



**HYPACK**  
a xylem brand

Sounding Better!

## HYPACK in Latin America June July 2017

by Carlos Tejada

It has been another period full of activities in the Latin American region. Please take a look at the most important ones:

### ***Single Beam Training for the Administracion Nacional de Puertos in Uruguay***

From May 29th to June 2nd, we carried out a training course for this governmental institution responsible for hydrographic data collection in the main ports of Uruguay, which is the base for conducting dredging operations along channels and ports. In this training, there were also participants from the Comisión Administrativa del Rio Uruguay, another prominent HYPACK® user in Uruguay.



### ***Technical Visit to the Uruguayan Hydrographic Service - SOHMA***

During the first week of June, we visited SOHMA, a prominent and long-time HYPACK® user in Uruguay. Together we discussed possibilities to conduct a long training course integrating training for several sensor types, such as multibeam and single beam echo sounders, side scan sonar, magnetometers and ADCP. This event would take place in 2018. We also took the opportunity to reinforce communication channels to provide better support to them, and to receive their input and recommendations for future improvements to the software as well.

---

I would like to thank CLEDIRSA, our Agent for Uruguay for helping us to organize this important visit.



---

### ***MULTIBEAM TRAINING FOR THE NAVY OFFICERS SERVING IN THE DIRECCION GENERAL ADJUNTA DE OCEANOGRAFÍA, HIDROGRAFIA Y METEOROLOGÍA***

Thanks to our Agent in Mexico, we were able to provide an important training to the Mexican Navy in processing multibeam data.

In this training, we also had the participation of National representatives of several countries in Central America: Guatemala, Panamá, Dominican Republic, El Salvador, Honduras, and Nicaragua. Those countries are participating in a one-year course in Hydrography and Nautical Cartography that is part of the FOCAHIMECA initiative. This is a program of the Mexican Government to provide assistance to those Central American countries to strengthen their national capabilities to conduct hydrographic surveys. All of them use HYPACK® as their main tool for this purpose.



---

## **LECTURE TO CELEBRATE THE HYDROGRAPHY WORLD DAY IN MÉXICO**

On June 21st, 2017, we were invited to participate as the keynote speaker at the celebration of the Hydrography World Day in Mexico. This invitation came from the Admiral Fernando Angli, head of the Mexican Hydrographic Service. The lecture was about the challenges that the Latin American Hydrographers are facing in today's world. The presentation was focused in generating more awareness of hydrography and its contribution to what is known as the blue economy.



---

## **A NEW DREDGEPACK® SYSTEM IN ARGENTINA**

We completed the integration and training for a complete DREDGEPACK® system on board the cutter suction dredge "Arantar". This is part of the Consultation S.A. dredge fleet.

They are conducting a dredge project that plans to remove 1 million cubic meters of material to from an artificial lake that will be used for nautical sports and recreational boating within one of the largest gated communities around Buenos Aries. The project is expected to be complete in 15 years. The integration was conducted with the help of our reseller for Argentina, Ingenieros Electrónicos Asociados. IEA now is capable of handling the installation of all the sensors that are part of the DREDGEPACK® system. Congratulations to IEA and thank you for helping us expand our user family within Argentina.





---

## ***LECTURAE AT THE HEROIC NAVAL ACADEMY OF MÉXICO***

In June 2017, with the assistance of our Reseller for México, SEAPROD, we conducted a technical visit to the Mexican Naval Academy, specifically to The Dean of the Marines Program. They offer a Bachelor Degree in Hydrographic Engineering to their alumni. In that regard, they were looking for HYPACK® as their main tool to design surveys, collect and process hydrographic data, and to generate the final products that the Marines needed. We discussed with them several possibilities including our academic licenses.



---

## ***HYPACK® SEMINAR IN BRAZIL***

With the logistical and administrative support of our distributor for Brazil, we conducted a HYPACK® seminar from June 27th to the 29th in Rio de Janeiro.

There were around 50 attendees from several cities and companies in Brazil. During the seminar, we provided several presentations covering different components of the software specifically focused in multibeam surveys. On the second day of the seminar, we conducted a survey in the vicinity of the Niteroi Port, using an R2Sonic system installed on board a catamaran. The attendees had a great opportunity to see HYPACK® in action with a complete multibeam system, collecting and processing real data from that port.



