



"The Navigator"

Newsletter - Fall 2015

Maryland Nautical attends **97th Annual General Meeting of the Chart and Nautical Instrument Trade Association**

Maryland Nautical is a proud member of the Chart and Nautical Instrument Trade Association (CNITA). The London-based Association provides an international forum for companies who supply, manufacture and maintain nautical charts, publications, instruments and magnetic compasses. CNITA has a long-standing relationship with the United Kingdom Hydrographic Office and has regular meetings with UKHO's senior staff regarding new products, digital charting, distribution, and other topics concerning both chart agents and the end user.

MNS managers Eric Beswick and Dakota Wader attended CNITA's 97th annual conference in October 2015 to keep abreast of new developments and to establish and enhance professional relationships between MNS and CNITA members. Their UK trip concluded with a visit to the International Maritime Organization (IMO) in London.



CNITA Conference in London - Eric Beswick, Sales Manager and Dakota Wader, Shipping Manager



IMO Headquarters - Eric Beswick, Sales Manager and Dakota Wader, Shipping Manager



Chart Supply & Correction Services

- Members can offer worldwide distribution of charts and publications.
- Provide trained chart correctors for Admiralty charts.



Setting the Highest Industry Standards

- Updated on regular changes in the industry.
- ISO 9001:2008 Certified Members.
- Follows approved management system, standards and guidelines.



Compass Adjusting

- Some members can provide technicians to swing ships in most major ports.

Print-on-Demand British Admiralty Charts

On-site production at Maryland Nautical Sales

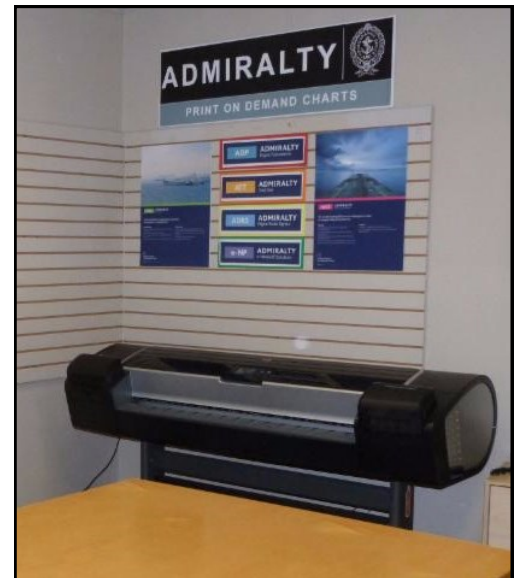


Admiralty Printer #1 and POD Charts at MNS

Mariners have trusted the high quality of British Admiralty charts for centuries. As an International Admiralty Chart Agent, Maryland Nautical Sales has evolved the method by which they supply clients with these reliable products. In addition to hand-corrected, up-to-date stock charts, MNS now provides BA Print-on-Demand (POD) charts, produced onsite at MNS Baltimore headquarters. At time of printing, POD charts are up to date with the latest Admiralty Notice to Mariners.

Charles Singer, MNS' in-house cartographer, elaborates: "We now have two printers dedicated to BA charts, with an average print time of four minutes per chart. This speeds our efficiency and allows backup redundancy. With POD and our hand-corrected stock, we can provide our clients immediate access to 99% of their requirement for BA charts."

Maintaining the high BA standard of quality is an exacting process, for which MNS' ISO 9001 certification and proven credentials is required. Each day, MNS run in-house print tests to verify the color, size and alignment against an Admiralty master print. MNS ships a monthly test print to Admiralty, who then verify all aspects of the product. To produce a POD chart, MNS receives cloud-based encrypted chart data files from the updated Admiralty database. This secure data ensures there is no manipulation of size or content. Charts are then printed on dedicated, Admiralty-recommended HPZ-5200 printers, using Admiralty-provided paper and cut to Admiralty chart specifications. This growing POD capability has enabled MNS to reduce its stock of Admiralty charts which must be hand-corrected weekly by Singer, who maintains his Admiralty certification to do so. An increasing number of chart orders are fulfilled by POD, resulting in reliable, accurate charts at reduced overall cost. Singer notes "POD allows us to offer our mariner clients highly reliable British Admiralty charts on very short notice. Our mission, and that of UKHO, is saving lives at sea."



Admiralty Printer #2

BA Releases 121 Chinese Charts to POD



A series of 121 British Admiralty charts of Chinese waters are now available via Print on Demand (POD). Maryland Nautical stands ready to deliver these products to their clients operating in and around Chinese waters. MNS' enhanced POD capability ensures accurate, reliable BA charts at short notice.

