

No.

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HERNIS NEWS

HERNIS CONQUERS THE RUSSIAN TUNDRA - OUR LARGEST CONTRACT TO DATE



EXPANDABLE

HE400 ON THE

CAJUN EXPRESS



NEW CAMERA STATION LAUNCHES NEW ERA!



EXPANDED
AGENT
NETWORK
IN ASIA



NEW CAMERA CONTROL APPLICATION TAKES NAVIGATION TO THE NEXT LEVEL

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Circulation: 2750

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RELIABILITY, A CRITICAL MEASURE FOR RETURN ON INVESTMENT

The end user of a CCTV system needs a system that works, now, and beyond any warranty period, hence reliability and return on investment is the end users primary goal. The focus on buying prices can however easily compromise the life time/quality of the overall solution. Separation of budgets and time span over which the overall return on investment is measured is often neglected factors in the equation when bids are evaluated. Is the end user's requirement for reliability and return on investment met after a CCTV system has been delivered, the project organisation is phased out and the operator has taken over responsibility if the solution is composed of "bits and pieces" from multiple suppliers in the market?

The convergence of traditional CCTV into the fold of Information Technology has been going on for years, and the shift in both customer base and system requirements bare proof of the transition. For better or worse, IT is big business and has an ever increasing impact on both business and our private lives.

An incipient trend is that integrators offer CCTV solutions composed of equipment from multiple suppliers to reduce initial component cost. As long as the technical specifications are met this can be a cost effective solution in short term. But does this meet the expected ROI and over what time span should it be measured? Who can put things straight when a problem occurs? Where will the end-user turn for support?

Many years of experience, dedicated customer service, and a holistic approach has earned HERNIS the reputation as the reliable CCTV System supplier. In this day and age we find it more important than ever to emphasise the value of reliability as a return of investment. HERNIS deliver turn-key CCTV solutions designed to last long after the project organisation is phased out. As a systems manufacturer we deliver customer support throughout the system life cycle. Detailed documentation packages alone contribute to reduced service and maintenance costs and an extensive network of qualified partners around the world strengthens our dedicated customer service scheme.

Our CCTV projects range from small to large and complex. A key to our solutions is functionality combined with the flexibility to add equipment and upgrade software remotely to accommodate increased demand and utilise new technology, all in a cost effective manner. When there are multiple product manufacturers behind the system delivery, advantages such as insurance of compatibility, ease of installation, and long design life may be sacrificed.

Our high percentage of re-purchases shows that our customers not only choose our *solutions*, but our availability and commitment to follow up. This determination by the end user to use HERNIS CCTV equipment is a great encouragement to continue focusing on the total package!



Roy Thorkeldsen, Technical Director, HERNIS

EXPANDABLE HE400 ON THE CAJUN EXPRESS

HERNIS Scan Systems US Inc. is proud to receive yet another order for an HE400 'expandable' CCTV system for Transocean's "Cajun Express".

The Cajun Express is a 5th generation deepwater 'semi submersible' dynamically positioned rig with capabilities of drilling up to 35,000 feet in 8500 feet of water.

Among preparations and refitting of several systems on board the Cajun Express for its new deployment period in Brazil, a HERNIS HE400 system was selected to replace an existing CCTV system.

Initially, in phase 1, HERNIS will deliver the 'expandable' HE400 system with 19 Pan Tilt Zoom Camera stations (EX286W and PT9W) for drilling, deck and supply boat operations. The HE400 is replacing an existing system but will continue to utilize the balance of almost 50 cameras from the old system until phase 2 and 3 are complete.

The following features highlight this HE400 system:

1. The system will integrate with the existing "Hotel TV and Entertainment" system, allowing for CCTV viewing throughout the rig.
2. The driller's cabin is being outfitted with 2 special configurations for the port and starboard assistant driller's stations. Each station is comprised of a custom joystick control for 4 cameras specific to the assistant driller operations and includes a 10" monitor.
3. A single unique junction box utilizing the new OK150 remote node, replaces existing multiple junction boxes. This solution saves Transocean from having to run hundreds of meters of cable in difficult areas.

Michael Weston, from HERNIS' Houston office, performed a site survey on the "Cajun Express" with Transocean's Leighton Collins, IT Supervisor, in October 2009. Michael, working in conjunction with HERNIS and Transocean engineers, completed the design for the new system and the order was received in December with first equipment delivered in February. The balance of phase I is to be delivered in April and installation is due to be completed shortly afterwards.

HERNIS Technical Team made innovative contributions that saved the customer cost in labour and materials.

HERNIS is proud of the relationship we have established with Transocean that goes back to the 1980's. We are honoured and appreciate the continuing opportunities to work with Transocean's personnel to develop an optimum solution for any given project.



The Cajun Express. Photo courtesy of Chevron/Statoil

NEW SOFTWARE

HWIN - CAMERA CONTROL APPLICATION

HERNIS HWIN is the primary application for control of cameras in HERNIS CCTV systems. A 2010 re-make of HWIN is developed for the Microsoft .NET platform and can run on Windows XP, Windows Vista, or Windows 7. In the re-make navigation has been taken to the next level using the latest technology available. User-friendly features such as map navigation, drag-&-drop, drop-down menus, right-click menus and tool tips ease the navigation and enhance the user experience.

HWIN STANDARD EDITION

The HWIN Standard is typically used to control cameras in small to medium sized CCTV systems. The brand new edition has been designed with emphasis on the user-experience, and offers state-of-the-art navigation features such as multiple video views by choice, drag & drop selecting and instant access to recordings for playback. Setting up camera sequences, multi-camera switching, alarm actions and other configuration is all done in an intuitive environment placing the user in control. Skimming through your cameras, taking snapshots or making local recordings are other features at your fingertips. The HWIN Standard edition may be upgraded to HWIN Advanced.