---

## ***VISIT TO THE “CENTRO DE HIDROGRAFIA DA MARINHA” (CHM) IN NITEROI, BRAZIL***

Thanks to the coordination conducted by our distributor for Brazil, we were able to visit the National Hydrographic Service of Brazil, with whom we engaged in a very interesting conversation. We discussed reorganization of the Hydrographic activities within the service, which is divided into several regions to be able to cover such a big country.

---

We took the opportunity to establish new connections to build a contact network that can provide better support for them, and from which we can receive their comments and recommendations.

They are one of the biggest HYPACK® users in the region with many ships conducting hydrographic surveys and using HYPACK® as their main tool for that purpose. A2 Marine will dedicate one person to deal with the Navy requirement due to its complexity and the many units that we will engage with.



---

## ***MULTIBEAM TRAINING FOR THE “SERVICIO HIDROGRÁFICO DE COLOMBIA” IN TUMACO***



From July 10th to the 14th, we conducted a multibeam training with the Colombian Navy. The training took place in Tumaco, a port along the Pacific Ocean on the border between Colombia and Ecuador.

During the training, we included channel design and the use of RTK tides.

---

---

## ***MULTI-SENSOR TRAINING AND INTEGRATION FOR THE PANAMA CANAL***

From July 17th to the 28th, we conducted Phase 1 of a large, 2-phase HYPACK® training for the Panama Canal in which we will be integrating and training their surveyors in the use of multibeam, side scan, ADCP, magnetometer, and LIDAR systems.

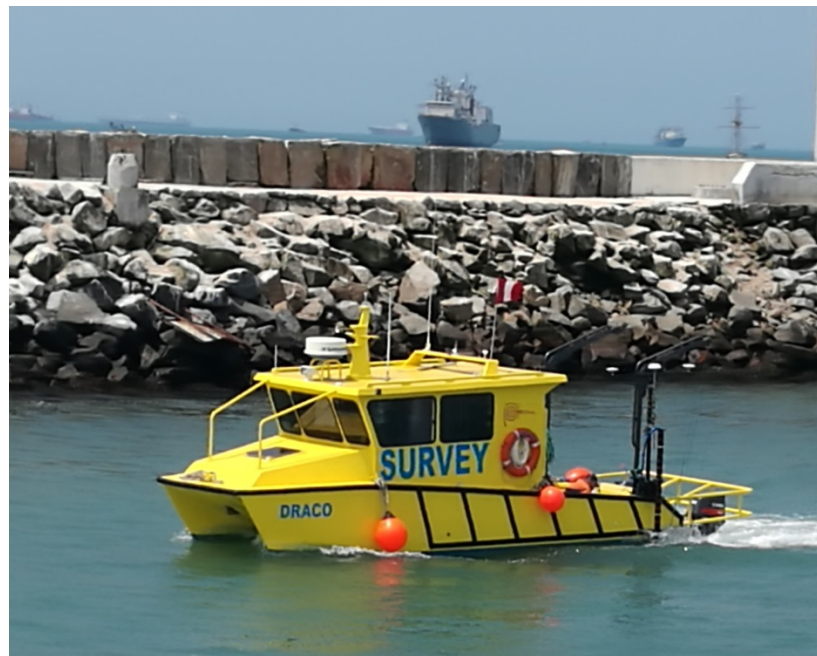
Phase II of this training will be conducted in August 2017.

---

## ***5 SCHOLARSHIPS FOR A MULTIBEAM COURSE PROVIDED THROUGH THSOA LA***

From October 30th to November 3rd, a Multibeam course will take place in Lima, Peru. The course will include the collection and processing of actual data collected on board the DRACO catamaran that belongs to CANOPUS, a Peruvian Surveying Company. The system used will be a RESON T20P operated with HYPACK®/HYSWEEP®. The organizers are offering 5 scholarships to the Spanish-speaking members of the Hydrographic Society of America.

If you are interested in participating, please check the web page [www.thsoa.org](http://www.thsoa.org) for more information. Please use this link: <https://thsoa.org/Noticias-del-Capitulo-de-America-Latina/4930171>.





---

## ***NEW RESELLERS FOR THE LATIN AMERICAN REGION***

We have reinforced our Resellers networks within Latin America. Please join me in giving a warm welcome to the following new resellers:

- Pablo Ortega, of GEOCOM in Chile
- Cristian Carrasco, of Geo Instrumentos Ltda. in Chile
- Edgar Mendoza, of GEOSYSTEM in Panamá
- Fernando Miranda of COTECMI in Ecuador
- Ivan Pazmiño of Instrumental & Óptica in Ecuador

Please contact us ([carlos@hypack.com](mailto:carlos@hypack.com)) if you need their contact information. We want to wish them the best luck in their new responsibilities as our Resellers.

