

## Join Us at BlueZone Group!

BlueZone Group is hiring, and we are looking for a Technical Sales Manager with strong Project Management skills to join the team at our Newcastle, NSW offices.



Technical Sales Manager (TSM) is an exciting and dynamic role and influences many aspects of the company's business. The TSM will work across multiple markets including Defence, Oceanographic and Hydrographic Survey. The position plays a major role in supporting technical sales and application engineering of BlueZone products to meet our customers' requirements. There is also a strong project management role that supports efficient and effective execution of major projects - in particular for Defence customers.

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## Oceanology International 2018 – New Products, Old Friends and Constant Improvement

BlueZone Group was pleased to learn about the impending release of the "Tasman" Doppler Velocity Log (DVL) from Teledyne RDI at Oceanology International 2018. The Tasman DVL represents a significant step forward in DVL capability from RDI that will benefit customers in many applications including ROV and AUV position sensing. Teledyne RDI Commercial Director for Position, Navigation and Timing, Grant Jennings, said that the Tasman DVL represent the next-generation in DVL technology with a wide range of advanced features, reduced size and increased range. With bottom tracking ranges from 0.15m to 400m the Tasman delivers a new gold-standard in precision subsea navigation.



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## REMUS M3V – High-speed and Low-Cost Micro AUV



Just prior to Oceanology International 2018 Hydroid announced the release of the new ground-breaking REMUS M3V compact, one-man portable autonomous underwater vehicle (AUV). Low cost and ready to use right out of the box, this micro AUV supports numerous applications including search and survey; intelligence, surveillance and reconnaissance (ISR); marine research; and multi-vehicle missions. The REMUS M3V can dive up to 300 meters in depth. It is a compact vehicle with no fins or appendages and can be used for multi-domain deployments while being compatible with many existing launch systems.

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## RS-ORCA Porpoise - Single Channel Acoustic Data Recorder

The popular 5 channel RS-ORCA Acoustic Data Recorder is now available as a low-cost single channel variant called the Porpoise. RS Aqua Application Scientist Ryan Mowat said that many customers had requested a single-channel version of the RS-ORCA to support cost effective deployments in situations where multi-channel channel recording is not required.



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## Pressure Goes West



Due to customer demand, BlueZone has relocated a 2000m rated hydrostatic pressure test chamber from workshops in Melbourne to Bibra Lake in Perth. General Manager Perth, Mark Musarra, said that there had already been a high demand for hydrostatic pressure testing services. "We have completed two customer jobs this week," said Mark, "and are very pleased to have the test chamber in Perth to offer rapid turnaround for our West Australian customers."

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## Events

Please join BlueZone Group at these upcoming events!

We are keen to talk to you about how innovative new technologies offered by BlueZone can solve issues for your challenges in Australia's oceans, coastal seas and rivers.

We are happy to answer your questions and arrange on-site demonstrations and further discussion if required.

## Teledyne Marine Users Conference – Australia – 25 to 26 July 2018 –Tweed Heads



ADCPs in Action is back in 2018 in a new format as Teledyne Marine Users Conference – Australia.

BlueZone Group and Teledyne Marine are pleased to announce the inaugural Teledyne Marine Users Conference – Australia (TMUCA) from Wednesday 25 July and Thursday 26 July at Tweed Heads, NSW, Australia.

Building on the successes of ADCPs in Action in Australia in 2012, 2013 & 2015, TMUCA will be bigger and better than ever before with access to the key Teledyne Marine brands for Australian applications. Beginning as a small collection of unique marine solution providers and expanding to a powerhouse of highly engineered, high performance solutions for a broad range of markets, Teledyne Marine now offers the largest breadth of marine technology in the industry for applications in Australia's oceans, coastal seas, rivers and waterways.

In 2015 ADCPs in Action combined Marine Measurements and Water Resources in parallel streams for the first time. For TMUCA we will build on this format with a full complement of Teledyne Marine technical staff available to conduct comprehensive product training sessions for both Marine Measurements and Water Resources users over two days. The 2018 TMUCA event will be held at our new venue at Tweed Events Twin Towns Clubs & Resorts selected to accommodate both Marine Measurement and Water Resources tracks in style.

In 2018 we will build upon the successful "niche-exhibition" format with products and services of interest to our delegates on show to view and discuss.

We hope to see many of our past delegates as well as new faces.

See you in Tweed Heads in 2018!

### **Call for Speakers – Submit by 30 March 2018!**

TMUCA 2018 is seeking high-quality presentations on applications for ADCPs and marine instruments in new, interesting, or continuously successful situations including applications in Australia's oceans, coastal seas, rivers and waterways. Presentation times of 20 minutes with 10 minutes for questions will be provided to share your ideas with delegates and contribute to the learning of the industry.

Simply forward your brief abstract to [tmuca2018@bzg.com.au](mailto:tmuca2018@bzg.com.au) and we will contact you regarding acceptance and presentation time.

Please submit your proposal by 30 March 2018 to help us build the TMUCA 2018 program.

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## New Products & Services



## Kailani Telemetry Buoy

The "Internet of Things at Sea" is made real by the Kailani Telemetry Buoy for receiving real-time data from your deployed instruments.

The compact sea surface buoy package is just 460mm in diameter and less than 25kg making it ideal for deployment from small boats. Inside the buoy is a battery power supply providing a minimum of 30-days endurance with longer duration possible using on-board solar photo voltaic charging. Computing power in the KTB provides for communication with ocean floor instruments, reception and batching of data and transmission by either satellite or VHF radio link.



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## 3D Printing - High Quality with Rapid Turnaround

BlueZone Group is building on the high quality and rapid turnaround of our Subsea Cable Moulding Service by offering our customers a similar service for 3D printed parts. Feedback from initial jobs has been very good with customers very pleased with the 3D printed parts. "The parts printed from the Markforged Mark Two were the best I'd ever seen," said one customer, "The parts were more flexible than I had anticipated, but as a positive, well suited to their application."



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## Curly Cable Moulding for Harsh Applications

The BlueZone Group Polyurethane Cable Moulding Service <http://www.uvs.com.au/services/polyurethane-moulding-service> is meeting new customer requirements for rugged cables to be used in harsh environments.

General Manager Perth, Mark Musarra, said that "curly cable" had proven ideal for a Defence customer requirement for use in small boats. "The small boat environment is very harsh for all types of equipment," said Mark, "Rugged curly cables are ideal for making connections between radio equipment and other devices that are essential in small boats."

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### Newcastle

+61 2 4964 3500  
21 Huntingdale Drive  
Thornton, NSW 2322, Australia

### Melbourne

+61 3 8720 0300  
9 Macquarie Place  
Boronia, VIC 3155, Australia

### Perth

+61 8 6595 1500  
Unit 1, 41 Discovery Drive  
Bibra Lake, WA 6163, Australia

[www.bluezonegroup.com.au](http://www.bluezonegroup.com.au)

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