HWIN ADVANCED EDITION

HWIN Advanced is the ultimate tool for controlling cameras in medium to large CCTV systems. State-of-the-art Map Navigation provides overview and lets you stay oriented even with volumes of cameras and information available. Camera selection by clicking, dragging or right-clicking, advanced hotspot stacking (prevents cluttering the map), quick navigation tools (systems overview), map linking for seamless navigation and alarm status indications in the map are only some of the advantageous navigation features at your fingertips.

With HWIN Advanced you are prepared for the future as more CCTV systems may be added at the user's discretion. The user logs on to his local CCTV system, but can access and control any external HERNIS 500 CCTV systems that he is authorized for and is hence able to control a virtually unlimited number of cameras spread over vast geographical areas. This well designed application provides the structure necessary to handle volumes of information without losing track.

A down-scaled web version of HWIN Advanced will also be available shortly.



HWIN Advanced is the ultimate tool for controlling cameras in medium to large CCTV systems. Multiple CCTV systems may be linked together in "societies" and are easily administered by state-of-the-art navigational features such as maps and drag&drop.

Arranged Photo

NEW PRODUCT

PT12 CAMERA STATION - LAUNCHING A NEW ERA

With the camera station PT12 HERNIS is launching into a new era. The camera station represents a new direction both in terms of materials and technology!



The latest addition to the HERNIS camera portfolio is the PT12. With this camera station HERNIS launches into a new era with its new PEEK based manufacturing material and the patented WPC technology for wireless transmission of power. «The new material we are using, a PEEK based composite, is a highly advanced material. PEEK is already in use in the aerospace field for its strength, weight and heat resistance. For HERNIS qualities such as outstanding chemical resistance, hardness and flexibility in production were other factors decisive for choosing this manufacturing material» says R&D Manager, Asbjørn Hammervold.

“It is the chemical structure of PEEK that provides the resistance to chemicals and corrosion. Resistant to most acids and bases the material is well suited for the harsh environment in the energy industry.”

“Choosing a new manufacturing material when we are already known for our reliable, high-quality and low-maintenance stainless steel products just goes to show that HERNIS is constantly on our toes and willing to evolve”, says Technical Director Roy Thorkeldsen.

PATENTED TECHNOLOGY

The PT12 camera station offers 360 deg. endless rotations for enhanced user experience. Whereas endless rotation is traditionally solved with the use of slip rings HERNIS is utilizing patented wireless transmission technology that eliminates the risk of unreliable transmission due to wear and tear which reduces maintenance. The new technology has the capacity to revolutionize use of electricity in products for the energy industry and HERNIS is proud to be a part of this development.

NEW PRODUCT

HERNIS 500 MULTIVIDEO DECODER

HERNIS is pleased to be releasing our new Multi Video Decoder for the HERNIS 500 system. The component is designed to decode multiple streamed video to composite video and represents a cost-saving means of utilizing existing analogue monitors in IP systems.

The decoder provides excellent image quality with very low latency and is capable of decoding up to 16 video streams

simultaneously. This makes it a low cost alternative when multiple channels are required. To illustrate its' capacity, one HERNIS Multi Video Decoder can replace 16 PCs with monitor applications traditionally required for analogue video outputs from a HERNIS 500 system. The unit thus also saves space.

NEW FEATURE

VIDEO ENHANCEMENT

The new HERNIS Video Correction Feature represents a cost saving alternative to fibre on distances up to 1000 metres. The video signals are corrected after transfer by coax, restoring quality.

HERNIS CCTV systems may now be delivered with Video Correction avoiding that the quality of the video images is compromised when transferred by coax cable over longer distances. With the HERNIS Video Correction Feature in place it is actually the power that limits the distance and no longer the video quality.

The feature enables use of coax RG59 over distances up to 1000 meters - as opposed to 350 meters that used to be the maximum guaranteed distance. For comprehensive CCTV installations reducing the need for fibre in the 350-1000m range is cost saving.

(For distances over 1000m fibre is recommended).

BUSY DAYS

FOR THE HERNIS R&D TEAM

Over this past year the whole HERNIS organization has been preparing for the delivery of the first phases of the Vankor project in Russia. For the R&D Software department the project called for large scale development, and was welcomed as an opportunity to realize new ideas and state-of-the-art technology. Mr. Carl Are Hopen, Senior Developer for the Vankor project and his team are proud of the results just weeks before the official launch.

“A key requirement in the solution designed for the Russian tundra has been the possibility to link many CCTV systems together as one. A lot of effort has been put into the camera control application HWIN that will enable the user to handle volumes of

information in potentially large CCTV «societies». We have come up with a solution that is extremely flexible for the end user” says Mr. Hopen. “From one or more central control stations you can control cameras and video recordings over vast geographical distances and for instance monitor unmanned installations. In this particular project the extreme distances and the inaccessibility were a key concern, but with the good network infrastructure now available in the energy sector the general tendency is that the CCTV surveillance is assembled onshore allowing specialists to access the systems on multiple installations without even leaving land.” “You don’t even need the safety course now to see a platform” smiles Olav Flaten, one of the 5 HERNIS Software Engineers behind the development. Interaction is efficient and the new generation



WE WELCOME

LASSE DRAGESET – AREA SALES MANAGER FOR THE MIDDLE EAST

We are delighted to welcome Mr. Lasse Drageset to HERNIS. Lasse will be responsible for the Middle-East market as Area Sales Manager, and has already settled in well since his arrival in November.

After finishing a Media Engineering degree at the University of Stavanger in 1997, Lasse went into work in the Oil & Gas industry for 12 years while living in Stavanger. He spent 5 years with Hitec / NationalOilwell engaging in animation, simulators and R&D management nationally and internationally. Lasse then moved on to a visualization company called Cyviz where he travelled the world for 7 years as a sales engineer and solution architect. Prior to joining HERNIS he also worked as a sales engineer in the Arendal based company Scanmatic.

“I appreciate the challenges and possibilities that come with companies that hold a strong technical and commercial position world-wide. This was one of the reasons I pursued the position as Area Sales Manager at HERNIS” Lasse says. “With my technical predisposition and experience, the HERNIS CCTV solutions intrigue me. I have had the pleasure of meeting up with some of the HERNIS agents already, and look forward to exploring the potential in the region.

