

Marine Ethernet IP Cameras — Pricing, Reputation & Brain-Pairing Fit

Candidate third-party cameras LOOKOUT can recommend and resell paired with the LOOKOUT Brain. Ethernet/IP status verified per model; closed/analog systems flagged. Prices are current US street prices. Volume, revenue, and margin figures marked "est." are best guesses.

Compiled Aug 13–14, 2026 (v4) · Brain requirement: RTSP or ONVIF stream over Ethernet (PoE preferred) · CRM status from HubSpot as of Aug 14

● Excellent — open IP stream, right price tier
 ● Good — works, with caveats
 ● Fair — niche or friction
 ● Poor — closed, analog, or wrong tier

CAMERA	PHOTO	STREET PRICE (USD) ↕	PAYLOAD / TYPE	ETHERNET IP?	MARINE BUILD CERTS
Furuno FIP-460 Furuno · Japan 🇯🇵 Buy: GPS Store (~\$430–495)		~\$430–495	Compact 3MP day/night IP cam, LED illuminator, rotatable ball; for TZtouch3/XL + TIMEZERO.	Yes — ONVIF, PoE or 12VDC	IP66, surface/bracket mount
Sionyx Nightwave Digital Sionyx · Beverly, MA 🇺🇸 Buy: Defender		\$2,895–\$2,995	Black-silicon color low-light CMOS, 1280×1024 @30Hz, <0.001 lux, fixed 44° FOV. No thermal, no PTZ.	Yes — ONVIF + RTSP, PoE Analog Nightwave (\$1,895) is NOT IP	IP67, MIL-STD-883C, IEC 60068-2-27 (analog model claim)
IRIS ATOM A4395 (+ line) IRIS Innovations · UK 🇬🇧 (US: Ft. Lauderdale) Buy: Citimarine		\$4,785 line: \$315–\$4,785 (PHOTON 4K \$1,117; mini IP PTZ \$1,182; IRIS740 through-hull IP \$1,032)	Dual-payload thermal (640×512 / 400×300) + 2MP visible 10x IP PTZ; stainless IP domes/bullets; 4K PHOTON low-light; true through-hull line.	Yes — ONVIF-S, PoE, RTSP; NDAA-compliant claim	IP66–IP68, 3000h saltwater, EN 60945, FCC/CE, explosion-proof variant
FLIR M300C Teledyne FLIR · USA 🇺🇸 Buy: Defender		\$7,695	Visible-only stabilized PTZ, 1080p Sony CMOS, 30x optical zoom, 0.0008 lux; 2-axis gyro, 360° pan.	Yes — H.264 IP, ONVIF Profile S; + HD-SDI/analog	IPX6, IEC 60945, 2kV lightning heaters
FLIR M364C / M364C LR Teledyne FLIR · USA 🇺🇸 Buy: Defender		\$24,495 LR: \$34,995	Dual payload: 640×512 thermal + 1080p 30x low-light visible; CTV/MSX blending; gyro-stabilized 360° PTZ.	Yes — ONVIF Profile S, multi-stream H.264	IPX6, IEC 60945, -25 to +55°C
Raymarine CAM300 Teledyne Raymarine · UK 🇬🇧 Buy: Defender (~\$500–650)		~\$500–650 CAM220 dome ~\$680	Mini day/night eyeball IP camera, H.264/H.265, IR night vision; surface mount.	Yes — IP over RayNet/PoE, ONVIF-based stream	IPX6-class marine housing
Garmin GC 245 / GC 255 Garmin · USA 🇺🇸 Buy: GPS Store		\$699.99 / \$999.99	1080p PoE docking/observation cams with guidance lines; GC 255 is a true flush "through-hole" mount . Surround View (6-cam flush 360°) is OEM-builder-only.	Partial — IP over Garmin Marine Network/BlueNet; proprietary, no ONVIF	Marine-rated stainless opt
Axis P3268-SLVE / Q3538-SLVE / Q6225-LE Axis Communications · Sweden 🇸🇪 Buy: B&H		\$1,469–\$1,989 PTZ: ~\$4,009 (stainless PTZ line between generations)	4K stainless fixed domes (deep-learning DLPU, IR) + 1080p 31x heavy-duty PTZ. No thermal marine SKU.	Yes — ONVIF G/M/S/T, PoE/PoE+, H.264/265	316L stainless steel, IP69K, NEMA4X, MIL-STD-883C, MIL-STD-883E, PTZ; NDAA-compliant (D claim: verify per
Hikvision Anti-Corrosion (DS-2XC) Hikvision · China 🇨🇳 Buy: HIKD		\$984–\$1,435 PTZ domes: \$4,025–\$5,715	2–4MP 316L stainless bullets/domes, wipers, 150m IR. Surface-mount only — no through-hull design .	Yes — ONVIF, RTSP, PoE, H.265+	316L, IP67, NEMA4X, C5-M salt spray (720h)

