

PC Maritime strikes deal with major chart agent Lilley & Gillie

In a move to provide investment for development projects and to strengthen its distribution worldwide, marine software company PC Maritime has combined forces with leading Admiralty chart agent John Lilley & Gillie Ltd. Lilley & Gillie are acquiring 50% of PC Maritime, with 50% retained by founders and owners David & Anne Edmonds.

The agreement exploits the natural synergy between the two companies. Lilley & Gillie (with sister companies Walker Marine Instruments, DPM UK and DPM Singapore) is a long-established chart agent and navigation instrument manufacturer with worldwide distribution; PC Maritime's core product, Navmaster, is a proven electronic chart system with a substantial customer base in both leisure and commercial market sectors. The combination provides a complete electronic navigation package of chart data, ECS or ECDIS software and hardware for the shipping market where Lilley & Gillie operate, and PC Maritime will continue independently in the recreational and superyacht sectors.

"Our partnership with PC Maritime considerably increases the package of bridge equipment we can supply to our customers now, and it gives us access to PC Maritime's technical expertise to develop new electronic products and services," said Graham Knight, managing director of Lilley & Gillie. "ECDIS is likely to become a mandatory fit on SOLAS vessels and probably the next major purchase for shipowners retrofitting equipment on the bridge. PC Maritime's Navmaster product range is already well-known for quality and, just as important I believe, for excellent technical support including remote diagnostic techniques. Looking further ahead, we will jointly develop technical solutions to enable us to deliver improved services to our customers."

"I am very pleased we are combining forces with Lilley & Gillie", said PC Maritime's managing director David Edmonds. "Lilley's investment in PC Maritime will finance our software and internet developments, which will benefit all our customers in commercial and leisure sectors. We have strong domestic sales for the Navmaster product line, and we can now strengthen export sales via Lilley & Gillie's distribution network as well as through other channels we are establishing. "

David Edmonds will continue as PC Maritime's managing director, Anne Edmonds as marketing director and the company will remain at its existing premises in Plymouth.

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NOTE to EDITORS

Lilley & Gillie

Founded in 1812, John Lilley & Gillie Limited is based on the River Tyne on the North East of England. As an International Admiralty Chart Agent (IACA) it offers a computerised Outfit Management service covering all BA and US charts, all nautical publications and ISM auditing documentation. The company provides a supply and updating service for Admiralty Raster Chart Services (ARCS) and Electronic Navigational Charts (ENC) ensuring that vessels always have on board the most up-to-date charts and publications required.

Lilley & Gillie also has a considerable range of manufactured products including:

- Its own range of Magnetic Compasses, Transmitting Magnetic Compasses, Nautical Instruments and Equipment
- The Walker Marine range of Wind Equipment, Speed Logs, Autopilot and Echosounder
- The Chernikeeff range of Naval Speed Log Equipment.

Lilley & Gillie is now one of the few remaining magnetic compass manufacturers in Europe and provides a full repair and on-board adjusting service.

In addition to the manufactured items, Lilley & Gilley also distribute and service, where applicable, a full range of marine products including Gyros, Searchlights, Floodlights, Navigation and Signalling Lights, Navigation Light Switch Panels, Ship's Bells, Foghorns, Fog Gongs, Day Shapes, Hydrometers, Hygrometers, Chart Room Instruments and Lead Lines.

Lilley & Gillie were bought by Charente Limited, Liverpool in 1999. In the summer of 2002, they acquired the assets of marine instrument maker Thomas Walker & Son limited of Birmingham incorporating the Walker Marine, Chernikeeff and NECO brand names.

Manufacturing for both company's complementary ranges of navigational instruments has now been centred in Birmingham, while sales and marketing and all administrative functions of the combined company have been centred at the North Shields Head office.

PC Maritime

PC Maritime Ltd is a leading developer and supplier of software, electronic charts and associated hardware to marine markets worldwide. Its products include electronic navigation systems, office-based electronic chart applications, type-approved engine room training simulators and electronic chart services.

An independent British company founded by David and Anne Edmonds in 1987, PC Maritime has an high reputation for product quality and service, an impressive series of design and innovation awards and a record of firsts in PC software development and marketing. It was the first manufacturer to support the UK Hydrographic Office ARCS product in 1996 and has been actively involved in UKHO developments including the latest ECDIS service trials.

PC Maritime's customers range from shipowners, shipmanagers, maritime authorities, maritime colleges to coastguards, ports, survey and salvage companies, superyachts and thousands of leisure yachtsmen.