As to my interest in cameras this actually pervades my spare time too. I have taken it upon me to lead the local photography club”, Lasse continues. “My specialty is stereoscopic photography and visualization, rather peculiar, I know!” he smiles.

Lasse is the father of Alida aged 8 and Solveig Olianna aged 4.



HERNIS CCTV now offers many advanced and user-friendly features.

“Before taking on the comprehensive task of lifting all the software applications over on the Microsoft.NET platform the whole team went through training to prepare them for the project. In addition to HERNIS’ own engineers two consultants with the required expertise have worked full time for over a year here in our offices in Arendal to meet the delivery dates. We employed a design agency to put their expertise into the new software design for the benefit of the end user, and feel confident the customer will be happy with what we deliver in May. Everything has worked out very satisfactory”, says the leader of the software team, Mr. Øystein Valle. Now that we only have a few weeks left until delivery we will soon have to start looking ahead at the next projects on our roadmap...



The project plan included weekly meetings to touch base and make sure everything went according to plan, and in hindsight the team is pleased with the overall project execution. From the left: Orjan Wjig, Olav Flaten, Oystein Valle, Tone Kavli and Carl Are Høpen.

PATENTED WIRELESS TRANSMISSION OF POWER

- TECHNOLOGY FOR THE FUTURE

Several companies offer solutions for wireless transmission of power, but an already granted patent in Europe is proof that WPC's technology is unique! HERNIS, who have already marketed a line of WPC-based products, are following the development closely. The technology is thought to revolutionize the use of electricity in products designed for hazardous environments and subsea operations.

The many solutions for wireless transmission of power on the market all differ in efficiency, transmission range, transmission surface size, and power transfer capacity. Wireless Power & Communication (WPC) is the Norwegian based company behind the technology that can transfer hundreds of watts across very small surfaces and with an efficiency of up to 95%.

Mr. Audun Andersen, Development Engineer at WPC gives us his thoughts on the potentially revolutionizing technology.

“Several companies claim to possess the technology of wireless transmission of power, but not many products are commercially available, especially not in the offshore industry. One of the main reasons that so few products exist is the challenge of achieving high efficiency when transferring high power. Often unwanted heat is generated in the process and a large transmission surface is required. To illustrate this transmitting 1 kW with 50% efficiency would generate 500 W of heat. Dissipating that amount of heat would cause problems in most products.

When talking about wireless power many people imagine a house with no cables for any of their electrical products. Due to uncertainties concerning effects from the magnetic fields generated when transferring power, WPC focuses on transmission distances in the centimetre range. In such solutions the field is contained within the product and there is no danger of exposing people to the magnetic field”.

THE POTENTIAL

“We see the WPC solution revolutionizing products in many market segments but one obvious area is products designed for hazardous environments and subsea operations that rely on electricity” Audun continues.

«Even with limited transmission range, the technology opens possibilities where the traditional connectors are inconvenient or even impossible to use; Due to the risk of sparks igniting ambient gases the use of traditional connectors is prohibited in hazardous areas. Use of regular connectors in water or other conducting fluids could cause short circuits. Another issue with metallic connectors in harsh environments is contact problems



As part owner of WPC, HERNIS in 2008 marketed the product line Reference based on the wireless transmission of power.

caused by corrosion or dirt isolating the conductor. Rotation is another limitation of traditional connectors as the cable easily gets wound up, and the alternative of slip rings often leads to unreliable transmission and unwanted maintenance. In terms of safety the wireless transmission means the connector can be fully enclosed in composites hence avoiding the danger of electric shock to people touching it.

WPC's patented technology eliminates all said problems» Audun explains.



Geir Olav Gyland
M. Sc. Electronics Manager, WPC

Company:
Wireless Power & Communication AS
Line of Business:
Solutions provider for process automation and safety systems in the marine industry

Business concept:
WPC was established in 2003 and develops products based upon transfer of electrical energy and communication without using metallic contact. These types of products are particularly suitable for areas where metallic contacts reduce reliability or increase the danger of explosions.

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STAYING TRUE TO OUR CORE ACTIVITY

“To keep focus on our core competence WPC focuses on implementing our unique technology into other companies’ products. WPC’s income is based on consultancy during development, royalty on manufactured products and licensed rights to use the technology in different markets. This strategy allows us to use all our resources on development and let other companies handle the

marketing and sales. For products suited for wireless power there is often also a need for wireless communication. WPC therefore specialize in developing combined solutions for wireless power and communication”.

Audun Andersen
Development Engineer, WPC

DEVELOPING CAMERA STATION WITH WIRELESS POWER COMMUNICATION

HERNIS is taking advantage of the new technology in our latest camera station the PT12. By avoiding the use of a slip ring in the rotating equipment we eliminate the risk of unreliable transmission. Another benefit is of course the low maintenance aspect, says Egil N. Olsen, Managing Director. The technology is perfect for connecting electrical signals in hazardous areas, making it fit right into HERNIS’ core activity.

HERNIS owns 34,2 % of WPC and are excited to see what the future will bring for the innovative team.



Mr. Egil N. Olsen, Managing Director (Archive photo)

SPECIALISING IN INTEGRATION

ENHANCING PERFORMANCE

In the eighties HERNIS pioneered the integration of CCTV into other computerised systems. Today the company is delivering integrated solutions on a running basis, for instance to automation systems on LNG vessels, to drilling control and monitoring systems, to fire and gas systems and to area monitoring systems. These days HERNIS is exploring new territory designing solutions that integrate subsea drilling monitoring systems and anchor bolster monitoring systems for two of our customers.

SUBSEA DRILLING SURVEILLANCE FOR GAZPROM

As the topside modules of the Gazflot semi-submersible drilling rigs Polyarnaya Zvezda (Polar Star) and Severnoye Siyanie (Northern lights) are close to completion at the premises of Samsung Heavy Industries in Korea, HERNIS is bringing our latest systems integration design to the finishing line; A subsea camera on a winch inside the bombshell is going to provide close up video of the drilling process. At delivery the subsystem will appear as a fully integrated part of the HERNIS CCTV system and will benefit from the same expedient control facilities offered in the overall system.

