



## Radiance of the Seas

Meyer Werft in Papenburg Germany is currently building two Vantage Class cruise ships for Royal Caribbean Cruises Ltd. The 350 MUSD newbuildings, carrying 2501 passengers (total) each, will be named "Radiance of the Seas" and "Brilliance of the Seas".

Radiance of the Seas is due to have her maiden voyage on March 10, 2001. The 88,000 GRT, 962 feet long and 106 feet wide vessel has 13 passenger decks and will have a cruising speed of 24 knots. With her environmentally friendly capabilities, a faster and quieter engine and a futuristic, yacht-like design, Radiance is the first in the "new generation world cruisers".

Hernis has, in close co-operation with RCCL and Diskowski Marine Electronics, created a complete CCTV package covering the entire cruise ship. Meyer Werft has

focused on Hernis versatile CCTV solutions and found that the HERNIS 400 control system complies with the stringent requirements RCCL have for their sub-suppliers.

The CCTV system is based on the well proven HERNIS 400 control and cross-point matrix switcher.

HERNIS 400 is a microprocessor-based, colour compatible modular system.

The system is expandable in steps of 16, from 16 cameras and monitors up to 992 cameras, 256 monitors, and 256 keyboards in a single CPU system. The HERNIS 400 system is software controlled and allows the operator, with a registered password, to command any camera via the operator's keyboard, and view the video image on any monitor. This, as well as a new range of camera stations designed to fit into the luxury environment onboard a cruise vessel, made it possible for Hernis in cooperation with the German agent 'Nikolai von Stempel' to secure this high prestige contract.

The CCTV equipment for Radiance of the Seas will be delivered during autumn of 2000.

## INSIDE

### New contracts

Parallell  
Revolutions

Tom Cantero,  
Business Development

HERNIS 400  
Cruise Solution

Posidonia  
Exhibition

Service Agent in  
Germany

Gaute Mørland,  
Area Sales Manager





*Editor:  
Tove Hardaway*

## New contracts

### For the HERNIS 200 system:

- Hyundai H.I. H1352 -1356 / Mediterranean Shipping /Container vessels x 5
- Rolls-Royce / Maric / Wenchang FPSO Wen 13-1/13-2

### For the HERNIS 250 system:

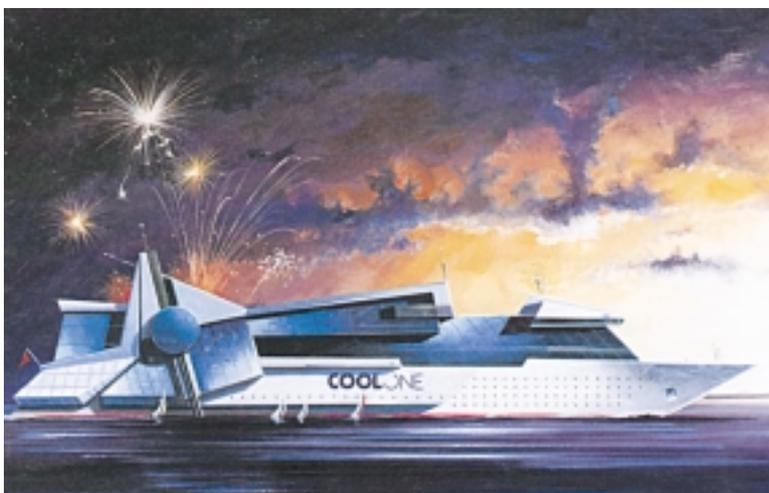
- Mitsui Eng & Heavy Ind / Petronas Tankers / Snr. 1506
- Rigserve Ltd / Rowan Companies. Inc. /Rowan's Gorilla VII Jack-Up Drilling rig
- Nesso / Philips / Jade Platform
- Kværner O&G./ BP Amoco /Tambar Platform

### For the HERNIS 400 system:

- Foster Wheeler./ Malampaya Onshore Gas Plant
- Caldwell Cable Ventures / AESA / "Viking Lady" Cable Layer
- Western Advance / Unocal Thailand / North Pailin Project

### Crane TV:

- Mideast Constructors (Mecon) / QGPC PS-4 5 set
- Offshore Crane Engineering LTD / Amarada Hess / FPSO Triton 2 set



*A futuristic Cruise ship*

## PARALLELL REVOLUTIONS -market and technology.

### Cruising History

Before the jet age or at the first half of the last millennium there were the great ocean liners, mainly of European origin with passengers crossing the Atlantic to visit the New World.

This tradition would become the mother of modern "cruise" -as we know it.

### Summary of Modern Cruise:

- 60's Dawning of the cruise industry in the Caribbean
- 70's Founding of today's marked leaders
- 80's Entry of the first Megaships
- 90's A decade of consolidation

### What's next?

#### 2000 A decade of globalisation:

As far as destinations are concerned, "undiscovered" cruising areas like Cuba will open up for more cruise traffic.

We will also see cruising on many new levels, as the industry is becoming extremely concious of selling a cruise concept to younger and more active passengers. There is and will be a demand for new tonnage as well as for conversions of old tonnage in order to meet this new challenge. We may conclude that mass market cruising on large ships is and will continue to be the way to go in the years to come.

### Technological challenges

Hernis has delivered CCTV systems to the cruise industry for more than 10 years. The experience we have earned through the years and the communication we have had with the operators have helped us to stay in the forefront with our products. As the technology is becoming more standardised and flexible we are able to offer a wider range of functions in our concept

A possible CCTV solution will be the HE400 system, covering the future demands from the worlds' cruise owners/shipyards/operators and engineering companies.



