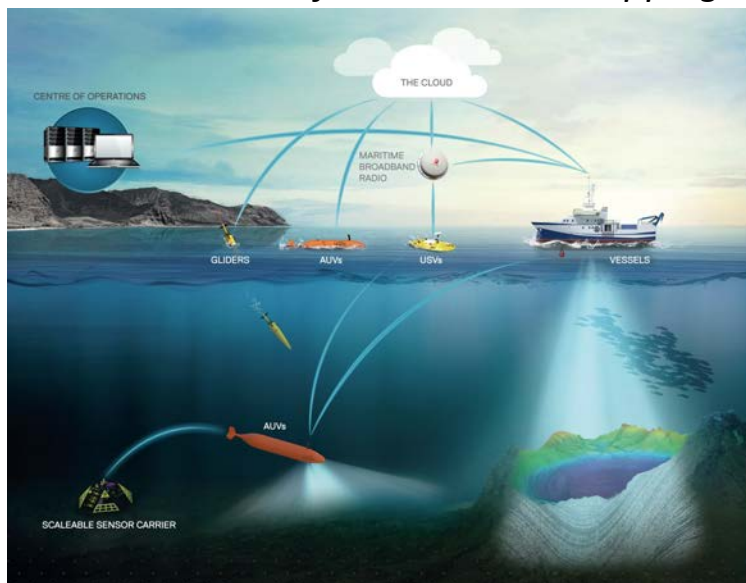
After packaging an extensive chart order placed through Maryland Nautical's website, Cely Estevez asked client Dr. John Hall how he came to find Maryland Nautical Sales. Dr. Hall is a Marine Geologist, now retired from the Geological Survey of Israel. He explained that he was involved with GEBCO (General Bathymetric Chart of the Ocean) and the Seabed 2030 Project, digitizing hundreds of nautical



**Dr John K. Hall (ret.)**  
Geological Survey of Israel

charts for inclusion in the master database.

## *The Full Picture of Underwater Mapping*



Dr. Hall had been perusing numerous chart agent websites, trying to find the correct coverage for his areas of interest. He found Maryland Nautical's website easy to navigate, citing the presentation, advantage of having downloadable PDFs of chart coverage for each area, ease of loading and changing the shopping cart. He also liked being able to talk to someone in the office to adjust his order on the fly, and was impressed by the speed at which his order was printed and shipped.

Maryland Nautical Sales is proud to be involved with the Seabed 2030 Project, and pleased to help clients like Dr. John Hall in his endeavors to map the ocean's floor.

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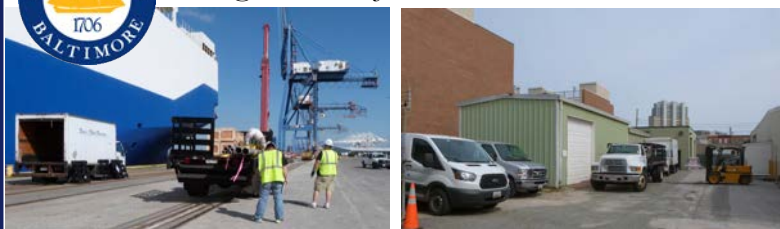
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Clipper City Publishing is the in-house publisher for Maryland Nautical Sales. For a truly professional look, why not customize your materials with your ship's name or company logo? We have the equipment and experienced staff to do the job right. Forms, booklets, stationery - you name it, we can do it. We provide color and black & white products, delivered right to your door or dock.

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- Bridge Bell Book
- List of Lights Pub. 110
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- Summary of Corrections
- Coast Pilots
- Ship's Plans/Schematics
- Occupational Safety & Health Administration



# Donations for M/V NEWLEAD GRANADINO



Following the tradition of assisting fellow mariners, Maryland Nautical Sales conducted a food and clothing drive to help the stranded crewmembers of M/V Newlead Granadino. The asphalt tanker was stranded in Baltimore Harbor in September 2016 when it was detained for extensive engine repairs and safety violations. The owner Newlead Holdings was not able to pay for the repairs, so mortgage bank Nataxis took over the ship and put it up for sale.

