



LILLEY & GILLIE 1812–2012



Serving The Marine Industry For 200 Years



Notable Dates

Contents



- 1812** John Lilley & Son established in London.
- 1858** 7 out of 44 shipyards on the Tyne were using iron.
- 1862** 10 out of 44 shipyards on the Tyne were using steel. This was a period of development for steel ships and the magnetic compass.
- 1864** John Wilson Gillie born.
- 1870** Sir William Thomson (later Lord Kelvin) designed his dry card standard compass.
- 1880** John Wilson Gillie was apprenticed to J.J. Wilson & Sons, Nautical Instrument Makers of Sunderland.
- 1885** J.W. Gillie formed a company in North Shields known as Wilson & Gillie. The business became agents for the Thomson compass. Later, John Gillie re-designed the compass suspension and patented the 'Unit', a standard compass.
- 1890** Wilson & Gillie are established as agents for Admiralty Charts and Publications.
- 1911** Through a disagreement with Sir William Thomson, John Lilley & Son of London lost the agency for Kelvin Binnacle. This resulted in financial difficulties. John Gillie rescued the business to control it jointly with John Lilley.
- 1913** Wilson & Gillie merged with John Lilley & Son to form John Lilley & Son of London and North Shields.
- 1920** John Lilley retired and J.W. Gillie gained full control of the company.
- 1932** John Lilley & Son of London merged with Reynolds and Son, Dobbie & Clyde Ltd., to become Lilley & Reynolds., with J.W. Gillie as Chairman.
- 1943** John Lilley & Son of North Shields is re-named John Lilley & Gillie Ltd.
- 1953** John Wilson Gillie died and his son, John Calder Gillie, became Chairman.
- 1968** John Lilley & Gillie Ltd incorporates the South Shields business of T.L. Ainsley Ltd.
- 1974** John Lilley & Gillie Ltd is sold by John Gillie to the Holland America Line (owners of Observer, Rotterdam). John Gillie remains Chairman.
- 1977** London based chart agent Brown & Perring is purchased by John Lilley & Gillie Ltd.
- 1985** John Lilley & Gillie Ltd acquires the assets of Henry Browne & Sons (Sestrel) Ltd, a major competitor.
- 1988** Holland America line sold the shares in Lilley & Gillie, Brown & Perring, and Observer to Kopeke International Supply Systems. John Gillie retires.
- 1993** Following a Management Buy Out (with financial support from Iver C. Weilback, Copenhagen), Chris Turnbull becomes the majority shareholder, Chairman and Managing Director.
- 1999** Lilley & Gillie Ltd is purchased by The Charente Steam Ship Company Ltd., Liverpool (with subsidiary companies Harrison Line, and Dubois Phillips McCallum).
- 2010** Through re-organisation, Lilley & Gillie Ltd., Dubois Phillips McCallum (DPM), and DPM (Singapore), become known as Harrison Maritime Holdings Group Companies.
- 2012** July 2nd Royal visit by HRH The Princess Royal to Commemorate the Bicentenary of Lilley & Gillie.
- 2013** John Lilley & Gillie Ltd sells its chart and publication business to concentrate on the marine equipment market.

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Visit by the Princess Royal

2nd July 2012



In 1812, John Lilley, aged 24, founded John Lilley and Son in London. John Lilley is recorded as being an optician and the company manufactured nautical instruments, magnetic compasses, sextants and telescopes.

In 1885 John Wilson Gillie founded Wilson & Gillie in North Shields as Admiralty chart agents and magnetic compass and nautical instrument makers. Over the years John Wilson Gillie patented many improvements to the magnetic compass and binnacle.

In 1913 the two companies merged, and in 1943 were renamed as John Lilley & Gillie Ltd.

Now, in 2012, after 200 years in business, John Lilley & Gillie Ltd have consolidated our position as the UK's pre-eminent manufacturer of magnetic compass outfits and as one of the world's leading International

Admiralty Chart Agents. We have moved into larger, more modern warehouse and office premises to better serve our international customer base.

On the 2nd of July 2012 to mark our bicentenary we had the very great honour of hosting a visit to our North Shields head office from Her Royal Highness The Princess Royal. Her Royal Highness toured our premises accompanied by Glenn Heathcote, our Managing Director, and met with a wide variety of our staff, including our Chairman and our Chief Executive, (and other main Board Directors), team members from our charts and equipment warehouse, our magnetic compass testing/calibration technicians, sales and sales administration staff, electronic equipment service engineers and our IT departments.