“This is the first time we deliver a subsea drilling monitoring system as part of our CCTV package, and the project has thus given us an opportunity to improve our know-how”, says Project Engineer Mr. Erlend Eidem. “We have a long tradition of delivering solutions that are

not standard allowing us to grow as a solutions provider. The collaboration with sub-suppliers further enables us to provide enhanced performance to the customer, so this is a win-win situation in deed”.

HERNIS was chosen to supply the CCTV systems for the Gazflot drilling rigs in June 2008. The rigs are destined for the Stockman Gas Condensate Field and are designed to operate in arctic conditions in drifting ice thickness to 70 cm at temperatures down to minus 30 degrees C in water depths from 70 to 500m, drilling depth 7 500 m. Life expectancy of the unit is 20 years.

As part of the CCTV project, Vyborg - the Russian shipyard building the hulls for the two rigs - requires certification by the Certification Association «Russian Register» (Russian Maritime Register of

Shipping). HERNIS is already certified by a number of certification bodies worldwide, and appreciate the certification as a necessity to do business internationally.

DESIGNED FOR EXTREME CONDITIONS

The platforms are intended for operation in a harsh climatic environment, withstanding low temperatures and waves of up to 32m. The rigs are capable of performing exploration and production drilling of up to 7,500 m oil and gas wells at 70 -500 meters water depth. Construction of the Polyarnaya Zvezda and the Severnoye Siyanie SSDRs is to be completed in the fourth quarter of 2010 and in the first quarter of 2011 accordingly.

Source: Gazprom



Photos, courtesy of Gazprom



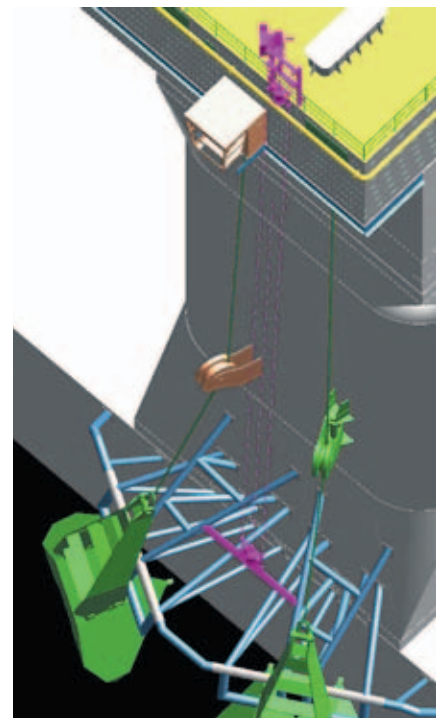
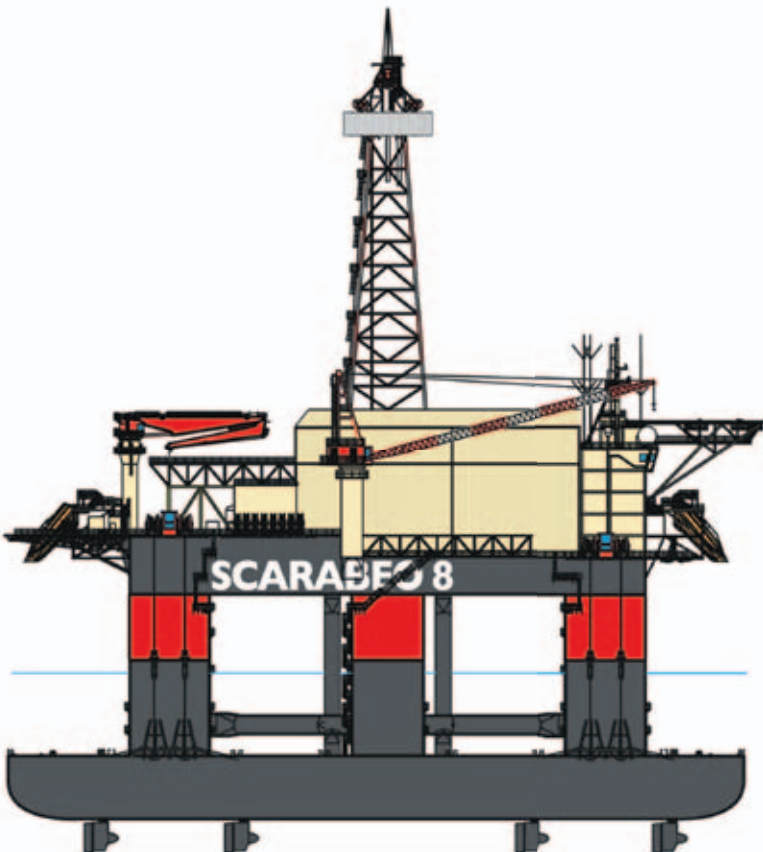
ANCHOR BOLSTER SURVEILLANCE ON SCARABEO 8

In 2009 HERNIS was selected to deliver the CCTV system for the exploration rig Scarabeo 8. The rig is currently under construction in Palermo, Italy, for the Saipem subsidiary ENI Norway. As part of the CCTV solution HERNIS will undertake the integration of an Anchor Bolster Monitoring system consisting of 4 winches with cameras, one on each side column of the rig.

The sub-sea cameras, which can be submerged down to 3.000m, is equipped with pan/tilt and a powerful subsea light enabling them to work under low-light conditions. For stability of operation under difficult weather conditions the deployment frame, where both the camera and the light is located, is attached to 2 guide wires running the whole way from the top deck down to the anchor deployment area. The Anchor Bolster Surveillance CCTV system is equipped with a winch and can be operated individually, but for this project it was essential that all 4 of the ABCS systems were integrated with the rig's other CCTV systems and that video from the sub-sea cameras can be distributed to all monitors. Operation of the winches though is restricted to a few chosen locations due to the nature of the intended use. The cameras will be controlled via the overall CCTV system from the bridge or winch house, and will provide cost efficient surveillance of mooring chains and anchors recovery together with all the anchoring operation.