*Tom Cantero,  
Business Development  
Manager*

## Tom Cantero Business Development, Cruise

Tom is our newest employee and he joined HERNIS Scan Systems on Friday Sept. 1st, 2000.

He will mainly be working with the cruise segment of the marine market focusing especially on the US cruise

market as well as on the main cruise shipyards in Europe. In addition he will be covering the Spanish and Italian market in general.

Over the past 3 years Tom has been the Sales and Marketing Manager of Scana Electronics and Scana Moland, working with marine companies world-wide.

Prior to that Tom was Area Sales Manager with Moland Automation for 6 years, covering markets in the US, Spain and the Netherlands to name a few.

Before working in sales Tom worked with NCL's Cruise ships for quite a number of years, and he still holds his Chief Engineer's licence for Motor as well as for Steam ships. He thinks that this experience is his strongest help in meeting and understanding the customers.

Another help is obviously his background partly growing up in New York, which gave him the opportunity to attend school in both countries at an early age. This, he says enabled him to understand different cultures having spent several years in New York City with people from all over the world.

At present Tom is living in his native Arendal with wife Kari and his 3 children, Christina, Anna and Tor William.

"I look forward to working with HERNIS Scan Systems and strongly believe that the company has come far in the internationalisation process and the products hold a high standard "and he adds "-it also helps to have a nice atmosphere at work which I believe they have got."

## HERNIS HE400 Cruise solution

The HERNIS HE400 system is a microprocessor-based, colour compatible modular system. The system is expandable in steps of 16, from 16 cameras and monitors up to 992 cameras, 256 monitors, and 256 keyboards in a single CPU system. It has a programmable text generator which super imposes text onto the video image. The HE400 has a built in system diagnostic feature which will detect sync loss on any camera, data loss on any camera, and CPU power loss. The system alarms will be displayed on the system administrator terminal, or may be given to an external management system. HE400 has a Windows NT based Pentium class PC which controls all data internally in the system. The internal communication of the HE400 system operates on CAN (Controlled Area Network). It is possible to interface to other equipment such as multiplexers, VCR's, alarm systems, and other external control systems such as the DP (Dynamic Position) system from Kongsberg Simrad. The system administrator can assign up to 256 individual users ID numbers (passwords) which define allowable access to any camera, or groups of cameras, and system functions. The system administrator terminal can be configured with a video grabber for direct feed of video from the HE400 matrix, or software for down loading live video via the Ethernet. The system utilises two-way communication between keyboard, CPU and camera receiver in order to ensure that any command function is carried out.



*An example of the Drag and Drop screen for the HERNIS 400 system*



*Gaute Mørland,  
Area Sales Manager*

## Gaute Mørland Area Sales Manager

Gaute Mørland is the Area Sales Manager for Finland, France, Germany, Denmark, UK & BeNeLux. He has recently been working as HERNIS' inhouse Cruise consultant, and managed to win the contract for the new RCCL cruise vessel, Radiance of the Seas earlier this year.

Gaute has experienced a long career at HERNIS. He started in the test department in 1992, and continued through to FAT, Service technician, service engineer, into After Sales and ended up as Area Sales Manager in 1998.

Gaute has achieved an engineering degree in the field of Mechatronic (a combination of electrical and mechanical engineering). And has added to his education by studying Marketing and Finance.

Gaute loves his family life and is very proud of his 4 year old daughter Kaja., He is often out in the boat if the weather is good, or you may see him around on his pride and joy; his veteran motorcycle from 1946, a BSA M20, the real side plower!!



*Jens Weselmann,  
Service Engineer for  
HERNIS' CCTV in  
Germany*

## Jens Weselmann Service Engineer for HERNIS' CCTV in Germany

Jens Weselmann started his career being an engineer during his training at Deutsche Shell Hamburg where he got a lot of background knowledge from the refinery business. Then the German Federal Armed Forces called for him and he became an engineer in the artillery target control division. He completed his studies at the university of Hamburg in manufacturing technology. Leaving the university he took a job at Benke Instruments as a service engineer for hydrocarbon online quality

analysers and systems. Nikolai von Stempel OHG and the principal Saab tank Control employed Jens in the beginning of '99.

"Since the German market is becoming very important for HERNIS Scan Systems we decided to send Mr. Weselmann to Norway in order to become a HERNIS service engineer. This gives Nikolai von Stempel the opportunity to cover the German market even better by being able to do commissioning and service jobs independently from the main office" said Tim Kutscher from Nikolai von Stempel. German customers have reacted very positively to this and the order intake is increasing.



*George Kaminis (Kaminco), Jan Kristensen (HERNIS) and Sotirios Kaminis (Kaminco) in front of the Kaminco/HERNIS booth.*

## Posidonia Exhibition

HERNIS Scan Systems exhibited at the Posidonia exhibition with their Greek agent Kaminco Overseas. This is the first year HERNIS participate at Kaminco's stand, and the exhibition turned out to be very successful for both parties. A lot of new contacts were made. The exhibition seems to be a very social affair, where people are interested in meeting and talking to each other. The exhibition was well visited, and HERNIS feel that it is important to be present and to be able to demonstrate the quality of the products.

*HERNIS Scan Systems AS manufactures CCTV (closed circuit television) systems for marine, offshore and petroleum related installations onshore. Established to produce CCTV systems for marine environments in 1982, the company is wholly owned by Vislink Plc., which is listed on the London Stock Exchange. HERNIS has appointed agents around the world.*

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