During her tour Her Royal Highness saw demonstrations of our latest, state of the art, fully Type Approved electronic navigation equipment, including our NAVMASTER Electronic Chart Display Information System, (ECDIS), our Bridge Navigation Watch Alarm System, (BNWAS) and our new Intelligent Wind Alarm System, (IWAS). She also saw a prototype of our brand new SESTREL NAVIGATOR compass, which is soon to begin Type Approval testing.



Compass Adjustment

The Total ECDIS Solution



Lilley & Gillie employs two very experienced and fully qualified D.O.T. certified compass adjusters, who are available 24 hours per day to carry out onboard adjustment and service.

Annex 13 of the MCA publication – Safety of Navigation – Implementing SOLAS Chapter V which superseded MGN 57 states that each magnetic compass required to be carried by the regulations shall be properly adjusted and its table or curve of residual deviations available at all times.

Magnetic compasses should be adjusted when:

- They are first installed
- They become unreliable
- The ship undergoes structural repairs or alterations that could affect its permanent and induced magnetism
- Electrical or magnetic equipment close to the compass is added, removed or altered; or,
- A period of two years has elapsed since the last adjustment and a record of compass deviations has not been maintained, or the recorded deviations are excessive or when the compass shows physical defects.

Equipment Repairs

As manufacturers of a wide range of navigation and electronic equipment, Lilley & Gillie are fully equipped to carry out repairs on both our own and other companies magnetic compasses and equipment. Our engineers would be happy to inspect a piece of equipment and provide a quotation prior to repair.

As the only commercial company in the UK approved to carry out re-certification of magnetic compasses (see Annex 13) we are also able to issue a certificate upon completion of repairs or modifications.

To ensure vessels meet the IMO ECDIS mandatory fit requirements is the daunting task facing ship owners and managers. These are some of the questions that need to be addressed.

Hardware

Do we need single, double, triple installations and how will this work with the current bridge layouts?

Chart Data

How do I order? How does the update service work? What type of data do I require to meet regulations?

Crew Training

What are the types of training requirements? How do new crew keep up to date with the systems installed?

System Maintenance

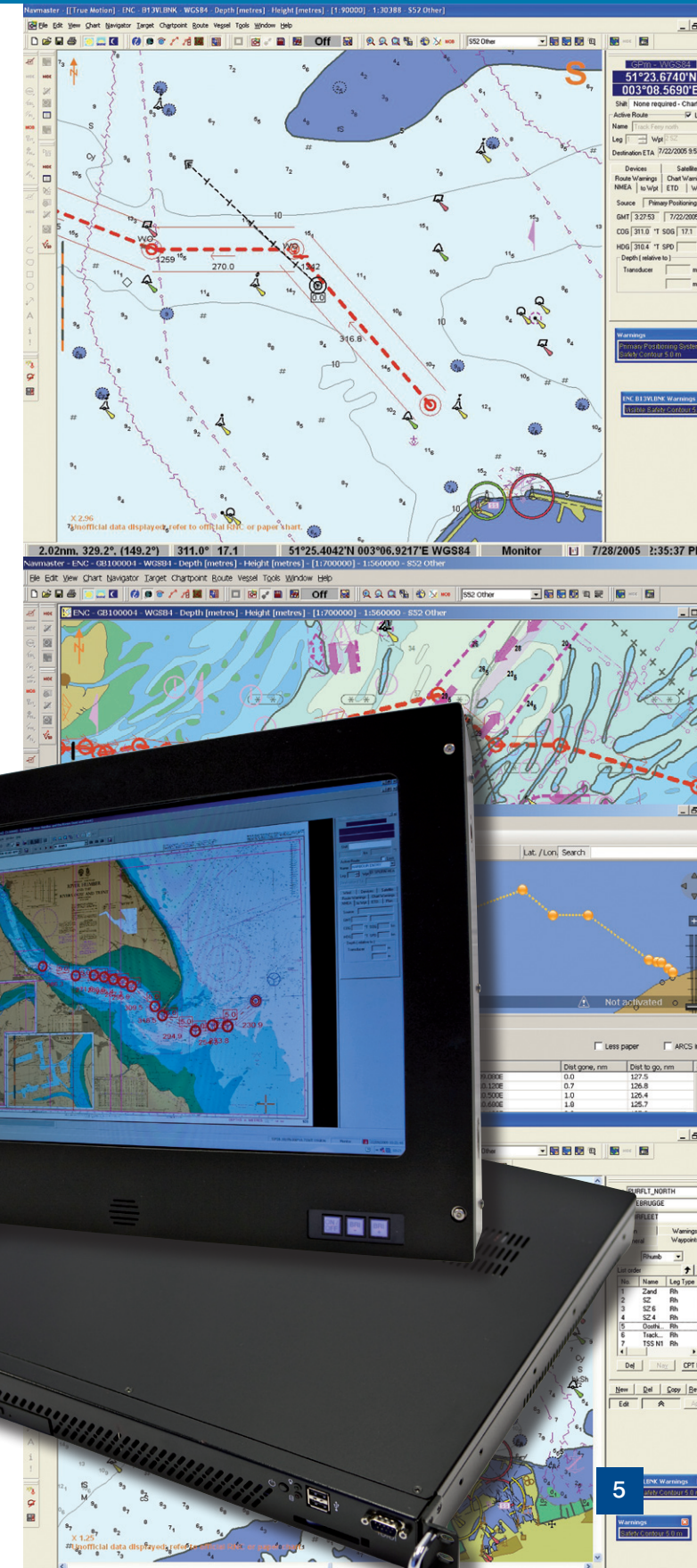
What if there is a new ECDIS standard in future years? What happens about warranty?

