

# THE ARK



June, 2006

Issue 02/06

Every issue we will bring you a featured maker in the marine industry and from it a featured product.

This issue, we feature the unique and history rich manufacturer

## Raytheon Anschutz

Raytheon Anschutz GmbH is one of the world's leading manufacturers of integrated bridge systems and nautical equipment such as gyro compasses, autopilots, steering control systems, monitoring systems, radar systems, electronic sea chart equipment and communication (GMDSS) for ships.

In 1995 the Raytheon Company, USA, acquired the navigation business from the tradition-rich firm Anschuetz & Co. GmbH.

Raytheon Anschutz GmbH has a major share of the market for equipment for sea-going ships and ships for inland waterways.

Today, approximately 500 employees and a qualified team of service engineers supports a worldwide network of more than 200 sales and service representatives which serve Raytheon Anschutz guarantee that all ships can be served "round the clock".

## The Asia Pacific Maritime Special



APM 2006 held from 22 – 24 March was a resounding success!

Patronics played host to our main principals from Raytheon Anschutz, TOTEM PLUS and John Lilley & Gillie.

With Patronicsians from all our offices in Singapore, Malaysia, China, Thailand, Indonesia, together under one roof is indeed a show of force and commitment to our valued customers.

This year APM saw an increase of visitor numbers, so overwhelming is the attendance that it resulted in an unprecedented extension of official show time on the last day.

There was never a dull moment with the introduction of the APM Fashion show, models stride the runway in the exhibition hall with Patronics products.



The models made a surprise drop in to the Patronics booth that generated much buzz in the exhibition area!

The highlight of the entire event is not the models or the show itself. As mentioned by Mr Aaron Gal of Totem Plus, it is what happened after opening hours that is the highlight!

It is during the informal get together sessions that the Patronics spirit truly shines!



And it is this spirit that has made Patronics truly a company of quality and trust for our Principals and Customers alike.

APM 2006 has been truly a success!

Patronics look forward to seeing you again in the coming APM 2008!



More than 1000 units of the Digital Gyro Compass Standard 22 were supplied just after one year of its market introduction. Standard 22 uses sophisticated Gyro Compass technology based on 100 years of experience. Operational safety was dramatically increased due to a patented data transmission technology that completely replaces the use of slip rings. The new Standard 22 combines proven technology and long maintenance periods with most advanced features. A secure investment in your ship – for a long time.



Besides the main function as a heading sensor, the STD 22 Gyro Compass System offers many features that provide additional value and make the day-to-day work easier.

## PATRONICS EXPANDS TO SERVE YOU BETTER



Thong Patronics office building in Mahachai

Patronics (S) Pte Ltd has joined forces with long time partner Thong Electronics in Thailand to form a new joint venture.

Based in Mahachai, the largest fishing port in Thailand, this joint venture see the formation of Thong Patronics (Thailand) Co., Ltd.

The new company will take over all business operation of Thong Electronics, and will be operating from the same 4 storey building

Thong started at one of the largest fishing port in Thailand since 1983. The company's principal activities are sales and services of marine electronics, radio communication and navigation system.

Currently Thong has 32 staff in which comprise of 9 engineers and 2 radio surveyors. They have also appointed 7 dealers located along the east, south, and west coastlines of Thailand.

Thong now holds agency for the following brands:

- JRC ( Japan Radio Co.,Ltd )
- Raytheon Anschutz
- Navman
- Coursemaster / Hydrive
- Samyung
- Interphase
- Nera
- Aces
- C-MAP
- Walker Marine
- Lilley and Gillie
- Totem Plus



Staff of Thong Patronics

All the customers of Thong and Patronics has everything to gain from this new joint venture. Spares from both company will be able to flow more easily and efficiently with minimum cost difference to the end user. Engineers from both companies can now work more intimately to provide a comprehensive service coverage to the vessels calling in both countries.

With the inclusion of Thong Patronics into the entire Patronics Group of Companies, Patronics now has a total staff strength of over 80 personnel covering Singapore, China, East and West Malaysia, Indonesia and now Thailand.



From the dock the woman watched as the salty old tugboat captain skillfully docked his boat. She was impressed that such an old man would still be doing such a tough job. She decided to wait until the captain disembarked. As he did, she asked him, " Captain, what is your secret to leading such a long and productive life?"

"Well," he said. "I would have to say it's because I smoke three packs of cigarettes a day, drink a case of whiskey every week, eat a lot of fatty foods and I never exercise.

Wow, that's amazing," the woman said. "exactly how old are you?"

He answered, "Thirty-one"