CAMERA	PHOTO	STREET PRICE (USD) ₺	PAYLOAD / TYPE	ETHERNET IP?	MARINE BUILD CERTS
			Stainless thermal discontinued in US.		
Omnisense Ulysses (Micro → III) Omnisense Systems · Singapore 🇸🇬 (BH Global) Buy: Crook & Crook		\$1,700–\$7,499 Micro line; Ulysses II ~\$56K, quote-only	Micro: fixed 384x288 thermal, gyro-stabilized (S). Ulysses II/III: multi-sensor gyro gimbals, thermal 640 + low-light zoom — the Japan Coast Guard standard.	Micro: analog + WiFi — no Ethernet/ONVIF II/III connectivity unpublished; we're already integrating one for the JCG demo	Rugged Awl-aluminum; no 60945 claim
Carnegie Robotics MultiSense S30 Carnegie Robotics · Pittsburgh, PA 🇺🇸 Buy: CR shop (\$2,495)		\$2,495	Ruggedized stereo depth cam: 30cm baseline, 1920x1200, 91°x54°, ~1.4–30m range, onboard real-time 3D. Perception sensor, not a nav camera. Thermal stereo sibling: ST25.	Partial — GigE + ROS/ROS2/SDK; no ONVIF/RTSP	IP68, -40 to +80°C; no marine certs stated
Current Corp Night Navigator CURRENT Scientific · Vancouver, BC 🇨🇦 NN 2000 series (quote-only)		\$50K–\$300K quote-only, no retail	Gyro-stabilized EO/IR gimbals: cooled MWIR to 1280x720, uncooled LWIR, laser rangefinder options, 360° panoramic IR.	Partial — IP control all models; IP video on newer (NN HSC); no ONVIF	IP65, IEC 60945, DNV Wheelmark, IMO HSC code
Sunell Anti-Corrosion series Sunell · Shenzhen 🇨🇳 (TAA mfg: Taiwan/Vietnam/Japan)		~\$1,000–\$6,000 316L minis ~\$1–2K; PTZ positioners est. \$2.5–6K	5MP 30x PTZ positioners w/ wiper, 316L fixed cams, thermal + explosion-proof lines.	Yes — ONVIF S/T/G/M, RTSP, PoE on fixed models	316L, IP68; not compliant (T lines) ; no IEC 60945
Stoneridge Orlaco EMOS / EMOS II Orlaco · Netherlands 🇳🇱 (Stoneridge, NYSE: SRI) · US: Seatronx		est. \$1,200–\$3,000 OEM/quote channel	Rugged workboat ethernet cams, lens options 30°–180°, -40 to +85°C, 50G vibration; EMOS II is 100BASE-T1 automotive ethernet (needs converter).	Partial — RTP/RTSP, MJPEG/H.264; no native ONVIF ; verify RTSP URI per firmware	IP67 + IP69K fleet-wide on Damen-class builds; no 60945 type approval verified
GOST Watch HD / Specter AI GOST · Ft. Lauderdale, FL 🇺🇸		Cams ~\$400–\$1,200; XVR \$3,300–\$4,000	Yacht security/tracking systems; hybrid XVR (analog legacy + IP); Specter AI box (Viam-powered) ingests ONVIF cams.	Mixed — legacy analog-over-coax; Specter accepts IP/ONVIF	Marine-grade claims; NMEA award; no 60945/DNV
Bosch/Keenfinity MIC 7100i Keenfinity Group (ex-Bosch, Triton-owned) · Germany 🇩🇪		~\$6,000–\$12,000 EXTEGRA 316L line is EOL	Ruggedized PTZ, starlight/ultra 4K, wiper, salt-mist tested; edge analytics onboard free.	Yes — ONVIF Profile S, Hi-PoE, H.264/265	IP68, NEMA 4 IK10, EN 60052 salt mist; likely (verify SKU)
Videotec MVX + Tecnovideo TXPTV4 Videotec (Motorola/Pelco) + Tecnovideo · Italy 🇮🇹		MVX ~\$6,917; PTZ est. \$8K–\$40K	316L explosion-proof bullets and 4K 22x PTZ stations with washers; -60°C de-icing options.	Yes — ONVIF S (MVX); S/T/G/M (TXPTV4); GigE	316L electropolished IP66/67/68/69 ATEX/IECEX, Lloyd's Register type approval (MVX) , DNV 0339 (Tecno