The Total ECDIS Solution is the answer to all of these questions.

Hardware

The hardware is manufactured in-house and is supplied with Navmaster ECDIS software. The result is a system type approved by DN, GL, CCS, and is also wheelmarked. The modular hardware provides a flexible solution with console mount, desk top mount or pedestal mount installations. Installation and system commissioning is carried out by a global network of fully trained engineers. Standard hardware specifications suit most existing bridge layouts:

- 19", 24" & 27" monitor pricing
- Solid state hard drives
- PCI card connection for 8 inputs and 4 outputs





The Total ECDIS Solution

The Total ECDIS Solution



Chart Data

The Lilley & Gillie Navmaster ECDIS can accept the widest range of digital charts. This includes services from the Admiralty, Primar, NOAA, Jeppesen and others. Navmaster also supports the innovative pay-as-you-sail services now coming onto the market.

For updating, Navmaster supports the full range of options from traditional physical media (DVD/CD) to email or online download of updates.

Crew Training

The requirements of two types of training are necessary.

A generic IMO ECDIS course that is to be held and certificated by a Flag State Approved School.

Type specific training covering the ECDIS fitted onboard.

We have formed global partnerships with Flag State Approved Schools. These schools run the Navmaster training systems and are able to provide both generic and type specific training in a single course. Total ECDIS Solution provides either details of a school to suit vessel crewing arrangements or a fixed end user price to cover training requirements.

Type specific training (Onboard)

Constant development of skills in operating the make and model of ECDIS fitted onboard is vital for all crew/users. The CBT (Computer Based Training) module is supplied alongside our annual support contract to ensure crew members, in their own time, are able to refresh and develop their Navmaster ECDIS skills.

Maintaining your investment

The IMO has decreed that ECDIS is one of the first mandatory fit systems that must be maintained to current standards. February 2009 was the last IMO update to MSC232. By subscribing to Lilley & Gillie's Annual Support Contract, owners will receive the following:

- Support Hotline via phone or e mail
- CBT
- Flexible warranty terms (extra cost)
- Upgrade to current standards

