



## PRESS RELEASE

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### **MOTIA COMPAGNIA DI NAVIGAZIONE SELECTS VESON NAUTICAL'S IMOS**

*Seaarland Shipping Management's Successful IMOS Installation Prompts Motia to Select Veson's Software; Pooling Partners Will Benefit from Consolidated, Powerful Solution*

**Boston, MA and Venice, Italy– January 12, 2009** –Veson Nautical, the US-based maritime software developer delivering outstanding chartering, operations and accounting solutions for cargo transportation, today announced that Motia Compagnia di Navigazione based in Venice, Italy has chosen Veson's Integrated Maritime Operations System (IMOS). Motia is the technical manager for the Netherlands-based Seaarland Shipping fleet, which implemented Veson's IMOS last year. Prompted by the success at Seaarland, Motia announced today it has purchased and installed IMOS.

IMOS has been managing all aspects of cargo transportation for Seaarland's fleet, which includes 11 handymax product tankers, 3 panamax bulk carriers, 4 Aframax Tankers, and 3 Panamax tankers. The fleet also includes 23 chartered tankers ranging from 35,000 to 160,000 dwt. Seaarland is currently embarking on a new building program which will eventually include 5 Panamax and 4 Minicape Bulk carriers, 3 Suezmax, 2 Aframax, 1 Panamax and 2 Product Handymax Tankers. Motia also has a new building plan which includes 2 Medium range and 2 handymax Product Tankers. Most of the vessels are employed in pool partnerships with Handytankers and Aframax International.



John Veson, president of Veson Nautical, remarked, “This is an excellent example of how IMOS can be leveraged effectively with a number of partners. We are pleased to be working with Seaarland and Motia as well.”

Motia has installed IMOS at its Venice headquarters; the software is now up and running and they are testing IMOS OnBoard currently. OnBoard should be fully operational for all the vessels this summer.

Captain Roberto Zanca, Global Operations Manager for Seaarland Shipping Management and Motia, remarked, “Last year, Seaarland sought an integrated, comprehensive solution to replace our existing software; we needed a consolidated package that could easily manage data input from various sources. Using IMOS, Seaarland has enjoyed increased efficiency, a significant reduction in manual labor and we have clearly seen a return several fold on the value of our overall investment. Because of the success we experienced at Seaarland, implementing IMOS at Motia was a logical choice, and so far we’ve been very pleased with the results.”

### ***IMOS to Deliver Efficiencies for Partners***

IMOS allows Seaarland and Motia staff to share data and yet contribute their activity information to different databases. IMOS for Seaarland and Motia runs on one server each, which is accessed by different remote users since accounting for the two companies are handled by different software packages. Veson’s IMOS readily handles the various locales and effectively consolidates the data—delivering information quickly to the ship and office personnel. In addition, management can access both systems quickly for reporting purposes. Veson’s sophisticated multi-layered security module ensures only password-protected users can access information, on a read-only basis as necessary.



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### ***About Motia Compagnia di Navigazione***


Motia Compagnia di Navigazione SpA is a Venice-based ship owning and ship management company which operates high quality tankers and bulk carriers. Motia Compagnia di Navigazione owns, operates and technically manages a modern fleet of product and chemical tankers under the Italian flag. It also provides technical management services for the modern fleet of tankers and bulk carriers commercially operated by Seaarland Shipping Management. More information can be obtained by dialing Motia at +39.041.5353411, by emailing [chartering@motia.it](mailto:chartering@motia.it) or by visiting the company's web site: [www.motia.it](http://www.motia.it)

### ***About Seaarland Shipping Management***

Seaarland Shipping Management is a Netherlands-based ship management company which operates high quality tankers and bulk carriers. The technical management of Seaarland fleet is carried out by Motia Compagnia di Navigazione ([www.motia.it](http://www.motia.it)) in Venice, while Seaarland Management Services Private Ltd ([www.seaarland.co.in](http://www.seaarland.co.in)) based in Mumbai, is responsible for the manning of the fleet and training of the crew. Seaarland Management Services Singapore spearheads expansion for the group into Asia ([www.seaarland.sg](http://www.seaarland.sg)). More information can be obtained by dialing Seaarland Shipping Management BV at +31 (0)20.346.8410, emailing [info@seaarland.nl](mailto:info@seaarland.nl) or by visiting the website: [www.seaarland.nl](http://www.seaarland.nl)

### ***About Veson Nautical***

Founded in 1979, Veson Nautical is a US-based maritime software developer whose user friendly, visual approach is based on best practices developed over its 28-year history. The company was an early pioneer in developing industry software solutions, and was the first to automate port-to-port Distance Tables for use in early Voyage Estimating applications. Today, the company's flagship Integrated Maritime Operations System (IMOS) optimizes profits by streamlining workflow and consolidating information across chartering, operations and accounting departments. From London to Houston and Singapore, marine transportation customers in the shipping, energy and defense



sectors use Veson's flexible, easy-to-use and graphically outstanding solutions. The company may be reached via the web at [www.veson.com](http://www.veson.com) or in their Boston, MA headquarters at +1.617.723.2727.

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