CAMERA	PHOTO	STREET PRICE (USD) ↗	PAYLOAD / TYPE	ETHERNET IP?	MARINE BUIL CERTS
<u>Intellisystem ThermalTronix</u> Intellisystem Technologies · Italy 🇮🇹 (likely the "Intellia" you mean — confirm)		Quote-priced industrial thermal IP tier, est. \$3K–\$15K	IT-x600-IPC series IP thermal cameras (uncooled cores), industrial/surveillance line with marine/port applications.	IP yes — IP thermal streaming; ONVIF/RTSP per model, verify	Industrial rat marine certs unverified
<u>Silent Sentinel Aeron / Jaegar</u> Silent Sentinel (Motorola) · UK 🇬🇧		est. \$15K–\$100K+ quote-only	Bispectral long-range PTZ; LWIR 640×512 + 30x HD visible (human 4.6 km, vehicle 14 km); cooled MWIR options on Jaegar.	Yes — ONVIF, RTSP, H.264/265 (14–36VDC, not PoE)	IP67, marinis coatings, MIL options; UK c NDAA-safe
<u>Infiniti Electro-Optics Neptune</u> Infiniti E-O · BC, Canada 🇨🇦		est. \$20K–\$250K+ quote-only	Gyro-stabilized long-range marine PTZ; 2MP–4K to 88x; cooled MWIR to 35 km detection; ZLID laser illumination; LRF to 30 km.	Partial — IP PTZ streaming; ONVIF/RTSP advertised, verify per config	IP67, marine housings; Canadian ori NDAA-friendly 60945/DNV
<u>Black Oak Nitron XD Pro</u> Black Oak LED · Florida 🇺🇸 Buy: Anchor Express		~\$2,500–\$3,000	Full-color 4K night vision, standard/undermount variants.	No — analog or HDMI outputs only; no ethernet/IP version yet	Marine-rated housing
<u>BoatEye360 C-1080</u> BoatEye360 · Florida 🇺🇸 (founder Dhru Shah)		\$1,495 (sale, from \$1,945)	Full-color night vision, 0.0001 lux, 4K sensor (outputs 720/1080p for MFDs). Despite the name, a single camera — not a 360 array.	No — CVBS/HDMI/USB out; no ethernet/IP	316L, IP68