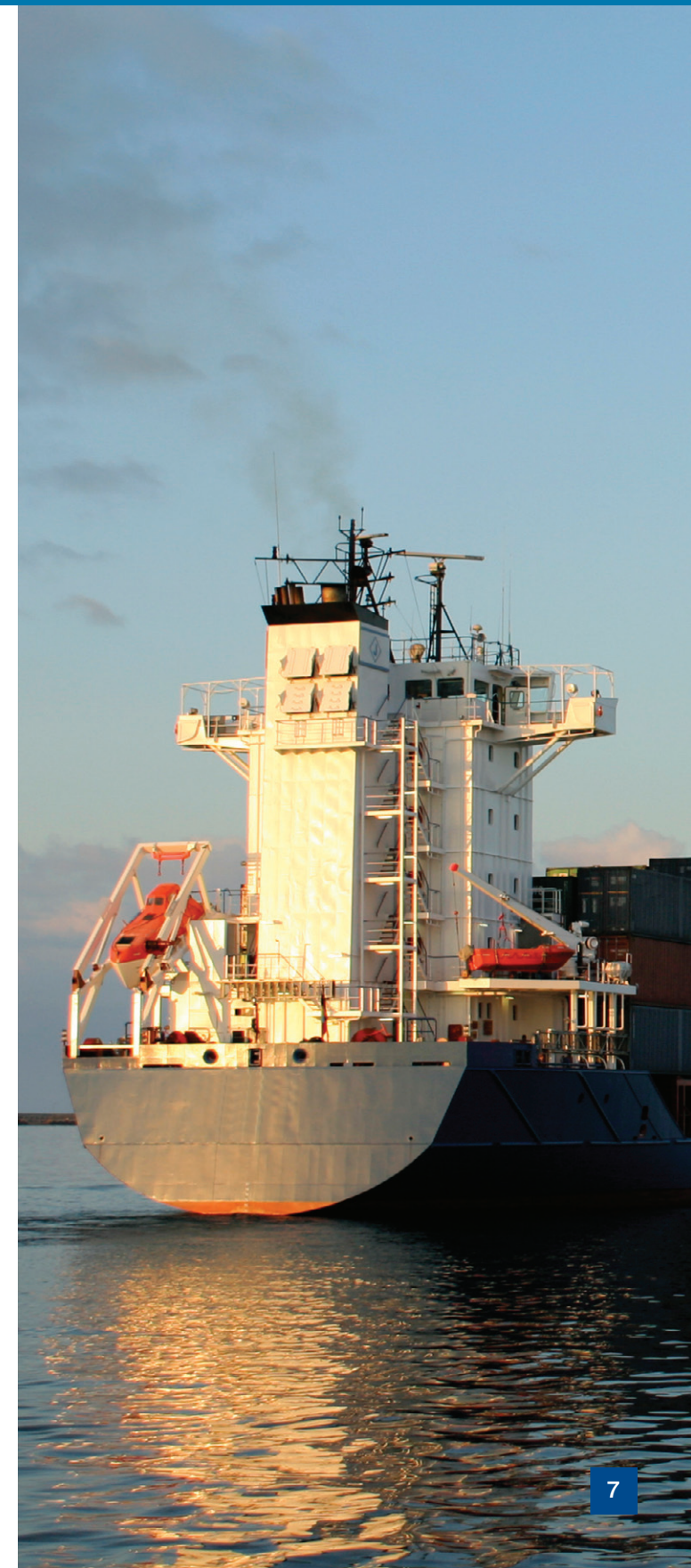
Customers facing warranty procedures

Ensuring vessels are kept going with a fast and reactive service is key to our warranty. Installation of our ECDIS is completed by trained professionals through a breakout box system. This allows both monitor and PC to be connected only by a single cable. This means any future removal and replacement can be done by crew to reduce the need for external service engineers.

Steps to resolve a typical warranty issue

- Defective monitor reported.
- Replacement is shipped in accordance to vessel instructions by courier/3-day service worldwide.*
- Crew replace defective monitor and ship back according to our instructions.
- Assessment of defective monitor. No further action if covered by warranty. Any damage caused outside warranty new monitor is charged to owners account.

*There are exceptions to the 2/3 day courier service where customs and import issues are possible (e.g. Brazil and China). Agents in these countries are established to ensure parts are available when required.





SPOS Weather Routeing

Marine Equipment

All relevant weather forecast details and tools to optimise voyage planning are available with this SPOS (Ship Performance Optimisation System) routeing system. Lilley & Gillie in conjunction with MeteoGroup provide this using the latest technology which makes it is less expensive than routeing with meteorologist onshore support. Taking into account the elements, wind, waves, swell, and current, with SPOS the ship's route can be optimised on-board. With the knowledge that the system is accurate and gives high quality updates, the crew are always aware about the weather ahead and can plan accordingly.

- It is a proven accurate and reliable weather data system
- Efficient voyage and ETA planning is provided
- Easy to use and operate
- Saves time and fuel
- Weather damage is prevented and reduces ship and cargo insurance

SPOS is designed to enable captain and crew to use their knowledge about their vessel and cargo's characteristics to make route calculation user adjustments. Therefore, in the prevailing conditions, for safety and efficiency, the optimum route can be charted by the captain.