SCARABEO 8

The rig hull was built at the Sevmarsh yard in Russia. It was subsequently towed to Palermo, Italy, where it is now being completed and specially designed to operate in Arctic conditions and waters. The rig is equipped with a dynamic positioning system (DP) allowing drilling at large water depths. It is a 6th generation rig, with a double derrick, planned to offer large capacity and performance abilities. Scarabeo 8 is due to be manned up within the first quarter of 2010, to a fixed level of manning of 207.



Illustrations courtesy of Eltag Datamat

HERNIS CONQUERS THE RUSSIAN TUNDRA - TECHNICAL SURVEILLANCE IN MINUS 60

HERNIS enjoys great success with our surveillance technology in Russia. The contract to supply the CCTV systems for the Vankor field is the largest contract in HERNIS' history and includes unique technical solutions.



5 months ago four semi trailers left Hisøy, Norway heading for Russia. On board; 250 surveillance cameras, 36 racks with high tech gear and 55 kilometres of cable. The date for the transport was not picked at random; the semi-trailers were entering an area where any transportation must be done while permafrost is guaranteed, but before the cold and snow will render driving impossible. - The area has no roads so without the permafrost the ground is a muddy affair. In December in turn the average temperature is minus 58,3 °C and usually snow lays deep, so there was no incentive to wait either. Thus the vehicles containing the lion's share of the delivery left at the turn of the month October. Project Manager Mr. Erlend Eidem travelled to St. Petersburg to receive the goods.

LARGEST CONTRACT TO DATE

Managing Director Mr. Egil Norman Olsen elaborates: «The delivery to the Siberian tundra has resulted in a growth for HERNIS, in a year in which economic turbulence would otherwise have meant a flat year by year for the company. The order makes a great contribution to the company's annual turnover of approximately 300 million in 2009. In the off-shore sector the demand has been stable. For contracts in the marine sector 2009 has been a modest year as few ships have been contracted, but we have been able to compensate by our increased activity onshore as laid down in our strategy».

UNIQUE TECHNICAL SOLUTIONS

The Vankor field was opened this fall by the Prime Minister Vladimir Putin. The 550 kilometre long pipeline going from North to South will carry the oil from the field to the Russian East-West pipeline. The technical solutions are unique; A huge number of cameras will be in operation. Moreover the communication to the operations terminal will partly go via Satellite and land based radio links. The main purpose of the CCTV system will be to reveal leakages, frost damages and shutdowns. Thermal cameras enable detection of sudden changes in temperature in the targeted installations.

Remote monitoring via Satellite involves a comprehensive software package. The project has been a challenge for our Information and Communication development engineers,

says Mr. Olsen. In addition to the CCTV system supplied by HERNIS, the Russians will be making weekly inspections of the installations by helicopter, to make sure everything is in good order. These areas are vulnerable to human interference and the environment is a key concern. For the Russians, as for HERNIS this is a matter of prestige.

The sub supplier IMS in Risør, Norway, has helped HERNIS produce the central rack for the surveillance systems destined for Russia. Extra storage capacity is required to store 30 days of recording which was a criterion in the project.

HERNIS has previously delivered CCTV systems to an offshore, landing and LNG terminal at the Sakhalin peninsula in Russia 6-7 years ago and also to Lukoil's first arctic offshore terminal. HERNIS has also supplied CCTV equipment in the Caspian Sea.

HERNIS' Area Sales Manager for Russia, Gaute Mørland pointing to the map to show where the HERNIS equipment will be placed. To the right Project Manager Erlend Eidem, to the left IT Project Manager, Carl Are Hopen. At the back HERNIS manager Egil Normann Olsen and Marketing Director Bjørn Fossetol



Awarded the Order of Merit from St. Petersburg Maritime Assembly

On September 23, 2009 HERNIS Area Sales Manager for Russia, Mr. Gaute Mørland received the Order of Merit from St. Petersburg Maritime Assembly. Presenting the award was the Honorary Consulate General of Monaco in St. Petersburg and Chairmen of St. Petersburg Maritime Assembly Mr. Nicolay Vladimirovich Orlov. The award is a recognition of Mr. Mørland's continuous work to promote cooperation between Russian and international industry as well as encouraging Russian domestic alliances.

Gaute has been responsible for the Russian market for almost 15 years. In 2009 his perseverance and hard work was rewarded when we negotiated the contract with Russia's government-owned oil company for HERNIS' largest contract to date; the CCTV surveillance of the Vankor terminals, refineries, pump stations, maintenance stations and 550km pipeline.

Mr. Mørland is himself from Arendal, but his wife Jelena is Estonian with Russian as first foreign language and this has stimulated Mr. Mørland's interest in the Russian language, culture and ways, qualities that have been very useful in his latest achievements.

NEW STRONG PARTNERSHIPS FORMED IN SOUTHEAST ASIA

HERNIS expands our agent network to give a broader sales coverage in APAC.

As a company we are always investigating how to expand our services and network of partners. In response to a growing ship-building and oil & gas market in APAC and to meet customer's needs and ensure that we can deliver our services in the areas they are called for we have increased our agent network in China, Vietnam and Thailand. With more sales agents strategically placed throughout APAC, the outlook for business opportunities and chances to increase market share appears more promising now than ever before. Having local presence and knowledgeable agents that know the culture and market is essential in a competitive market.

Our partners are all highly qualified to offer our customers excellent advice on HERNIS' products and systems to meet the customer's specific needs.

HERNIS will continue to look for opportunities to expand the sales network further in APAC. The objective is to be present in all markets in the region, which should enable us to continue to assist in growing our route capability, allied to local expertise.



Olav Eikrem, Managing Director, HERNIS Asia

HAIHUA ELECTRONICS ENTERPRISE (CHINA) CORPORATION

Haihua Electronics Enterprise (China) Corporation is a state-owned, ISO certified company established in Guangzhou China in 1984. It specializes in design, research and development, manufacturing and marketing of communication and navigation products and systematic engineering. They offer services on system integration, radio communication, internal communication and navigation equipment as well as consultancy, installation, commissioning and repair. Their product range includes but is not limited to voyage data recorders, automatic identification systems, ship security alert system transmitters and receivers.