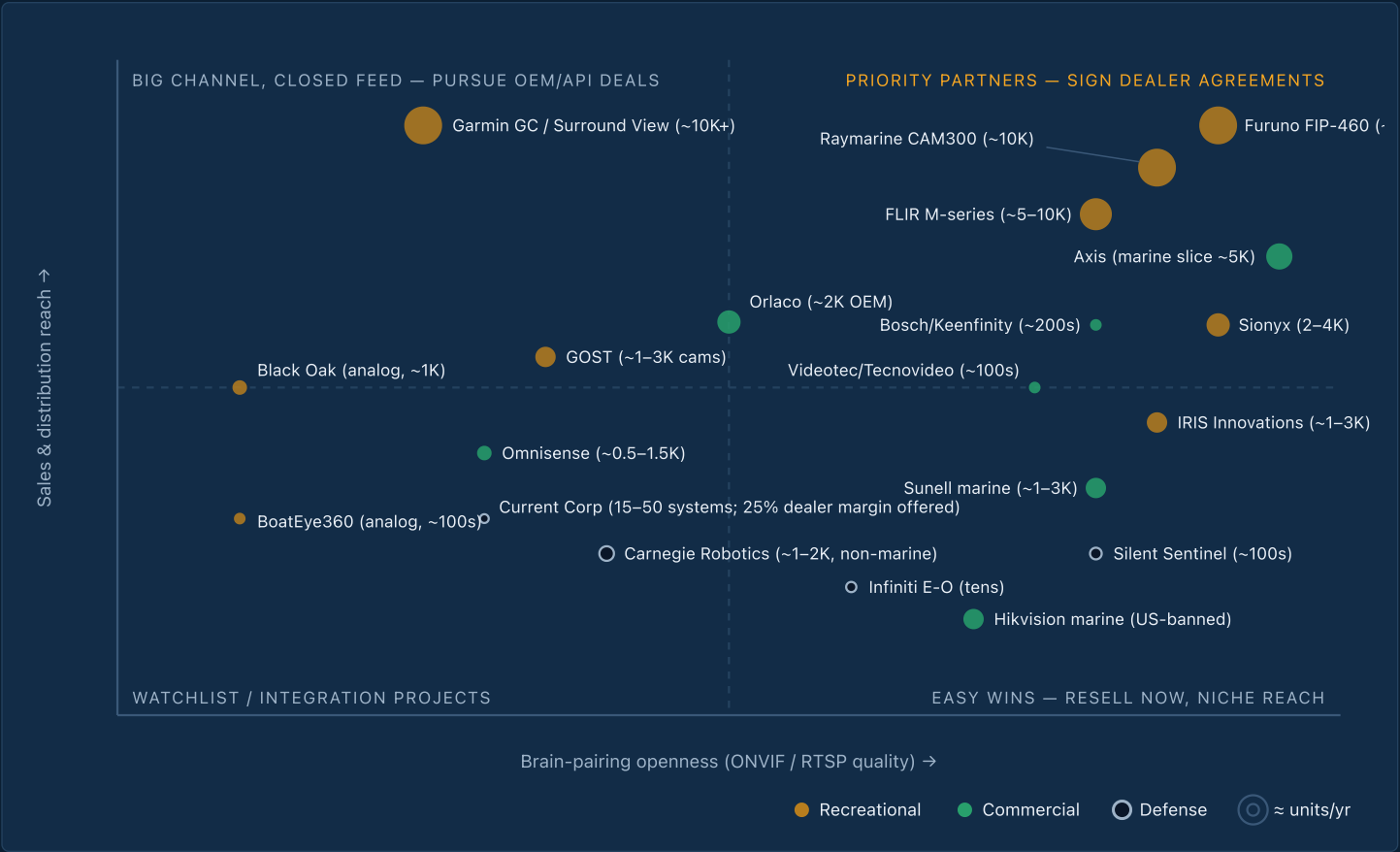
COMPANY & CHANNEL INTEL

VENDOR	KEY EXECUTIVE	SIZE / FUNDING	REVENUE (EST.)	UNITS/YR (EST.)	CAN LOOKOUT BE A DEALER?	SHOWS	KEY PARTNERSHIPS
Sionyx	Stephen Saylor, CEO; Brit Wanick, GM Marine (the door to knock)	~40 ppl; ~\$31M VC (In-Q-Tel, Polaris) + \$20M Army IVAS contract	\$10–20M	2–4K/yr (9K cumulative claim unverified)	Yes — easy. Open dealer network (CED Marine distributes); strict UPP/MAP; install-rebate program	Miami 2026 (booth MB3608)	US Army IVAS (\$20M), In-Q-Tel, Sea Tow bundle; suing Apple & Samsung on patents
IRIS Innovations	Carl Hitchcock, Director/co-founder	~10–30 ppl; founder-owned, private (UK)	£2–5M	Low thousands	Yes — easiest. Deal direct with Ft. Lauderdale office; small retailers already carry it; est. 25–35% margin	METSTRADE 2026 (stand 02.501)	Garmin IrisControl app; white-label OEM supplier to major marine electronics brands
Teledyne FLIR / Raymarine	Michelle Hildyard, GM Raymarine + FLIR Marine (promoted Jul 2026)	Teledyne (NYSE: TDY, ~\$5.6B); marine unit several hundred ppl	~\$200–275M maritime (FY2017 anchor: \$190M)	Low thousands–10K M-series	Yes. Raymarine/FLIR Authorized Reseller application via distributors (CED Marine, Wintron); strict MAP + MRP; est. 20–30% margin	METSTRADE, FLIBS	Raymarine sibling brand; Beneteau, Azimut, Formula OEM; Suzuki, Maretron
Axis	Ray Mauritsson, CEO	4,879 ppl; Canon-owned (\$2.8B acq. 2015)	SEK 18.7B (~\$1.8B) 2024	~8–12M devices global (marine is a rounding error)	Yes — low barrier. "Authorized" partner tier: buy via ScanSource/Wesco, no revenue commitment; thin margins	ISC West, GSX (security circuit)	Furuno official compatibility guide; radar-fusion dev program; NDAA-compliant
Hikvision	Hu Yangzhong, CEO	~58,000 ppl; SZ-	~\$12.8B (2024)	60–100M+ global	No — dead end. FCC authorization freeze + 2026	—	None possible in US marine

VENDOR	KEY EXECUTIVE	SIZE / FUNDING	REVENUE (EST.)	UNITS/YR (EST.)	CAN LOOKOUT BE A DEALER?	SHOWS	KEY PARTNERSHIPS
		listed, state-linked			enforcement; retailers delisting; NDAA §889		
Omnisense	Leonard Lim, founder & CEO	11–50 ppl; subsidiary of BH Global (SGX-listed)	\$5–15M	Low hundreds–1.5K	Yes — easy. Open small-dealer network (Crook & Crook, NVN, Hodges, National Marine); EDMO wholesale (verify)	DSEI, Milipol Asia; NMEA board seat	Japan Coast Guard installed base; MFD HTML5 UI (Furuno/Garmin/Ray/Simrad); formal Furuno Japan deal unverified
Current Scientific	Gregory L. Menzies, President	~10–30 ppl; private	\$3–10M	~15–50 systems/yr	Yes — 25% dealer margin offered to LOOKOUT (direct conversation, Aug 2026); heavy defense customer base; Alphasat (JRC) + Furuno Norway channels; also an AI integration partner fit	DSEI Japan, Navy Leaders, DEVCOM demos	Coast guards, OPVs, SAR fleets; Alphasat/JRC; Furuno Norway
Carnegie Robotics	John Bares, President & CEO (founder, ex-Uber ATG)	~120–200 ppl; private, founder-led	~\$30–60M	High hundreds–2K MultiSense	No program — direct/OEM negotiation via sales@; S30 currently out of stock	AUSA (defense circuit)	DARPA DRC/RACER, Army SREHD, L3Harris Diamondback UGV (AUSA 2025) ; Caterpillar, Boston Dynamics OEM

PARTNER MAP — DISTRIBUTION REACH VS. BRAIN OPENNESS

Vertical: sales & distribution reach (installed base, dealer network, brand pull). Horizontal: how cleanly the camera feeds the Brain (ONVIF/RTSP quality). Color = primary segment. **Bubble size = inferred annual marine-relevant unit sales** (square-root scale on the estimates in the intel table). Positions are judgment calls from the research above.



HOW TO READ IT

Top-right is where revenue is: Furuno, Raymarine, FLIR, Axis, Sionyx — big channels, clean feeds; sign dealer agreements and bundle. **Bottom-right** (IRIS, Sunell, Videotec, Silent Sentinel) resell today but won't carry volume — use for segment coverage. **Top-left** is Garmin: huge reach, closed feed — that's an OEM/API conversation, not a

dealer application. **Bottom-left** holds integration projects and analog watchlist — note Current Corp just moved up: 25% dealer margin offered directly, with a heavy defense customer base.