Fleet Module

- Relative to weather, monitor fleet vessel performance
- Crew safety levels are increased
- Historical weather data is provided
- Weather operations support is available whenever required

SPOS Fleet Management

- Monitor Fleet and ensure ETAs, fuel consumption, and weather conditions remain in limits
- Monitor vessel progress and run post voyage performance analysis compared to Charter conditions

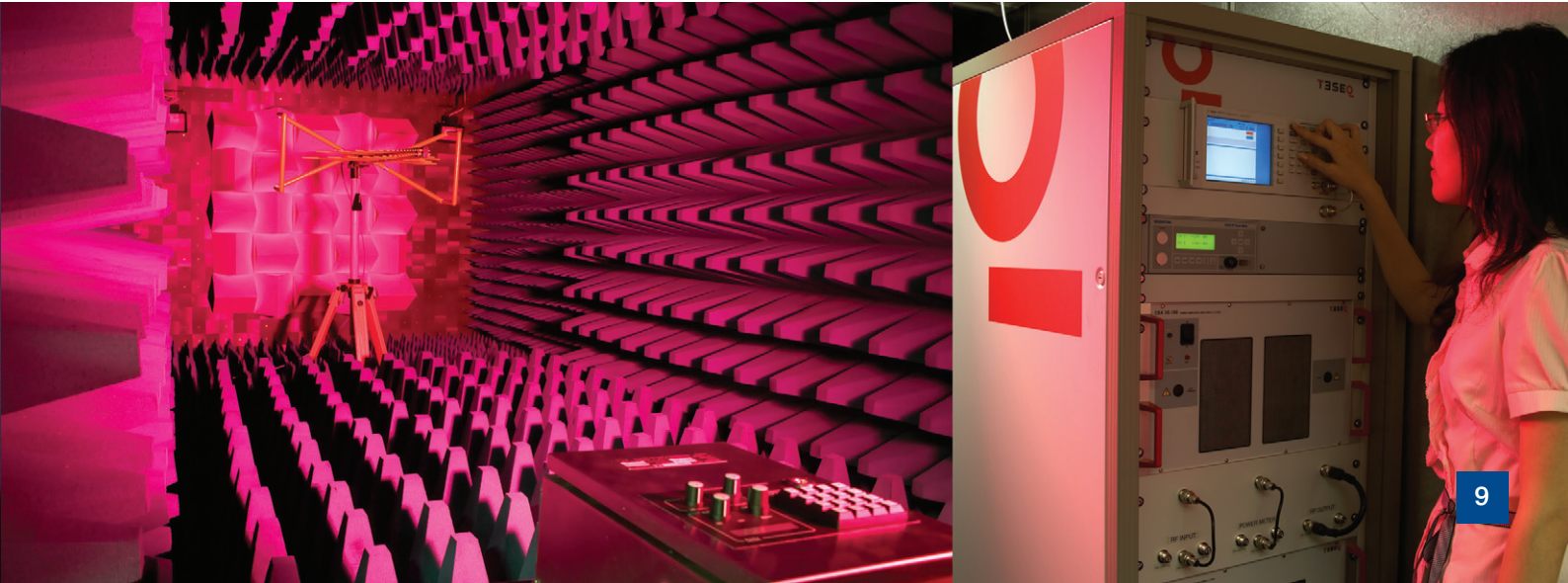
Supplied to owners, charterers, and ship's managers SPOS has been installed on more than 2500 vessels, ensuring they navigate the world safely and efficiently with better fuel consumption and environmental benefits.

The definitions of radio and navigation equipment, contained within SOLAS, the international Convention for the Safety of Life at Sea, as adopted by the International Maritime organization (IMO), led to the formulation and adoption of EN 60945. This lays down the "General requirements for maritime navigation and radiocommunication equipment and systems, methods of testing and required test results". Other resolutions, adopted by the IMO, led to the introduction of performance standards. These too have to be met, as appropriate to the type of equipment concerned. For example, speed and distance measuring equipment must meet the requirements of BS EN 61023, which specifies performance requirements, methods of testing and required test results. The latest edition of this standard also added a requirement for a serial interface, so that speed and distance data was readily available for transmission to other suitable shipboard equipment. Type Approval certification of specified equipment is also necessary before such equipment or systems can be marketed within the European Community. The Marine Equipment Directive (MED) covers all such equipment and lists all applicable standards to which such equipment must conform.

EN 60945 specifies that all maritime navigation and radiocommunication equipment must be able to withstand the specified limits of these environmental tests:

- Normal and low temperatures
- Dry heat and damp heat
- Vibration
- Rain, spray and water immersion
- Very high or low humidity
- Solar radiation
- Oil resistance
- Corrosion

The Lilley & Gillie paradigm is one of continuous development through innovation over almost two centuries. Its axiom of quality and reliability is widely acknowledged. The Technical Centre continues to move forward through design innovation, implementation, harmonised adaptation and multi discipline integration.