SOS DISTRESS LIGHT *The Only Coast Guard Replacement for Pyrotechnic Marine Flares and Flare Guns*

MNS now carries the SOS Distress Light, recently released by Sirius Signal to meet and exceed USCG requirements. The U.S.C.G. requires boaters to carry a min. of 3 day/night marine flares (burn times vary from seconds to 3 minutes) or 1 non-pyrotechnic electronic distress device and an orange emergency flag.

- Meets all US Coast Guard Federal Requirements for carriage of Day and Night visual distress signals when combined with the daytime distress signal flag (Flag included).
- Powered by a high performance, programmable microprocessor controlling an SOS signal Flashed through a potent CREE LED.
- Family Safe
- One Time Purchase
- Visible up to 10+ Nautical Miles
- Non Pyrotechnic
- Built in Flotation
- Runs at peak intensity for 6 hours, total illumination 60 hours.



**Non-pyrotechnic
Distress Signals for Night & Day**



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Panama Canal Blue Steering Light

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For Use on Vessels of Any Length

According to CFR 35 for Panama Canal Regulations, all vessels over 100 meters must have a steering range installed near the stern, equipped with a fixed blue light that is clearly visible from the bridge along the centerline. The Perko light meets all requirements by the Panama Canal Authority, including the 135 degree arc of visibility.

Double Lense Navigation Lights



Vessels over 20 metres

U.S. Coast Guard published an amendment to the Federal Register Part 33 Title Navigation and Navigable Water regulations which added a new subchapter DD to section 87. These rules give the color and range requirements for various navigation lights. Annex 1 to the '72 COLREGS and the U.S. Inland Navigation Rules gives positioning and technical details for these lights.

El Faro Family Relief Fund

Established by Seaman's Church Institute and TOTE



On October 1st, the 790 foot container ship El Faro sank after it was trapped in the path of Hurricane Joaquin off the Bahamas. Tote, Inc, owners of the ship, announced the creation of a family relief fund on Friday to support the 33 mostly-American families of the crew. "We have had hundreds of employees, mariners, customers and individuals from around the country inquire about where to donate in support of the families," said Anthony Chiarello, chief executive of New Jersey-based Tote Inc.

The Seamen's Church Institute, North America's largest mariners service agency, has created a fund that will support the families and loved ones of the crew of the El Faro. 100% of all donations made to this account will go directly to the families of the crew.

Maryland Nautical Sales has supported El Faro for over ten years, and has made a contribution to this fund in honor of their lost shipmates. **To contribute to the fund, please go to:** <http://elfaroincident.com/family-fund/>

Thank you for your continued thoughts and prayers for all those affected by this tragic accident.

MNS supplies first LNG - powered container ship "ISLA BELLA"

MNS had the honor of outfitting the world's first LNG-powered container ship, Isla Bella, with paper and electronic charts and publications. Isla Bella was launched at General Dynamics NASSCO this spring. She is part of a two-ship contract with TOTE, Inc., a leading logistics and transportation company based in Jacksonville, Florida and a long-time client of Maryland Nautical Sales.

Isla Bella is equipped with two 900 cubic meter cryogenic tanks weighing 380 tons each, which will be used to store the LNG fuel onboard. By switching to LNG, TOTE is reducing NOx emissions by 98%, SOx by 97%, carbon dioxide by 72% and particulate matter by 60% in the Puerto Rico trade.






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Disney purchases Sealite Products from MNS

The Walt Disney Company recently made their second purchase of Sealite products from Maryland Nautical Sales, intended for Disney's river cruising operations in Florida. Disney is the first MNS client to purchase a Sealite buoy/light combination, and their new order confirms their satisfaction with the exceptional quality provided by Sealite. The Sealite products recently ordered are the SLB-600 buoy and SL15 solar 1-2 nm marine lantern. Disney's spring order involved red and green buoy/light fixtures, and the fall order included white buoys with yellow lights. MNS anticipates continuing orders from Disney as their operations grow. Sealite offers a wide selection of standard products, but will also customize and emboss the buoys.



*Pictured above:
Sealite SLB600 buoys*



*Pictured above:
Sealite SL15 lanterns*

Well known in Asia and Europe, Sealite products are quickly becoming a leader in the US Market.

MNS spokesman Ted Applegarth notes "Keeping mariners safe at sea has always been our focus, and we are pleased to be able to provide our government and civilian clients with these superior aids to marine navigation."

MNS will work closely with the New Hampshire-based Sealite USA, LLC, where an increasing portion of Sealite products will be manufactured. The relationship gives customers faster access to Sealite's revolutionary marine safety technology.

Egyptian Navy Hydrographic Department releases two new charts required for transiting the Suez canal



Unique charts of the Suez Canal, produced by the Suez Canal Authority and Egyptian Navy Hydrographic Department (ENHD), are now in stock and available at Maryland Nautical Sales.

