

KNOW-HOW IN A TWIN PACK

CSI relies on Bachmann technology for its system solutions

The Dutch company CSI Control Systems is renowned for its expertise in the field of alarm and monitoring systems for the marine and offshore sector. Successful operation on the market with these kinds of solutions also requires a reliable and powerful hardware as well as extensive know-how. Criteria that Bachmann electronic fulfills – thus providing the basis for the successful partnership between both companies. This successful combination was received by the market with a great deal of interest.





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NEW ZEALAND'S FERRIES

WAIKATO



▲ The 182 meter long ferry Kaitaki is the largest of its kind in New Zealand waters. It is equipped with the latest alarm, monitoring and control system from CSI and Bachmann.

Alarm and monitoring systems for marine and offshore applications have to take over several functions. For example, the level of a ship's ballast tanks has to be monitored, and sometimes valves and pumps have to be operated. The reliable functioning of the drive must also be guaranteed. CSI has already supplied thousands of ships and customers worldwide with the systems required for these tasks. "We have been placing our trust in Bachmann as a reliable partner for the hardware for around two years," says Berry de Krieger, senior service engineer and co-owner of CSI.

Innovative modules from Bachmann

Bachmann mainly supplies CSI with I/O modules. These are used to integrate a number of different sensors and actuators into the controller. "The main reason for our partnership is the fact that these modules are further developed very quickly," explains Antoinette Willemsen, director of business development at CSI. "Bachmann has the necessary know-how and always offers innovative solutions.

Another plus point is the fact that they come with all the relevant certification for marine and offshore use, which considerably reduces our workload as a company."

Fast, robust and affordable

Ronald Epskamp, sector manager at Bachmann, knows how important certificates are: "175 Bachmann modules have already been certified by DNV GL and other institutions for use in critical applications in the marine and offshore sectors." Bachmann stands out on account of its fast delivery, competitive prices and the robust quality of its mod-

»Bachmann has the necessary know-how and always offers innovative solutions. Their products also have the necessary certification. «

*Antoinette Willemsen,
Director of business development at CSI*

ules. "Another benefit is its speed," a delighted Berry de Krieger explains. The response time within the CSI system is no more than ten milliseconds. "In the event of an emergency shutdown of the main engine or if a bearing overheats, this is extremely important," de Krieger adds. Several alarms mostly occur at virtually the same time. In order to reconstruct the event so that the



The Dutch company CSI was founded in Vlaardingen in 1967. Its ten employees are experts in the development and supply of alarm and monitoring systems for marine and offshore applications. Several thousand ships worldwide are fitted with solutions from CSI.

➔ www.csi-systems.nl

cause of the fault can be found, a fast and correct recording of the relevant data is needed. "Only in this way is it possible to rectify problems swiftly and effectively," the experienced engineer sums up.

Positive response of the market

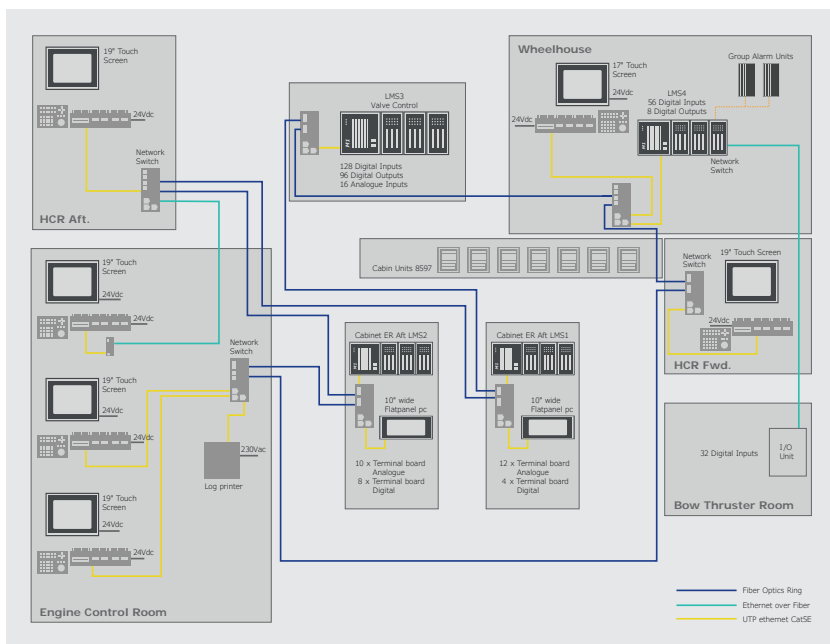
The partnership between CSI and Bachmann has attracted the attention of the market. Croon Elektrotechniek, a company based in Rotterdam and one of the largest Dutch companies for the electrical equipment of ships, is already using the system solution of the two companies: "We will be using the alarm and monitoring systems of CSI and Bachmann from now on," Piet Faasse, technical manager for marine & offshore at Croon, confirms.

This kind of recognition is very important for the companies involved. "The margins in the shipbuilding and shipping industry are very small. Only companies that can supply robust quality at a competitive price are considered," Antoinette Willemsen elaborates and adds: "Together with Bachmann we have been successful here, as shown by the feedback from our customers." For CSI the partnership has definitely been a gain: "For us a long-term collaboration with Bachmann is a simple decision."



» Delivering robust quality products worldwide and at a competitive price is a powerful sales argument. Together with Bachmann we can do this successfully. «

*Berry de Krieger,
Senior service engineer at CSI*



◀ Alarm, monitoring and control system ready for many safe journeys after the retrofit.