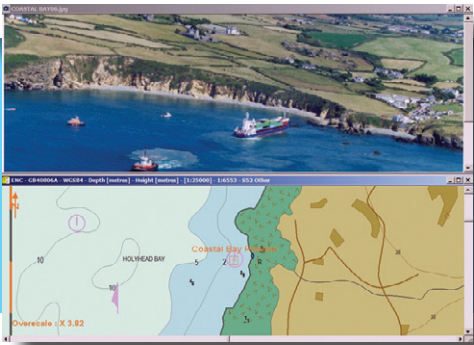


ECDIS/ECS Software and Hardware

ECDIS/ECS Software and Hardware

Navmaster 800

Type approved ECDIS with 24" monitor and 19" rack mount processor. Variety of mounting options.



Navmaster Office

Navmaster software for office use. Can be used for many purposes including incident management and passage planning.

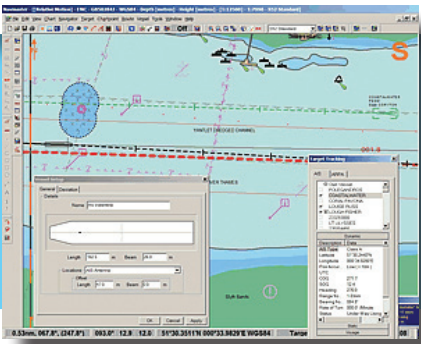


Navmaster 1000

Type approved Panel PC ECDIS. All in one with 21.3" monitor

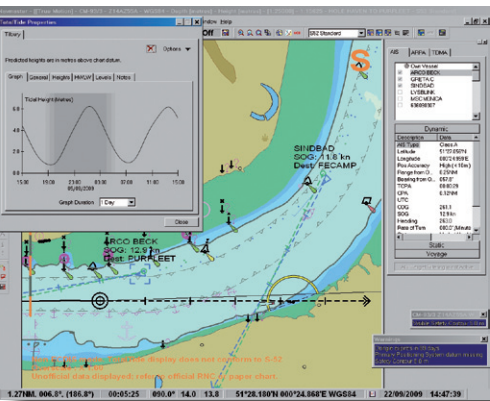
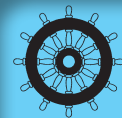
Navmaster Pilot

Designed as a portable easy-to-use system to assist pilots. Can be connected to the vessel's AIS to show the vessel's data.



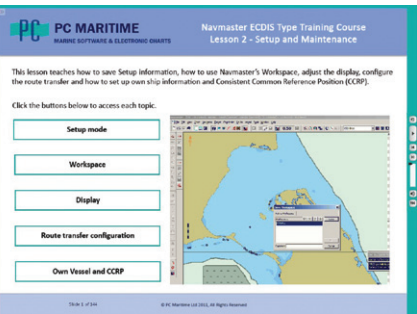
Navmaster 1200

Type approved with 19" monitor and 19" rack mount processor. Variety of mounting options.



Navmaster AIS

Offering a graphical display of AIS targets on electronic charts. Used in many small and medium-sized ports around the world.



Navmaster ECS

Based on the Navmaster full ECDIS software, Navmaster ECS is available for users that do not need to meet ECDIS carriage requirements, but want the benefits of digital navigation.

Navmaster Computer Based Training (CBT)

Onboard training CDs with examination. Type specific training certificates available from this system.



Navmaster Training

Software suitable for use in training schools. Train on full ECDIS software.



Walker Equipment

Walker Equipment

4020 Type Approved EM Speed Log System

Available for all hull materials in fixed or retractable sensor versions.



2080 Wind speed and direction system – ultrasonic system NMEA outputs

True wind option available.

7070 Type Approved EM Speed Log System

Available for all hull materials in fixed or retractable sensor versions.

5000 Wind/Weather combined systems

True wind option available.



7080 Type Approved Speed Log

Along with wind and weather system, traditional cup/vane or ultrasonic versions available.



BNWAS/IWAS system

Bridge navigation with alarm system BV CCS approved.

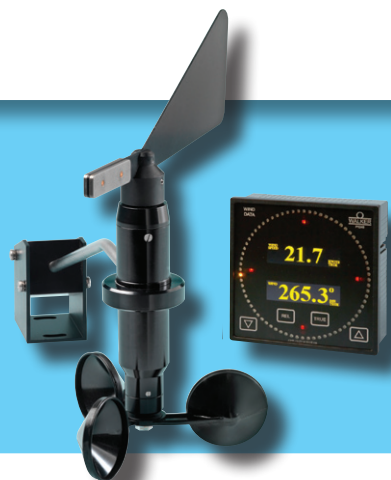
IWAS system recording wind speed and alarm system.

2050 Wind speed and direction system with NMEA output

True wind option available.