Haihua is under the supervision of its mother company Guangzhou Radio Group which is one of the leaders in radio communication industry in China, established in 1956 and engaged in several businesses like banking electronic equipment, injection model manufacturing, machinery processing, real estate development, property operation and management, metrology testing, and import & export trading.

With 220 employees where 50% are engineers and as worldwide partners in offshore platform communication systems such as Gai-tronics, Kelvin Hughes, Nortel, Pharos Marine Automatic Power and Observator Instruments, Haihua is equipped to meet the high end demands of its niche market. The head office is located in Guangzhou China. Other sales offices are located in Shanghai, Nanjing, Yantai and Tianjin.

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SON NAM MACHINERY CORPORATION

Son Nam Machinery Corporation (SONAMAK) is a Vietnamese company specialising in supply of machinery equipment, components, spare parts, engineering services, production line or turnkey projects for Cement, Mining, Marine, Offshore, Oil and Gas, Energy, Chemical, Steel, Railway, Harbour and Port, Construction, and Water Treatment industries.

Through strong partnerships with manufacturers and companies in Germany, America, Denmark, Japan, Korea, India, Kazakhstan, Russia, Poland, Holland, Norway, Taiwan, and China SONAMAK is confident in providing the best solution and latest technology to its clientele. Among the partners are companies such as Dan Marine Group, DM Alscott Marine Offshore HVAC Ltd, Kaz STORY Service Group, ECHD Eco-Consult, Quality Plus and Lema Shanghai Trading Co. Ltd. to mention a few.

The SONAMAK Head office is located in Hanoi and the company is further present in Hochiminh, Vungtau, and Nhatrang.

Contact: Mr. Nguyen Dinh Cuong (Vice Director)
Email address: cuong@sonamak.com



EPI CO. LTD.

Thailand based company EPI Co. Ltd. consists of experienced management personnel that have been providing technical, commercial & project management & specialist support services to the Oil Field E & P business for over 15 years. The company's broad range of expertise can be applied at any point in the life cycle of an oil & gas asset.

EPI Co. Ltd. was formed through a recent Management Buy-Out (MBO) process between employees of the EP Engineering Sdn Bhd and EP Group. A major take-over and restructuring exercise has prepared the new organization for operation in the territories Thailand, Philippines and Vietnam. The subsidiary will operate independently, but will be able to draw full resources from the EP Group for the first 12 months of operation.

The umbrella organization, the EP Group, was established in 1993 and specializes in providing Support and Technical Assistance Services to the Oil and Gas industries. Their field of expertise includes provision of specialized consulting services, including - but not limited to - seismic QA/QC auditing, G&G and reservoir consultancy, provision of professional personnel to the oil and gas upstream sector, and exclusive agencies and equipment product lines for the upstream oil and gas sector covering the Asia Pacific Region.

Office Address: 804, 8th Flr, 56 Yada Building, Silom Road, Suriyawongse Sub-District, Bangrak District, Bangkok, 10500 Thailand

Contact person: Mr. Teoh Kah Huat (Business Support Manager)
Email address: kh.teoh@epicol.com



WHAT'S ON?

LOOKING FORWARD TO SEEING YOU AT

We look forward to seeing you at our booth #3572 at OTC in Houston in May. Please do not hesitate to contact us for an entry ticket and an appointment with our HERNIS team, tel; +1 281 560 8050

General Mgr. US, Mr. Øystein Sandberg
Technical Sales Engineer US, Mr. Michael Weston
Managing Director, Mr. Egil N. Olsen
Marketing Director, Mr. Bjørn Fossetøl

BOOTH #3572



ONS 2010

energy for more people
STAVANGER, NORWAY, 24-27 AUGUST 2010
EXHIBITION CONFERENCE FESTIVAL

BOOTH #258

HERNIS is pleased to welcome you to our booth at ONS in Stavanger in August. As always you can check out our latest products and test a running CCTV system to get the feel of the HERNIS way!

HERNIS is happy to cover the entrance for our guests. Feel free to contact our HERNIS team to schedule an appointment.

Area Sales Mgr, Mr. Espen Christensen, +47 37 06 37 29
Sales Manager, Mr. Jan Kristensen, +47 37 06 37 25

ACTIVITY PLAN 2010

May 3-6	OTC, Houston, Booth #3572
June 1-2	Agent seminar, Arendal, Norway
August 24-27	ONS, Stavanger, Norway, Booth #258
September 7-10	SMM, Hamburg, Germany, Hall B7
November 12	Customer Appreciation Dinner, Singapore
Nov 30-3	OSEA, Singapore, Booth #6G2-10

NETWORKING NIGHT

Last November 80 business companions took part in HERNIS' annual Customer Appreciation Dinner in Singapore. Among the guests were representatives from National Oilwell, Excel Marco, ODIM Asia, Jurong Shipyard Pte Ltd, Transtel Engineering and Omega Integration Pte Ltd, to mention a few.

During the event Mr. Olav Eikrem, Managing Director of HERNIS Asia, had the pleasure of awarding Jurong Shipyard Pte Ltd the annual appreciation award for the highest order in 2009 in Singapore. The venue, the Marriott Hotel provided the perfect atmosphere for the evening and the feedback from the guests was entirely positive. Customers reported back that the event was an opportunity to «meet everyone and put a face to the names»



Mr. Olav Eikrem and award winner Jurong represented by Adam Koay, Senior Procurement Manager. To the right HERNIS Regional Sales Mgr. Mr. Terrence Chan.

AGENTS GET-TOGETHER

19 HERNIS Agents once again mingled and shared ideas on a 3 days agent seminar held at the beautiful Sofitel hotel in Krabi, Thailand medio March. The 2010 Strategies and opportunities were some of the main topics that were given attention. Agents were also updated on HERNIS' new products, new software, and R&D's ongoing projects.