In some countries we will have more than one reseller; this is not to create competition between them, but to complement our offer covering several markets, including the new area of the unmanned systems.

Please, again, join me welcoming our new team members who will help us provide better support to our users, and grow our already large family of users in Latin America.

---

## ***UPCOMING HYPACK® SEMINAR AND MULTIBEAM COURSE IN TAMPICO, MÉXICO***

Starting July 31st, we will be conducting a two-day HYPACK® seminar followed by a 4-day multibeam course. During the course we will use an R2Sonic system on board a launch belonging to our reseller for Mexico. If you're interested in participating, please contact our reseller. The two activities are independent, so if you want, you can participate in one but not the other.



Servicios • Asesoría • Proyectos • Operación • Dragado

INVITAN AL



**HYPACK**  
a xylem brand



# Seminario HYPACK 2017

## Tampico, Tam, del 31 de Julio al 01 de Agosto

HOTEL CAMINO REAL ubicado en Av. Hidalgo No. 2000 Col. Smith Tampico, Tamaulipas C.P. 89140 | Tel.: 01.833.229.3535

### OBJETIVO

Servir de instrumento de intercambio de información con los usuarios, conociendo de primera mano sus inquietudes sobre el paquete, facilitando la discusión de propuestas de modificación y mejoras, a la vez de conocer los posibles problemas que se presentan en el uso del mismo.

### BENEFICIOS PARA LOS USUARIOS

1. Entrenamiento básico a un costo mínimo y en idioma español.
2. Oportunidad de presentar directamente sus inquietudes sobre el software a un representante de la compañía.
3. Oportunidad para conocer herramientas de soporte técnico disponibles a través de HYPACK.
4. Oportunidad de intercambiar experiencias con otros usuarios del país.
5. Conocer los últimos desarrollos del paquete y que esperar en el futuro cercano.

### BENEFICIOS PARA HYPACK

1. Conocer de primera mano lo que piensan los usuarios, escuchando sus recomendaciones de desarrollo o sus dificultades.
2. Oportunidad de incorporar cambios requeridos por los usuarios.
3. Facilitar el adecuado uso del software y por ende que los usuarios puedan obtener el máximo provecho del mismo.
4. Mejorar el conocimiento del programa de usuarios potenciales y eventualmente facilitar la toma de decisión respecto del paquete.

PARA INFORMES Y REGISTRO,  
FAVOR DE CONTACTAR CON:

Ing. Juan Estrada Fuentes  
Email: jef@seaprod.com.mx  
Tel: 01.833.217.6085 Ext. 105

Lic. Víctor Andoni Aguirre Hdz.  
Email: vaah@seaprod.com.mx  
Tel: 01.833.217.6085 Ext. 110

### COSTO POR PERSONA

**US\$350.00**  
(+ IMPUESTOS)

# Curso HYPACK Multihaz 2017

## Tampico, Tam, del 02 al 05 de Agosto

HOTEL CAMINO REAL ubicado en Av. Hidalgo No. 2000 Col. Smith Tampico, Tamaulipas C.P. 89140 | Tel.: 01.833.229.3535

Hypack a Xylem Brand y Seaprod S.A. de C.V. les invita a participar en el primer Curso Profesional Multihaz de Hypack en México. El curso Hypack® Multihaz México proporcionará a los usuarios de Hypack® una oportunidad, para obtener un aprendizaje exhaustivo del software Hysweep y de los equipos que se integran.

Cuatro días de entrenamiento teórico y práctico cubrirán la agenda que incluye desde generalidades básicas de un levantamiento hasta el ploteo de datos colectados durante este evento. Dicho curso será brindado técnicos especializados de Hypack, a los cuales los usuarios podrán plantear todas sus inquietudes.

El costo del evento es de USD \$1,300 por participante e incluye las 4 jornadas del curso teórico y práctico, además del almuerzo, material para el curso y algunos regalos sorpresa.

PARA INFORMES Y REGISTRO,  
FAVOR DE CONTACTAR CON:

Ing. Juan Estrada Fuentes  
Email: jef@seaprod.com.mx  
Tel: 01.833.217.6085 Ext. 105

### COSTO POR PERSONA

**US\$1300.00**  
(+ IMPUESTOS)