MFD System

Providing selectable data on indicators and ASO sensor connection options – wind, weather, heading, etc.





Magnetic Compass Systems

Magnetic Compass Systems

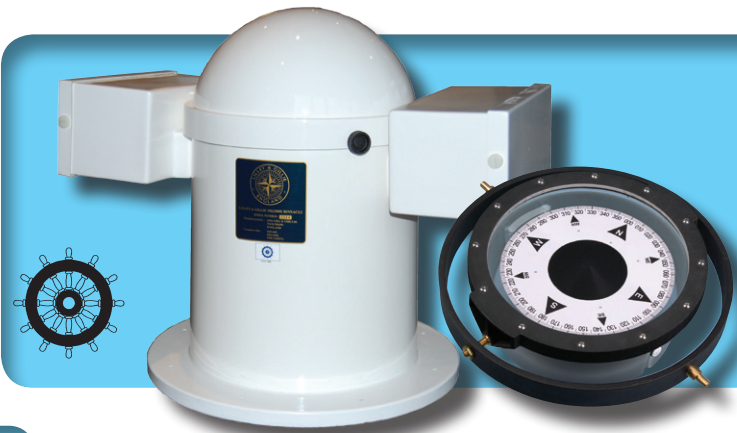


MK2002S
Reduced height compass system according to current IMO legislation for vessels on restricted service or under 150 GRT. Approved by BV, CCS and Wheelmarked.

Available either in reflector or non-reflector versions, in white or grey.

MK2000S
Meets in full all IMO legislation for vessels over 150 GRT. Approved by BV, CCS and Wheelmarked.

Available either in reflector or non-reflector versions, in white or grey.



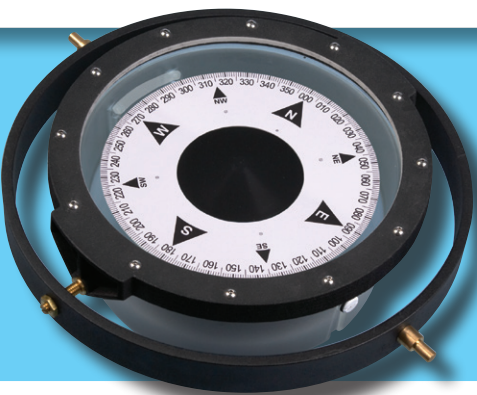
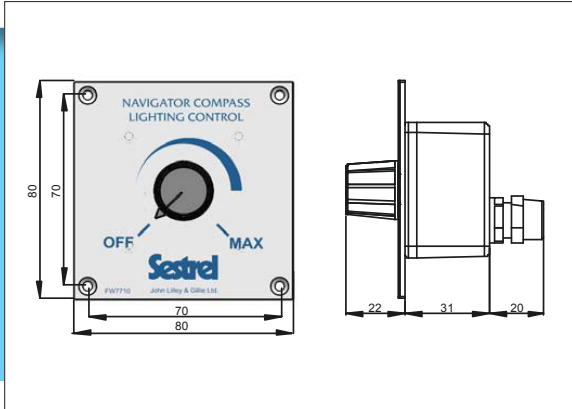
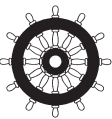
FW7703
Navigator Compass Binnacle.



FW7701
Navigator Compass Wellfit.

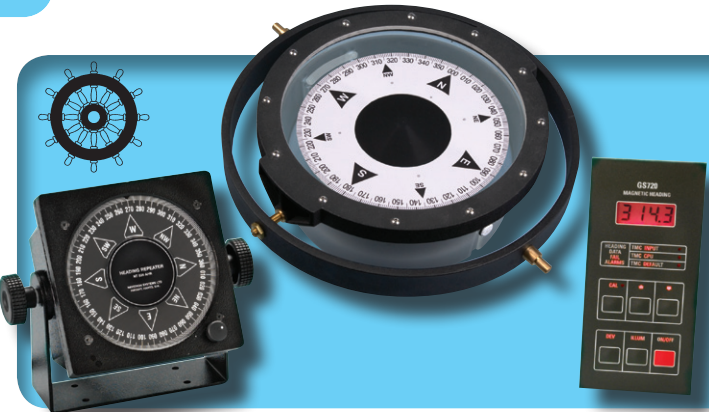


FW7710
Dimmer Control for Navigator Compass.



SR4 Magnetic Compass
Approved by CCS, BV and Wheelmarked. Desk mount or overhead bracket mount with illumination is available.

Transmitting Magnetic Compass System
Providing heading information to receivers and off-course alarm available. Extra NMEA outputs if required.