Taking part in the seminar for the first time were 7 participants from 4 companies who were only recently appointed HERNIS Agents. All participants were very active in participating the syndicate works and group discussions. This year the HERNIS Agent award goes to our agent in Russia, MNS Marine Bridge & Navigation Systems, who truly delivered an excellent performance in 2009!

We look forward to continued success together with our world-wide agent network, and welcome all to the next seminar in Arendal, Norway in June!



TASTE OF THE WORLD



Thai Green Chicken Curry (Kaeng Khiew Waan Kai)

Our new agent in Thailand have sent us this recipe for one of Thailand's most renowned dishes, a spicy and colorful curry that looks wonderful on the plate and goes perfectly with white rice. Delight in our Thai Green Chicken Curry!

Serves: 4

Preparation Time: 6 minutes

Cooking Time: 20 minutes

You will need;

4 chicken thigh fillets, boneless, skinless and cut into bits
200 g green beans, halved
1 tbsp oil
250 ml coconut milk
120 ml water
6 kaffir lime leaves, available from oriental food stores
1 bunch of chopped spring onions, for garnish
½ tsp coriander seeds
1 tsp shrimp paste
½ tsp ground cumin
3 small fresh chilies
3 green shallots, finely chopped
2 cm of galangal, chopped
2 cloves of garlic, minced
1 stem of fresh lemon grass, chopped
1 handful of fresh coriander
2 kaffir lime leaves, chopped
2 tbsp oil
1 tbsp fish sauce

Make the curry sauce in 3 steps

Step 1: Blend the spices

For the first step of making the curry paste, roast the coriander and cumin seeds without any oil in the frying pan for 2 minutes, shaking the pan constantly. Secondly, wrap the shrimp paste in a little foil and cook under a hot grill for 2 minutes, turning the package over twice. Thirdly, mix the roasted spices with the shrimp paste for 5 seconds in the blender. Add all the remaining spices in the Curry Paste list together with the oil: green chilies, shallots, galangal, garlic, lemon grass, coriander leaves, lime leaves and blend for a few seconds, till the mixture forms a smooth paste.

Step 2: Cook the spices

Next, heat the oil in the wok on medium heat, add the curry paste and cook for a minute, stirring constantly, till it becomes fragrant.

Step 3: Thin to a curry sauce

To complete the curry sauce, add the coconut milk and water to the wok and bring gently to a boil. For a thicker curry sauce, you can use half coconut cream and half coconut milk.

Cook the chicken

Now, add the chicken pieces as well as the beans and lime leaves to the sauce and mix well. Leaving the wok uncovered, simmer for about 15 minutes, until the chicken is cooked. Add the fish sauce and stir till thoroughly blended. Finally, place the curry in a serving bowl and garnish with the spring onions.

Serving suggestions

The dish can be served with a bowl of white rice and pickled cucumber.

Enjoy the meal!

Reference: <http://www.videojug.com/film/how-to-make-thai-green-chicken-curry>

CHRISTMAS GIFT TO THE SUPPORT GROUP FOR CHILDREN WITH CANCER WELL RECEIVED

SFK is an independent association generating funds that are put towards improving the situation for children with cancer and their families.

Marketing Director at SFK, Mrs. Mette Sørensen is grateful for the contribution that HERNIS made to the association in December. «The project «The Childrens' Christmas» specifically aims to provide the best Christmas possible at the hospital for the children with cancer and their families. The apparently little things like buying separate toys for these children whose immune system is reduced, offering the families that spend Christmas at the hospital a pleasant meal during the feast, arranging Christmas parties, buying snacks etc really makes a difference in the hospitals where budgets are tight and the priority lists are long. We make sure the funds benefit the children in the very best way possible, taking care of their specific needs.»

HERNIS received positive feedback from customers, agents and employees alike for putting money towards this important cause. We take the opportunity to thank everyone for this enthusiasm.

Støtteforeningen for
KREFTRAMMEDE

Buyer:

HERNIS CRANE TV SYSTEM

Caspian Drilling Company (CDC)
Diamond Offshore Drilling (UK) Ltd
ENSCO Asia Pacific Pte Ltd
Francois Marine Services Pte Ltd
HERNIS do Brasil Ltda
Maersk Olje og Gas AS
National Oilwell Varco Norway, Kristiansand
National Oilwell Varco Norway, Kristiansand
National Oilwell Varco Norway, Kristiansand
National Oilwell Varco Norway, Kristiansand
National Oilwell Varco Norway, Kristiansand
National Oilwell Varco Norway, Kristiansand
Oceanvision Pte Ltd.
Oceanvision Pte Ltd.
Petroleum Supply Co.
Seadrill Offshore AS
Transocean Offshore Deepwater. Ltd.
Transocean Offshore International Ventures
TTS Marine Cranes AS

HERNIS BASIC

Afriz Farayand Co.
CapRock Communications - UK
Schlumberger Norge AS
TeamUp Automasjon AS
TeamUp Automasjon AS

SHIPPING

HERNIS 500 SYSTEM

Technip Offshore Finland Oy

HERNIS 400 SYSTEM

COMNET Hanse GmbH
Intership Ltd
Intership Ltd
Intership Ltd
ST Marine (STM) Ltd
Transas, Russia
Yantai Raffles Shipyard Pte Ltd

HERNIS 400 COMPACT SYSTEM

Daewoo Shipbuilding & Marine Engrg Co. (DSEC)
Daewoo Shipbuilding & Marine Engrg Co. (DSEC)
Daewoo Shipbuilding & Marine Engrg Co. (DSEC)
Daewoo Shipbuilding & Marine Engrg Co. (DSEC)
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Dan Marine (Far East) Ltd, Shanghai
Hyundai Heavy Industries Co.
Hyundai Heavy Industries Co.
Hyundai Heavy Industries Co.
Hyundai Heavy Industries Co.
Hyundai Heavy Industries Co.

