



Maryland Nautical Sales Participates in SeaLite Masters Workshop

Sealite®



In October 2014, Maryland Nautical's Ted Applegarth and Brandon Hoffman attended the Sealite Masters Workshop at the New Hampshire manufacturing and distribution base of Sealite USA.

The conference included training on the complete line of Sealite products, ranging from marine buoys to bridge lights to aquaculture lighting. At the workshop, Sealite introduced their new line of 6-19nm

Marine Lanterns, Port Entry Light (PEL) with a range of 23nm night /5nm day, and High Output Lighthouse LED replacement sources. The workshop included a tour of the New Hampshire manufacturing plant, where an ever-increasing number of Sealite products are built to meet the Buy America criteria.

Australian-based Sealite is the world's fastest growing manufacturer of marine aids to navigation, offering the widest range of solar-powered LED lanterns in the marketplace. Sealite specializes in "next-generation" lights, phasing out incandescent lights with ultra-high intensity LEDs (Light Emitting Diodes) that are extremely power-efficient and virtually maintenance free. An ISO 9001 company, Sealite is

renown for its reliability, repeatability and customer satisfaction.

Well-known in Asia and

Europe, Sealite is quickly becoming a leader in the US market. MNS was appointed in 2013 as a dealer for Sealite® Aids to Marine Navigation, and serves the Mid-Atlantic area with Sealite products and technology.

MNS stocks an inventory of Sealite products, and is able to order anything in the Sealite repertoire for their clients. Participation in the Masters Workshop gave Ted and Brandon a better understanding of the full product line, which will enable them to match the correct product for each client's application. The meeting allowed for networking with key Sealite leaders, including the head of Sealite Global Sales, Michael Walker.



Representatives from Panama, Mexico, Venezuela, Canada, England, Spain, Brazil and Australia attended the workshop.



Ted Applegarth and Brandon Hoffman at the Sealite Masters Workshop

MNS Features **NEW** Sealite Products



SeaLite Barrier Floats can be linked together to restrict boating traffic and swimmers from entering specific danger areas such as spillways and dams. They are manufactured using strong, UV-stabilized polyethylene and are available in a range of high visibility colors.

SeaLite Pipe Floats are rotationally moulded from UV-stabilized polyethylene, and can be secured around pipes, hoses and cables for use in marine environments such as dredging.



**Shop Online at www.mdnautical.com
for the complete line of Sealite products!**

ISO 9001 Recertification



Maryland Nautical Sales recently completed the annual recertification audit to retain ISO 9001 certification. Procedures, Processes, Sales and Management Practices were thoroughly reviewed and assessed and found to be fully compliant with the requirements of the ISO Standard. ISO 9001 is a set of international standard and guidance documents for quality management and quality assurance.

Quality Auditor Wendie Matthews explained that MNS conducts a monthly internal audit to continually improve processes and quality of service. These monthly audits helped to prepare MNS for the annual external audit required for recertification. The countless hours of preparation and vigilance paid off for MNS and its entire client base, who all benefit from the quality of service.



Maryland Nautical Sales is proud to be a new member of ShipServ, an award-winning marine and offshore e-marketplace. ShipServ helps marine and offshore buyers to find the best suppliers easily, trade efficiently and build trusted relationships. They are a thriving marketplace where over 200 major ship owners and managers (supporting over 9000 ships and rigs) do business with over 54,000 suppliers from all over the world.

Go to www.shipserv.com and enter our Supplier Trade Network I.D.

We Ship Worldwide Daily!



Available from
Maryland Nautical
Authorized Print-on-Demand Agents for



At Maryland Nautical, we have the printers and capacity to produce most NOAA and British Admiralty charts "on demand", fully updated daily. Don't take chances with your vessel and crew. Order your Print-on-Demand updated charts from Maryland Nautical today!

Expanding Our CFR Collection

Clipper City Publishing, onsite at Maryland Nautical, has expanded its collection of CFR holdings well beyond the traditional Maritime collection. Our in-house print capability and new book-binding machine allow us to expand the selection to whatever CFR a customer desires, and our goal is to stock the entire CFR collection for fast and



Visit us online at www.mdnautical.com or call us at
1-800-596-7245 to see how we can meet
your printing needs.



Clipper City
Publishing

Clipper City Publishing is the in-house publisher for Maryland Nautical Sales. We have the equipment and the experienced staff to get the job done right. Ask about customizing your materials. We will deliver to your door or dock!
Give us a call at 800.596.7245 for more info!



Davis Ship Service is an affiliate of Maryland Nautical Sales, specializing in providing logistical support and transportation services to vessels arriving in the Port of Baltimore, MD since 1980.

www.davisshipservice.com

Sign Up ▶

Visit us online at www.mdnautical.com and
sign up for our newsletter for updates on new
editions and products.

Ship Agents

Eyes & Ears for Vessel Owners and Shippers

Steamship agents have represented foreign and domestic shippers for centuries, and today, their role is more important than ever. Ship agents maximize the profitability for vessel and cargo owners by attending to a wide variety of issues and making all the in-port arrangements for the ship, her cargo and her crew. As a duly appointed representative, the ship agent acts as the eyes and ears for vessel owners and shippers, both onboard and on-site at the terminal. A reliable and effective ship agent is crucial to making port visits as brief, smooth and productive as possible.



M/V GOLDEN DIAMOND

MNS supplies a number of ship agents, and this issue focuses on Terminal Shipping Company, Inc. Full service ship agents for over 200 years, Terminal Shipping is headquartered at the Port of Baltimore and maintains offices in major US ports encompassing the East, Gulf and West coasts. Terminal specializes in bulk, breakbulk and husbandry services, and also offers full attendance port Captaincy. Operations Manager Joseph Lis explains, "We hire the pilots, tugs, linemen, and stevedores. We coordinate the ship suppliers' deliveries. We dispense funds on behalf of our clients, and take care of all the government paperwork and correspondence so that the cargo comes through without a hitch."

MNS supplies charts and publications to all six of Terminal Shipping's East Coast offices, for delivery onto Terminal's client vessels. One such vessel is the Hong Kong flagged bulk carrier Golden Diamond.

During the ship's recent port visit to Baltimore, Joseph arranged a training visit to Maryland Nautical Sales for some of Golden Diamond's crew and cadets. Accompanied by the ship's master, Captain Christopher Tezano, the crew received a detailed tour by MNS Customer Service Rep Jessica Jenkins. Jessica demonstrated the process by which a nautical chart is printed on demand on MNS's large format printers. She also showed how a ship's chart order was filled, to ensure that the vessel had all the charts and pubs required to enter a port or conduct a voyage. The crew expressed their appreciation for the tour; they now have a much better understanding of how the charts and publications they use onboard are produced and distributed.



Jessica Jenkins demonstrates POD charts for Golden Diamond crew and cadets:(Left to right) Able Seaman Danny Boy Galica II, Deck Cadet Precious Ann Poceia, Ordinary Seaman Glen Alto, 3rd Officer Keith Gimentiza.

Maryland Nautical - *helping to prepare the next generation of seafarers to safely navigate the world.*



MARYLANDNAUTICAL

1400 E. Clement St. · Baltimore MD 21230
Tel: 1-800-596-7245 Fax: 410-685-5068
Email: sales@mdnautical.com



Shop Online! 10 - 40% Off www.mdnautical.com