Lilley & Gillie Marine Instruments



Bells and Fog Gong

- F0030** Bell, brass, 300mm dia., c/w certificate and engraving (if required).
- F0031** Bell, brass, 200mm dia., c/w bracket, and engraving (if required).
- FW3000** Zinc plated steel 410mm fog gong and beater c/w certificate and engraving (if required).

Clock, chronometer, barometers and barograph

- FW0100** Clock, quartz, 150mm (6") dia. dial, marine quality brass case, bulkhead mounting.
- F0046** Chronometer, Gillie Sestrel, quartz 90mm dial, wood box.
- FW0016** Barometer, aneroid, 150mm (6") dia. dial, mm & mb scale, marine quality brass case, black paint finish, bulkhead mounting.
- F0010** Barograph, type 207M with damped movement in wood case c/w 50 off 7 day charts.



Sextant and binoculars

- F0800** Sextant, type Lilley & Gillie 4 x 40 c/w carrying case and calibration certificate.
- F0037** Binoculars 7 x 50, waterproof, individual focusing, rubber armoured c/w soft padded case and straps.



Electronic Services and Sales Network

As well as our own range of electronics (Lilley & Gillie, Walker and Chernikeeff), Lilley & Gillie are the UK sales and service agents for the Yokogawa Denshikiki (Hokushin) range of gyro compasses, autopilots and EM logs. Through our UK network of engineers we are able to carry out routine service and repairs on any of this equipment in UK ports.

Australia
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SMCP - South Marine Charts & Publications (s)
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Email: marc@smcpbrasil.com.br
Website: www.smcpbrasil.com.br

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Email: info@marel.gr
Website: www.marel.gr

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Express Marine Electronics Co. Ltd
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Imtech Marine China Hong Kong Office
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Zhen Li Hong Kong Co
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Website: www.elcomeindia.com

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Email: tech@cgtelemar.com

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Tel No: +82-70-4254-1352
Email: hch8765@megapass.net

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Compass Services Centre
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ME&O Fleet Support SDN BHD
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MRS Marine Services (M) Sdn Bhd
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Website: www.globmarel.com/

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Email: y.boev@saitmarine.ru
Website: www.saitmarine.ru

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Email: sales@codar.com.sg

Jason Electronics PTE Ltd
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Email: service@jason.com.sg
Website: www.jason.com.sg

Raytheon Anschuetz Singapore Pte Ltd
Tel No: +65 6473 0048
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AMI Marine International Pte Ltd
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Email: sales@amisales.com.sg

W.H. Brennan & Co Pte Ltd
Tel No: +65 6549 5111
Email: whb@whbrennan.com

Can Traders & Services Pte Ltd.
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Email: sales@cantrade.com.sg

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Email: radar@smd-marine.com
Website: www.smd-marine.com

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Website: www.aagehempel.com

Crame
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Email: service@crame.es
Website: www.crame.es

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Email: leeder.kao@msa.hinet.net
Website: www.leedermarine.com

Turkey
Polar Trading A.S
Tel No: +0090 2122 924667
Email: ozcan@polarmarine.com
Website: www.polarmarine.com

Electro-Deniz Ltd Gemi Elek.
Tel No: +0090 2163927729

Ratelmak Ithalat Ihracat AS
Tel No: +0090 216 330 79 16
Email: main@ratelmak.com
Website: www.ratelmak.com

Akademi Denizcilik
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Email: admin@akademidenizcilik.com
Website: http://www.akademidenizcilik.com/

UAE
Zener Electronics Services
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Email: service@zener.ae
Website: www.zener.ae

Elcome International L.L.C.
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Email: inquiries@elcome.ae

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Email: service@mackaymarine.com
Website: www.mackaymarine.com

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Email: shiptechcompany@hn.vnn.vn

Haanh Co. Ltd
Tel No: +84 313 599 611
Email: haanhcoltd@vnn.vn

Samaser Corporation
Tel No: +848 394 000 73
Email: info@samaser.com.vn



Manufacturer of magnetic compasses, TMC's and nautical instruments. Adjusting, testing and repair of magnetic compasses by certificated compass adjusters.



Manufacture of type approved navigation and data instrumentation for commercial vessels.



PC MARITIME

ECDIS and electronic chart systems.



Manufacture of military grade instrumentation systems for naval and paramilitary vessels.



High quality commercial equipment for the leisure market.



UK sales and service of Yokogawa gyros, autopilots and logs.



Distribution of lighting products including navigation lights, navigation light switch panels and searchlights.



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