WHO'S BIG WHERE — KEY DISTRIBUTORS & DEALERS BY VENDOR

VENDOR	KEY DISTRIBUTORS	KEY DEALERS	CHANNEL NOTE
Teledyne FLIR / Raymarine	CED Marine (hosts reseller application), Wintron (dealer bonus programs), CWR, Land 'N' Sea, Seawide	NVN Marine, Defender, West Marine, GPS Store, Hodges	Program-managed installing-dealer network via distributors; strict MAP+MRP
Sionyx	Official US: CED, CWR, Fisheries Supply, Land 'N' Sea (Brunswick) , Donovan, Seawide, Starboard, Wintron; Canada: Western Marine, Transat	Defender, West Marine, GPS Store, Amazon	Broadest distribution of any night-vision brand — published partner list
Furuno	Furuno USA (Camas, WA) — dealer-only, no direct ; country distributors abroad (Furuno Norge, etc.)	Authorized install dealers (Cay Electronics class)	The commercial/fishing channel king; FIP-460 rides it
Garmin	Largely direct-to-dealer via dealer program ; wholesale via CWR, Wintron dropship	West Marine, GPS Store, all majors	OEM boatbuilder pre-rig is the real moat
Axis	ScanSource (multi-year Distributor of the Year), Wesco/Anixter, ADI	Channel integrators only — no direct	Security rails, not marine rails
IRIS Innovations	No US broadliner — own subsidiary (Iris Innovations USA, Ft. Lauderdale)	Anchor Express, Citimarine, Tetron	Thin US channel = LOOKOUT leverage in a dealer deal
Omnisense	EDMO Distributors (verified stocking)	Crook & Crook, Hodges, National Marine Suppliers (superyacht), Everest	Avionics-distribution template; superyacht chandler reach
GOST	Gemeco (Airmar's distribution arm), CA Clase (UK), GOST Europe	~300 certified installer dealers (locator)	Gemeco deal proves the transducer channel takes camera lines
Orlaco (Stoneridge)	Seatronx — the US marine/industrial channel	Commercial/workboat integrators	EU shipyard OEM direct (Damen-class)
Current Scientific	Alphatron Marine (JRC, NL), Furuno Norge ("proud distributor", 2026 strategic deepening), Energy Driven Systems (Gulf lifecycle support)	Defense/commercial direct — and now LOOKOUT at 25% dealer margin	LOOKOUT would be their first US-market dealer of note
Silent Sentinel / Videotec	Motorola Solutions / Pelco channel partners	Security integrators	One Motorola BD relationship opens both + Pelco
Sunell	One-distributor-per-country model; no US marine channel found	Generic security dealers (CCTV.supplies class)	The open NA slot — LOOKOUT could BE the US marine channel
Black Oak LED	Direct + formal marine dealer program	Defender, Hodges, Anchor Express, Amazon	LED dealer base is the asset; camera line rides it
BoatEye360 / Carnegie / Infiniti	Direct e-commerce / direct B2B / direct consultative	BoatEye: Yacht Rigger, Innovative Marine Group	No distribution infrastructure — partnership terms are wide open

HEADQUARTERS MAP



Amber = recreational · green = commercial · dark navy = defense-leaning HQ.

DISTRIBUTION STRENGTH MAP



EXECUTIVE OUTREACH — LINKEDIN + HUBSPOT STATUS

VENDOR	WHO TO REACH	LINKEDIN	IN HUBSPOT?	LAST CONTACT	PLAY
Sionyx	Brit Wanick, GM Marine (CEO: Stephen Saylor, no LI found)	/in/brittonwanickusna95	Yes	Aug 3, 2026 🔥	Dealer agreement + co-marketing at Miami (booth MB3608)
FLIR / Raymarine	Michelle Hildyard, GM (new, Jul 2026); Gordon Sprouse, Americas sales	/in/michelle-hildyard · /in/gordon-sprouse	Yes (3 records — dedupe)	Raymarine: Jul 20, 2026	Congratulate Hildyard on promotion; reseller application via CED/Wintron