Suez Canal charts SC1 and SC2 (Edition 1, dated 15 July 2015) were produced by the Suez Canal Authority and ENHD to help mariners sail safely in the New Suez Canal.

The new 72 km Canal parallels the existing Canal and facilitates traffic in two directions. Accordingly, since August 2015, sailing in the Suez Canal and vessel inspection will be performed only through charts SC1 and SC2, and no vessel may transit the Suez Canal without these charts being onboard.



See our "Destinations" Section



Maryland Nautical Sales is expanding the "Destinations" web section to provide mariners a one-stop planning and cruising resource. Under each destination category (eg. Cuba, Virgin Islands, Intracoastal Waterway), you'll find a wealth of relevant charts, publications, guides and even courtesy flags. Start planning for your next destination at: <http://mdnautical.com/805-destinations>

NV Releases Cuba Charts in Atlas Format



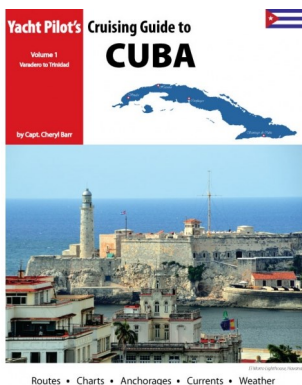
NV charts announces the release of 4 brand-new chart regions for Cuba. These charts cover the entire coastline in paper and digital formats and include harbor and anchorage details. The chart regions not only include the download of digital charts, but free navigation software and a free NV charts Mobile App for iOS/ OS X and Android devices as well. NV charts are relied on for accuracy and dependability by recreational boaters, professional mariners, and the US Coast Guard.

The new Cuba chart

regions now feature a compact, fold-over Atlas format (size A3, 16.5" x 11.7") that reduces the physical size of the paper chart set by half (but not the cartography itself) for ease of use on today's smaller navigation stations and chart tables. "Since these charts are produced from our own cartographic databases, rather than simply copied from government sources, we have designed them so that no critical elements are in the crease, or fold, where they might lose definition over time from use and wear," states Hasko Scheidt, CEO. The chart region is based on reliable data from various sources including nv charts' own survey data with clear cartography and conformity with international chart standards. The new Cuba release is up-to-date and meticulously surveyed and now available just in time for cruising the Caribbean Sea during the upcoming winter months.



New Release at MNS: Yacht Pilot's "Cruising Guide to CUBA"



Cuba, the last unexplored cruising destination in the West Indies, has more than 2,000 nautical miles of coastline. There are pristine reefs, isolated cays with white sand beaches, and more anchorages than one could hope for. While it's true that a voyage to Cuba is akin to sailing into the 1950s even more impressive is its Spanish colonial charm. Cuba's cities and town are some of the oldest in the Americas, many founded in the 1500s.

Capt. Cheryl Barr has made more than a dozen cruises to Cuba researching and exploring its coastal waters. With all the information she has gathered, Cheryl has compiled this wonderfully detailed pilot guide. This two volume series contains all the information needed to cruise easily and safely in Cuba.

Maryland Nautical Sales now has Volume 1 (Western Cuba) in stock. Volume 2 (Eastern Cuba), is planned for distribution in January 2016. See a variety of charts and guides for Cuba in our Destinations: Cuba section. <http://mdnautical.com/807-cuba>

Baltimore Maritime Exchange Annual Fundraiser

MNS swash buckled with the best of 'em at the 14th annual Baltimore Maritime Exchange (BME) "Port Partie & Shrimp Feast" hosted at Vane Brothers on September 16th (i.e. Talk like a Pirate Day). The fundraiser helps support the efforts of the non-profit BME to provide information on commercial vessel traffic activity to and from the Port of Baltimore.

Known as "the Voice of the Chesapeake Bay," BME is a port communications cooperative that provides 24/7 access to live real-time vessel reporting. This information is relied upon by pilots, tugs, freight forwarders and myriad other operators to provide efficient service to vessels entering and departing the port.

BME's General Manager Dave Stambaugh notes: *"The annual fundraising party was a great success, and it will assist our efforts for the well being and advancement of the Port of Baltimore. We plan to continue fundraising, as well as the pirate theme!"*



Vane Brothers facilities in Curtis Bay, MD, venue for the Port Partie & Shrimp Feast



Maryland Nautical Staff

Danielle Brown - Web Marketing & Design
Jessica Jenkins - Shipping & Navigation Dep.
Maricely Estevez - Shipping & Marketing



Brian Davis VP, Maryland Nautical & ***Frank Hornig***
General Manager, Marketing, Vane Brothers Marine
Safety enjoying the Port Partie



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