Meanwhile, the ship's 18 crewmembers were unable to go ashore for lack of documentation, and were running out of food and water. The Baltimore International Seafarer's Center organized a call for assistance, and Maryland Nautical heeded the call with donations of food and clothing. Theresa Abel, who organized the collection within Maryland Nautical, noted: "Everyone was so eager to help the stranded crewmembers, and generously donated what the seamen needed most."

After several months, seafarers were eventually repatriated to their own countries. The ship was sold to Eurotankers in May 2017 will sail with new crew and name after repairs.

## Donations for HURRICANE HARVEY

In light of the recent situation in Texas our companies have made a donation to the Houston Food Bank that will provide 1500 meals to the residents of TX. Our thoughts and prayers go out to all affected in the devastation.



## Maryland Nautical donates to Women & Children's Shelter



*Family helped by Baltimore Outreach services.*

Christmas is a time of joy and giving, Maryland Nautical/Davis Ship Service helped to brighten the holidays for the women and children sheltered at neighboring Baltimore Outreach Services. Every employee purchased a gift for one or two of the 25 children at the shelter. On December 22, a spirited team from Maryland Nautical/Davis Ship arrived at the shelter bearing Christmas stockings, gifts, puppets and a stage. They threw a memorable holiday pizza party for the children, warming the hearts of everyone. "We have

so much to share, and we're glad we could make Christmas a little more special for children in our community" said Maryland Nautical's president Bob Davis.

Each year, BOS provides emergency shelter, food, clothing housing and job training for more than 250 homeless women and their children. Programs and services are offered to empower the women to regain independence and self-sufficiency. To learn more, or to donate to BOS, click: <http://www.baltimoreoutreach.org/>



*Food donations are ready for the holiday party at Baltimore Outreach Shelter.*

# Maryland Nautical Continues to Support Calvert Marine Museum's Skipjack *Dee of St. Mary's*



*Calvert Marine Museum's Skipjack Dee of St. Mary's*

In the spirit of promoting Maryland's maritime heritage, Maryland Nautical continues to support Calvert Marine Museum's skipjack *Dee of St. Mary's* with nautical charts and publications. With these products, *Dee* is able to meet her USCG requirements, navigate safely on the Chesapeake Bay, and conduct navigation and coastal piloting training for the crew and students who sail aboard her.

*Dee* carries up to 38 passengers for trips including educational tours for children and adults, public sails and private charters. In the course of a year, approximately 1300 school students participate in *Dee's* educational program, gaining an appreciation for the Chesapeake Bay while participating in navigation, sailing, water-sampling and oystering.

The skipjack is operated by a USCG-licensed Captain, a certified Mate, additional crewmembers, and crew in training. CMM has an



*Students learn the art of navigation on charts donated by Maryland Nautical Sales.*

extensive volunteer training program onboard, keeping the maritime heritage alive and well while providing crew for the skipjack. The Calvert Marine Museum appreciates the assistance and support of Maryland Nautical Sales

*Dee* was built in 1979 in Piney Point, MD, and was the first skipjack built on Maryland's western shore in a quarter of a century. After serving as a working oyster skipjack, *Dee* was put into service as an educational platform for the Chesapeake Bay Field Lab, and then donated to the Calvert Marine Museum in 2013 to continue the legacy. *Dee* is 56' long on deck with a 22' bowsprit and 20' beam. Her mast is 76' tall, and her boom is 56' long. She carries about 2600 square feet of sail, enabling her to pull large iron dredges across the Bay's oyster bed with minimal wind.

## Annual Baltimore Maritime Exchange Port Party and Shrimp Feast

Maryland Nautical Employees attend the Annual Port Party and Shrimp Feast benefiting the Baltimore Maritime Exchange at the Vane Brothers Campus.



*Maricely Estevez, Shipping Manager; Theresa Abel, Logistics/Operations Manager; Jessica Jenkins, Sales Associate Cartographer*



*Theresa Abel, Logistics/Operations Manager and husband Christopher Abel*



*Eric Beswick, Sales Manager and wife Lindsey Beswick.*