VENDOR	WHO TO REACH	LINKEDIN	IN HUBSPOT?	LAST CONTACT	PLAY
IRIS Innovations	Carl Hitchcock, Director/co-founder	/in/carl-hitchcock	Yes	Apr 23, 2026 — going cold	Re-engage before METSTRADE (stand 02.501); white-label OEM angle
Current Scientific	Gregory Menzies, President	/in/menziesgreg	No — add now	David emailed Menzies Aug 14 (met Aug 6)	25% dealer margin already offered — paper the dealer agreement; defense customer intro path
Omnisense	Leonard Lim, CEO — David knows Leonard personally; Fiona Chen, US office (Ft. Lauderdale)	/in/leonard-lim-sg-usa · /in/fiona-chen	No — add	—	JCG demo already in motion — formalize dealer terms
BoatEye360	Dhru Shah, founder	via boateye360.com	Yes	Aug 4, 2026 🔥	Active conversation — push IP variant roadmap
Black Oak LED	Randy Powell — randy@blackoakled.com · 1-800-348-1287	met at IBEX 2025 (booths 50 ft apart)	Yes	Jul 31, 2026 — quiet since Apr	Warm per David's Jul 23 memo: they went HDMI (for Garmin) over PoE; open question to Randy on HDMI run limits + converter path to Brain RTSP
GOST	Jay Keenan, CMO (CEO Brian Kane, no LI found)	/in/jaykeen	Yes	Oct 9, 2025 — stale	Careful: their Viam Specter AI competes with the Brain; channel-share conversation
Furuno USA	(existing relationship)	—	Yes (multiple)	Jul 14, 2026 (USA); Aug 3 (ES)	FIP-460 + Axis-compat guide = natural Brain bundle pitch
Garmin	(OEM/BD route)	—	Yes (no logged touch)	—	OEM/API conversation, not dealer application
Axis	Partner program (CEO: Ray Mauritsson)	/in/ray-mauritsson	Yes	Jan 22, 2026	Apply for Authorized tier via ScanSource/Wesco — paperwork, not persuasion
Sunell	Ann Wu, Co-founder & GM	/in/ann-wu	No — add	—	NA distribution gap = pitch LOOKOUT as US marine channel
Orlaco	Jan van Beek, MD	/in/bemasu	No — add	—	US marine reach via Seatronx; verify RTSP compatibility first
Silent Sentinel	Paul Elsey, MD (verify)	/in/paulelsey	No — add	—	One Motorola BD relationship opens Silent Sentinel + Videotec + Pelco
Infiniti E-O	Brian Troxel, CEO	/in/brian-troxel	No — add	—	Canadian co-engineering partner for flagship/gov builds
Carnegie Robotics	John Bares, CEO	/in/john-bares	No — add	—	Defense/USV stereo-depth integration; L3Harris orbit

SHOW CALENDAR — SEP 2026 → NOV 2027

Vendor presence from 2024–2026 exhibitor evidence; "(likely)" = recurring history, current edition unconfirmed.

MONTH	SHOW	DATES	WHERE	ATTENDANCE	TYPE	WHO'S EXHIBITING	
Sep 2026	Cannes Yachting Festival	Sep 8–13	Cannes, FR	56K (2025)	56K (2025)	RECREATIONAL	FLIR/Raymarine (likely)
Sep 2026	Newport Intl Boat Show	Sep 17–20	Newport, RI	~40K est.	RECREATIONAL	Sionyx, FLIR/Ray (likely)	
Sep 2026	Monaco Yacht Show	Sep 23–26	Monaco	~30K (2025)	RECREATIONAL	GOST, FLIR/Ray (likely)	
Sep–Oct 2026	NMEA Conference & Expo	Sep 28–Oct 2	Rockwall (Dallas), TX	small trade, ~100 exhibitors	COMMERCIAL	FLIR/Ray (2025 ✓), GOST, Sionyx, Omnisense (NMEA members)	
Oct 2026	IBEX	Oct 6–8	Tampa, FL	7.6K · 710 exh (2025)	7.6K · 710 exh (2025)	COMMERCIAL	Sionyx (2024 ✓), FLIR/Ray (likely)

MONTH	SHOW	DATES	WHERE	ATTENDANCE	TYPE	WHO'S EXHIBITING	
Oct 2026	AUSA Annual	Oct 12–14	Washington, DC	44K+ · 750 exh	DEFENSE	Sionyx (2026 ✓), Carnegie (2025 ✓ w/ L3Harris), Teledyne	
Oct–Nov 2026	FLIBS (67th)	Oct 28–Nov 1	Fort Lauderdale, FL	100K+ (2025)	RECREATIONAL	FLIR/Ray, Sionyx, GOST (HQ town), Omnisense	
Nov 2026	Euronaval	Nov 3–6	Paris, FR	26K · 480 exh (2024)	26K · 480 exh (2024)	DEFENSE	Silent Sentinel, Teledyne (likely)
Nov 2026	METSTRADE	Nov 17–19	Amsterdam RAI	19.8K unique · 1,600 exh (2024)	COMMERCIAL	FLIR/Ray ✓, IRIS (stand 02.501 ✓), Sionyx, Omnisense, GOST	
Nov 2026	Pacific Marine Expo	Nov 19–21	Seattle, WA	~5–7K est.	COMMERCIAL	FLIR/Ray (2025 ✓)	
Dec 2026	Intl WorkBoat Show	Dec 2–4	New Orleans, LA	14K · 1,000 exh (2024)	14K · 1,000 exh (2024)	COMMERCIAL	Sionyx (2024 ✓), FLIR/Ray (likely)
Jan 2027	SNA National Symposium	Jan 12–14	Arlington, VA	~4K · 90 exh	~4K · 90 exh	DEFENSE	Teledyne, Silent Sentinel (plausible)
Jan 2027	boot Düsseldorf	Jan 23–31	Düsseldorf, DE	200K+ · 1,500 exh (2025)	RECREATIONAL	FLIR/Ray (likely)	
Feb 2027	Miami Intl Boat Show	Feb 10–14	Miami Beach, FL	~100K (2024)	~100K (2024)	RECREATIONAL	Sionyx (2026: booth MB3608 ✓), FLIR/Ray, GOST
Mar 2027	Palm Beach Intl Boat Show	Mar 17–21	West Palm Beach, FL	~55K · 600 exh (2025)	~55K · 600 exh (2025)	RECREATIONAL	GOST (2025 ✓), FLIR/Ray (likely)
Apr 2027	Sea-Air-Space	Apr 4–7	National Harbor, MD	~16K · 430 exh	~16K · 430 exh	DEFENSE	Teledyne, Carnegie, Silent Sentinel (plausible)
Apr 2027	Ocean Business / UDT (same days)	Apr 6–8	Southampton / Glasgow, UK	OB: 10.6K (2025); UDT: ~2K est.	DEFENSE	— (none confirmed)	
Apr 2027	DSEI Japan	Apr 28–30	Chiba, JP	13K+ · 470 exh (2025)	DEFENSE	Current Scientific (2019 ✓, likely)	
May 2027	SOF Week	May 3–6	Tampa, FL	19K+ · 800 exh	19K+ · 800 exh	DEFENSE	Sionyx ✓, Teledyne (likely)
May 2027	AUVSI XPONENTIAL	May 17–20	Miami Beach, FL	8K+ (2025)	DEFENSE	Carnegie, Teledyne (plausible)	
May 2027	Combined Naval Event (Navy Leaders)	May 25–27	Farnborough, UK	2.3K · 220 exh (2025)	DEFENSE	Current Scientific ✓ (Navy Leaders exhibitor), Silent Sentinel	
Jun 2027	Seawork	Jun 15–17	Southampton, UK	7.8K · 454 exh (2025)	7.8K · 454 exh (2025)	COMMERCIAL	IRIS (likely), Orloco, Axis (plausible)
Sep 2027	DSEI London	Sep 7–10	London ExCeL	60K+ · 1,700 exh (2025)	60K+ · 1,700 exh (2025)	DEFENSE	Silent Sentinel ✓ (DSEI incumbent), Teledyne, Axis
Sep 2027	Cannes / Newport / Monaco / NMEA	(dates TBA)	—	see 2026 rows	RECREATIONAL	Per 2026 pattern	
Oct 2027	AUSA Annual	Oct 11–13	Washington, DC	44K+ · 750 exh	44K+ · 750 exh	DEFENSE	Sionyx, Carnegie, Teledyne
Oct–Nov 2027	FLIBS (68th)	(TBA)	Fort Lauderdale, FL	100K+	RECREATIONAL	FLIR/Ray, Sionyx, GOST, Omnisense	

