



M A R B L E

Full CONTROL!

Marble Automation designs and delivers alarm, monitoring and automation systems for ships and buildings.

Marble Automation was founded in 1997 as a specialist in automation systems for fishing vessels but grew in recent years into world renowned partner in automation possibilities for all types of ships, including inland, offshore, sea-going, safety standby and wind farm supply vessels. In addition to supplying marine products from its own product line - ranging from alarm boxes to complete wait alarm (BNWAS) - Marble Automation is a worldwide expert in the field of ship automation and currently has seven employees.

"Our mission is full control and that is what the customer gets when they acquire a system from us," states Mr. Meun-Visser, Sales Manager at Marble Automation.

"He can control his complete vessel, or building, through the touch screens and our PC system." Products include Bridge Guard Alarm, 10 Channel Alarm Unit, Alarm Announciators, Tachographs and Emergency Telegraph.

Built from Scratch

"We build every system from scratch and, because our company is not too big, we aim for the specialities. We can handle every project as we don't have a fixed system," Mr Meun-Visser explains when asked what differentiates Marble Automation from its competitors.

"Major companies have a system which they have to change or which they develop for a certain range of vessels. This means

that they have to sell eight or ten of these vessels with the same system. Sure we can also do that but that is not where we gain money, we don't have a fixed system so we can do just one system if that is all that is required."

Market share is different for every product. The Bridge Navigational Watch Alarm System, for which the company is well known all over the world, has a 20 per cent market share, the alarm units around 40 per cent of the market and the alarm monitoring systems around 10 per cent. Prospects for 2012 are looking good as, according to Mr Meun-Visser, the company are doing well so far. "Our company is growing and if I, as the salesman, sell one more product this year we are covered for 2012 and 2013!" ▶



Mr. Meun-Visser, Sales Manager

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Based on Trust

Marble Automation ensure that units are always in stock so it can deliver very quickly anywhere in the world. “Because of the size of the company you don’t need to fill out an application form you can just give us a call and we can arrange same-day shipment. Products go all over the world, automation systems are sold to companies mainly in Singapore, Dubai, Denmark, the Netherlands and Germany etc.” Sales are evenly split between the domestic and export markets.

Mr Meun-Visser remarks that, “The personal contact I have with both customers and suppliers is based on trust and on the same values that we share.”

Vessel owners know how difficult it can be to receive quality shipboard repair services for electronic equipment when and where they need it. Marble Automation will coordinate your service needs by dispatching



trained engineers to your ship at a port of your choice, or can arrange reputable service with one of its service contractors, 24 hours a day, six days of week. The company is outfitted with the latest diagnostic equipment to enable its engineers to solve any equipment problems in a timely manner.

Approval Granted

The company is currently busy with two new projects, one for motor yachts and the other with a special project for a square meter running for Hartmann Shipbuilding.

As for new products, Marble Automation has developed a Lloyds Register type

approved Emergency Telegraph which is designed specifically to give commands if the regular system fails. Commands for the bridge are transmitted to the engine room using the MS-325 this way operation of all equipment remains possible. All units are the same and can be configured as Master or Slave and the possibility of a multi-unit system is available.

“The Emergency Telegraph we used to have was not approved,” admits Mr Meun-Visser, “but now that we have an approved one we can see the increase of sales directly so it was a good development to have our products approved.”

A Positive Outlook

So, what’s in store for the future of Marble Automation? Mr Meun-Visser concludes: “I think our company will grow. We hope to have one more person by the end of this year and in five to ten years we will have five or ten more persons, so we will be twice as big as we are today. We hope to have a larger range of approved products and we will be developing more. We can stay with the current automation system but we can also make a switch to another product, another way of programming and things like that.”

Whatever the future holds, it looks like Marble Automation will be in Full Control! ■