HERNIS 8X8 SYSTEM

Triplex AS
Triplex AS
Triplex AS
Triplex AS
Uljanik Brodogradiliste D.D.
Uljanik Brodogradiliste D.D.
Uljanik Brodogradiliste D.D.
Uljanik Brodogradiliste D.D.

HERNIS BASIC

Triplex AS

Owner:

Caspian Drilling Company (CDC)
Diamond Offshore
ENSCO Asia Pacific Pte Ltd
Stena Drilling Ltd.
Orteng AC
CWO Semco Maritime, Esbjerg
National Oilwell Varco Norway, Kristiansand
Stena Drilling Ltd.
Tanker Pacific Management
Metrostar Management Corp.
Metrostar Management Corp.
Asianlink
Asianlink
Pride
Seadrill Offshore AS
Transocean Offshore International Ventures
Transocean Offshore International Ventures
Petro Prod Ltd

Dana Geophysics Company
Britannia Operator Ltd
Schlumberger Norge AS
Siemens AS (tidl Siemens Oil&Gas Offsh. AS)
StatoilHydro Petroleum AS

Technip UK Limited

German Navy
Intership Ltd
Intership Ltd
Intership Ltd
Intership Ltd
Swire Pacific Offshore
Gosmorspassluzhba, Ministry of Transportation
Van Oord

Kuwait Oil Tanker Co. S.A.K. (KOTC)
Kuwait Oil Tanker Co. S.A.K. (KOTC)
Kuwait Oil Tanker Co. S.A.K. (KOTC)
Kuwait Oil Tanker Co. S.A.K. (KOTC)
COSCO Container Lines
COSCO Container Lines
COSCO Container Lines
COSCO Container Lines
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COSCO Container Lines
COSCO Container Lines
COSCO Container Lines
M3ENERGY JDA SDN. BHD
National Iranian Tanker Company (NITC)
National Iranian Tanker Company (NITC)
National Iranian Tanker Company (NITC)
National Iranian Tanker Company (NITC)
National Iranian Tanker Company (NITC)

Siem Offshore AS
Siem Offshore AS
Siem Offshore AS
Siem Offshore AS
Dredging & Maritime Management S.A.
Dredging & Maritime Management S.A.
Dredging & Maritime Management S.A.
Dredging & Maritime Management S.A.

Siem Offshore AS

Project:

Transocean SemiSub: Dada Gorgud
Diamond Offshore, Ocean Courage, Proj# 11-1087
ENSCO, Rig 8502
Stena Clyde, SemiSub Drilling Rig
P-35
Harald West
Pipe handling Crane 1891
DrillMax Ice (DM IV)SHI H-1755 Drillship
H-1786, Pride PS1 Deep Ocean Ascension
HHI H-2228 Metrostar Drillship
HHI H-2229 Metrostar Drillship
Talimet, Asianlink Barge
Talimet, Asianlink Barge #2
Pride South Atlantic, Semi sub (ex Nymphæa)
West Navigator, FPSO
GSF C.R. Luigs, Drillship, Transocean
D.R. Stewart, Jackup, Transocean
Petro Prod D&PI prosjekt D2020

Homam Drilling Rig
Britannia, Production/Drilling Offshore Platf
Schlumberger Coil Tubing CCTV System # CH484
Troll C
Oseberg A-B-D, Feltcenter, Metar CCTV

North Ocean 103, North Sea Shipping / Technip

ARGE EGV Klasse 702-2Los, Lürssen Werft
Cable 1: Maintenance Barge, Intership
Camelot: Crane Accommodation Barge, Intership
Olympia: Crane Accommodation Barge, Intership
BO623 68 Seismic Survey Vessel
Salvage/Icebreaker, MEB-MPSV07 (4MW) Nevsky 1
Stornes, YanTai Raffles, NB215

Daewoo H-5344 KOTC 318' TDW VLCC
Daewoo H-5345 KOTC 318' TDW VLCC
Daewoo H-5346 KOTC 318' TDW VLCC
Daewoo H-5347 KOTC 318' TDW VLCC
NACKS, NE111, 13K TEU Container Ship
NACKS, NE112, 13K TEU Container Ship
NACKS, NE113, 13K TEU Container Ship
NACKS, NE114, 13K TEU Container Ship
NACKS, NE115, 13K TEU Container Ship
NACKS, NE116, 13K TEU Container Ship
NACKS, NE117, 13K TEU Container Ship
NACKS, NE118, 13K TEU Container Ship
H1621A LNG Carrier Hudong-Zhonghua Shipyard
H 2247 317,000 DWT Crude Oil Carrier
H 2248 317,000 DWT Crude Oil Carrier
H 2249 317,000 DWT Crude Oil Carrier
H 2250 317,000 DWT Crude Oil Carrier
H 2251 317,000 DWT Crude Oil Carrier

Kleven verft #333 Siem Diamond
Kleven verft #334, Siem Opal
Kleven verft #335 Siem Garnet
Kleven verft #336 Siem Amethyst
Uljanik NB480, Dredging Ship
Uljanik NB481, Dredging Ship
Uljanik NB484, Dredging Ship
Uljanik NB485, Dredging Ship

Kleven verft #330 Siem Topaz

The Next Generation CCTV

HERNIS is proud to present the next generation modular CCTV architecture for remote monitoring of comprehensive onshore and offshore installations.

New features:

- Easy expansion by adding new CCTV systems
- Secure access via a web based user interface
- Seamless transfer of video and control signals between the operator terminal and the camera stations in the different CCTV systems
- Distributed built-in software
- Automatic download and update of software
- Diagnostics via operator interface

Benefits:

- Covers vast geographical distances
- Expandable by endless number of camera stations
- Independent of available telecom-infrastructure
- Applicable in practically inaccessible areas
- Minimal maintenance
- Reliable software maintenance
- Easy human machine interface
- Minimal resource requirements; calls for Monitor, Internet and Software Licence only

HERNIS Scan Systems AS

A VISLINK Marine & Energy Company

Tel: +47 37 06 37 00

cctv@hernis.com

www.hernis.com



EX286W

Secure Communications