MONTH	SHOW	DATES	WHERE	ATTENDANCE	TYPE	WHO'S EXHIBITING	
Nov 2027	METSTRADE / Milipol Paris (Nov 16–19) / Pacific Marine Expo	mid-Nov	Amsterdam / Paris / Seattle	METS 19.8K · Milipol 32K (2025)	METS 19.8K · Milipol 32K (2025)	COMMERCIAL + DEFENSE	FLIR/Ray, IRIS, Sionyx, Omnisense; Axis at Milipol

SCHEDULING NOTES

IBEX 2026 (Tampa, Oct 6–8) → AUSA (DC, Oct 12–14) is a doable back-to-back — commercial and defense in one week. IBEX 2027 slides to Dec 7–9, 2027. DSEI London and Milipol are odd-year shows (both 2027); Euronaval is even-year (Nov 2026). Ocean Business and UDT clash on Apr 6–8, 2027.

WHERE TO INTERCEPT PARTNERS

METSTRADE Nov 2026 is the one room with IRIS (confirmed stand), FLIR/Raymarine, Sionyx, Omnisense, and GOST all present — book partner meetings now. For defense: AUSA Oct 2026 has Sionyx + Carnegie confirmed; CNE Farnborough May 2027 has Current Scientific.

THROUGH-HULL & FLUSH-MOUNT: WHO HAS IT

STRAIGHT ANSWERS

Hikvision: no — anti-corrosion line is surface-mount bullets/domes only.
Raymarine: no — CAM210/220/300 are all surface-mount. **Furuno: no** — FIP-460 is bracket-mount. **Garmin: closest** — GC 255 (\$999) is a true flush through-cutout mount sold aftermarket; Surround View's six flush cameras are OEM-builder-only.

WHO ACTUALLY MAKES THROUGH-HULL

IRIS Innovations owns the category: IRIS740 iHD through-hull IP camera (~\$1,032), IRIS730 analog, IRIS735 flush stainless, IRIS-S435 recess submersible. bWision (German) does flush topside 360 arrays. Distinguish below-waterline through-hull (IRIS, like a transducer) from above-water flush docking cams (Garmin GC 255, Surround View).

DISTRIBUTORS & DEALERS THAT MATTER

WHO	TYPE · HQ	PRIMARY CONTACT	LINES CARRIED	WHY THEY MATTER FOR LOOKOUT
CED Marine	Distributor · Melbourne, FL	Paul Michele , SVP Sales & Mktg — LinkedIn (owner: Gregory Borchardt)	FLIR, Raymarine, Sionyx, Garmin, Furuno, Simrad (70+ brands)	The gatekeeper. Hosts the Raymarine/FLIR reseller application; reaches thousands of installing dealers
Wintron Electronics	Distributor · Manasquan, NJ	Eddie Winder , President — LinkedIn	FLIR/Teledyne, Sionyx, Raymarine, Garmin, Furuno (80+ brands)	Runs Raymarine-FLIR dealer bonus programs; East Coast dealer + dropship network
Gemeco	Distributor · Lake City, SC (Airmar)	Brandon Wollard , Sales Mgr (May 2025; decisions route via Airmar corporate, Milford NH)	Airmar transducers + GOST security	Every serious installer buys here; GOST deal proves they take camera/security lines
Land 'N' Sea / Sierra	Distributor · Pompano Beach, FL (Brunswick)	Michael Conners , President — LinkedIn	Broad P&A incl. Sionyx (US + Canada)	Brunswick-owned mega-channel into thousands of boat dealers; doubles as a Brunswick strategic wedge
EDMO Distributors	Distributor · Spokane Valley, WA	Michael Schmidt , VP Sales (verify current); Tim Gump, President	Avionics + marine; stocks Omnisense Ulysses	The avionics-style distribution template; open to specialty camera lines
Seatronx	Distributor/integrator · US	Keith Cariani , Principal & CEO — LinkedIn	Orlaco camera/CCTV, rugged displays	The commercial-workboat camera channel — matches the 2–20-vessel targets
ScanSource / Wesco / ADI	Security distributors · national	Channel programs (no single contact — enter via Axis/Motorola partner managers)	Axis, Bosch/Keenfinity, Pelco/Motorola	Security rails for port/critical-infrastructure; where NDAA-safe camera volume lives
Defender Marine	Retailer · Waterford, CT	Stephen Lance , President (FortNine-owned since 2022)	Sionyx, Black Oak, FLIR/Raymarine	Largest independent US marine outfitter; early Sionyx champion
West Marine	Retailer (~240 stores) · Ft. Lauderdale, FL	Daniel Carr , Sr. Category Mgr Electronics — LinkedIn ; exec: Mike Hoyer, CRO (new CEO Paulee Day, Nov 2025)	Sionyx Nightwave + majors	Only national brick-and-mortar boating footprint
The GPS Store	Retailer · Ocean Isle Beach, NC	Drew Reger , President & co-founder; Scott Heffernan, VP Sales — 910-575-9544	Sionyx, FLIR/Ray, Garmin, Furuno	High-consideration electronics buyers, phone-sales expertise
Hodges Marine	E-tailer · Oldsmar, FL	Tim Hodges , Owner — via site	Omnisense, Black Oak, majors	Price-led online volume

WHO	TYPE · HQ	PRIMARY CONTACT	LINES CARRIED	WHY THEY MATTER FOR LOOKOUT
Anchor Express	E-tailer · Naples, FL	Principal not public — 866-888-2624, customerservice@anchorexpress.com	IRIS Innovations, Black Oak	One of few IRIS channel points in the US
Citimarine	E-tailer · Miami, FL	Javier Ripoll , CEO & founder (w/ Javier Jr. — LinkedIn) — 800-766-5256	IRIS boat cameras + broad electronics	Export-heavy: the LatAm/Caribbean gateway
Crook & Crook	Retailer · Coconut Grove, Miami	Karl Crook , President (verify); Marcos Pineda , Marine Electronics Sales Mgr — LinkedIn — 305-854-0005	Omnisense Ulysses	Miami sportfish + export market
NVN Marine	E-tailer · NYC + Ft. Lauderdale	Principal not public — 212-688-0550, info@nvnmarine.com	FLIR M-series, Raymarine CAM	Camera-heavy line card online
National Marine Suppliers	Superyacht chandler · Ft. Lauderdale	Dean duToit , CEO — LinkedIn — 1-800-MEGAYACHT	Omnisense thermal night vision	The superyacht channel — captains/ETOs buy here

RECOMMENDED BUNDLE LADDER

Budget: Furuno FIP-460 or Raymarine CAM300 (~\$500) + Brain. **Entry night:** Sionyx Nightwave Digital (~\$3K). **Mid thermal:** IRIS ATOM (~\$4.8K). **Prime:** FLIR M300C — Brain supplies the night intelligence it lacks. **Flagship:** FLIR M364C. **Commercial/defense:** Axis stainless (NDAA-safe).

REGULATORY NOTE

Hikvision (and Dahua): NDAA §889 + FCC Covered List, with 2026 FCC enforcement collapsing the US channel. Any customer touching federal money, ports, or critical infrastructure can't use them. Axis or Sunell are the compliant substitutes.

Key sources: [Defender M364C](#) · [Defender M300C](#) · [Sionyx Nightwave Digital](#) · [Panbo Nightwave](#) · [Panbo IRIS ATOM](#) · [IRIS through-hull line](#) · [Furuno FIP-460](#) · [Raymarine CAM300](#) · [Garmin GC 245/255](#) · [Panbo docking-cam explainer](#) · [Axis partner program](#) · [Furuno Axis guide](#) · [Raymarine/FLIR reseller application](#) · [Sionyx UPP](#) · [Hikvision/Dahua 2026 FCC update](#) · [HIKD anti-corrosion](#) · [Current Scientific](#) · [Carnegie MultiSense S30](#) · [L3Harris + Carnegie Diamondback](#) · [Hildyard promotion](#) · [Crook & Crook Ulysses](#) · [Sunell anti-corrosion](#) · [Orlaco EMOS II](#) · [GOST + VIAM](#) · [Hull Truth IRIS thread](#)