

SCANJET COURIER

Scanjet Newsletter
Issue 20 - 2021

Welcome to the 20th edition of Scanjet Courier 2021. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.

Bit Viking underway, North sea.
Photo: Johnny Forsman



INTELLIGENT TANK MANAGEMENT

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Bit Viking.
Photo: Johnny Forsman

CEO at Speakers Corner

Partners and colleagues,

More than a year has now passed with COVID19 and many of us have been affected privately in various ways and this pandemic seem to be very persistent. Vaccinations are going on and I hope by my heart that the world can conquer this evil within 2021.

My thoughts are truly with all those who have been sadly losing relatives and of course also with those who have been badly hit by the disease in whatever way that may be.

Covid19 have been present also in our daily business life and all of us in SCANJET have been exposed to travel restrictions but also many other difficulties such as being closed out of offices. After one year with such struggle I would state that our SCANJET personnel all over the world, in the most excellent manors and discipline, have been dealing with the situation flawless and we can say that SCANJET have managed to fulfill all its obligations towards our customers. It's a fantastic job made, and The Owners and Management of SCANJET Group convey our sincere thanks to all.

The SCANJET business is nevertheless going on as usual and after a somewhat slow start of the 2021 budget year we are closing books for the half year of 2021 very satisfactory and we seem keeping up to meeting our outlined budgets for the overall 2021, again a remarkable achievement in COVID19 times. SCANJET run safe and sound even in these times of restrictions. Remarkable indeed.

All segments are going well, however especially the Active After Sales and Service is after long, persistent and dedicated groundworks taking off and Patrik Rilby and the worldwide service team are supplying the marine market with first class service "just in time" despite the travelling restrictions. The Scanjet service team in Bulgaria is expanding and we see a very bright future here.

Scanjet is aiming at giving our end-users best possible service assistance to safeguard their investments and cargo – And we do!!!



Magnus Wallin in Scanjet Gothenburg office, Sweden. 11-06-2021.
Photo: Scanjet

Inert Gas Systems and the cooperation via Scanjet Feen Marine Pte Ltd (SFIGS) and Feen Marine is going very well and contribute largely to the sales of the SCANJET ITAMA package that is increasingly recognized as superior in marine tank handling. ITAMA is here to stay, now confirmed by the customers repeat orders.

To conclude, it's truly business as usual and 2021 seems to end up as another year of success, let be that it is surely not coming by itself. It's all SCANJET world-wide personnel common works and positive co-acting that counts and it's a privilege to lead such a unique team as we have in SCANJET.



Magnus Wallin
CEO & Part Owner
SCANJET GROUP

Scanjet Marine & Systems AB

Market Update & Orders of Significance

Scanjet has maneuvered well in the Pandemic so far, with few cases internally and no spreading at workplace. Even service onboard have been managed reasonably well and if we were paid by number of PCR tests carried out we would have been rich...

Ordering of Tankers have been steady slow and orderbook versus sailing fleet is at its lowest for decades. At the same time the demand for oil, products and chemicals are on the rise, hence the tanker owners predict that rates will increase. With increased rates we expect that banks and owners will increase the newbuilding activity as the demand for oil end products will remain for another 30 years as it looks like.



STX Shipbuilding, China.
Photo: Unknown

Scanjet Itama package has been well accepted in the market and we see several opportunities for future projects. Already now we can mention some success stories with Pantheon Tankers newbuildings at New Times in China, Island Navigation projects at STX and Nanjing Oil Tankers projects at GSI. We have also successfully carried out service onboard vessels with same service engineer servicing several products in one trip which will be a huge advantage for the owners for the years to come.

Shell has a large project in The Netherlands for more than 30 river barges where Scanjet will supply all venting equipment for the tanks including detonation venting covers and PV valves.



Render of Concordia Damens LNG Dual Fuel river barge.
Photo: Concordia Damen

We see that market is picking up and we look very positive on the post pandemic market!



Niklas Falkmer
Managing Director
Scanjet Marine AB

Scanjet PSM

Developments and Successes in Tank Gauging Solutions

In the last issue of Scanjet Courier, we reported on the launch of our new digital tank gauging system – the DTGS.

Targeted at smaller Vessels, the DGTS provides an integrated solution with a central display communicating digitally via RS485 to a network of connected sensors, providing a simple to instal system with significant savings on cabling and commissioning time.

The intervening months have been busy for Scanjet PSM with notable installations of our DTGS completed and further expansion of the systems capabilities meaning it now provides a scalable solution for Vessels of all sizes.

At the heart of the tank gauging system is our VPM family of data acquisition and processing hardware which is now available in three basic types.

For Smaller Vessels - VPM

For vessels such as Tugs, Work boats and Yachts where typically there are 10 – 20 tanks requiring monitoring and space is limited the VPM is packaged with an integral 7" touchscreen display. The VPM connects to Scanjet PSM's APT1000 transmitters installed in each tank via a simple to install RS485 multi-drop network, where a single 4 core cable carries both power and communication lines to the transmitters. This 4-core cable is run between Scanjet PSM's RFM termination modules creating a simple "backbone" to which APT1000 transmitters are connected. For installations requiring Intrinsically Safe certification a single RFM ISR safety barrier protects the entire network.

If indication is required at additional points, further VPM displays (up to 6 in total) can be added. These are interconnected via a dedicated Ethernet link and share all data meaning the contents of all tanks can be displayed at all points. These additional VPM's can act simply as displays but may also have their own connected APT1000 transmitters. This flexibility ensures that expensive and time-consuming cabling is kept to a minimum.

Each VPM can also output tank status via a second RS485 Serial port using standard Modbus RTU protocol. This can be connected to other onboard systems, e.g., Alarm Monitoring Systems, Loading Computer.

For Larger Systems - VPM+

For larger vessels, or systems where a more comprehensive display is required, the same architecture is used to directly connect to the APT1000 transmitters and the VPM with the integral 7" touchscreen is used as signal acquisition and processing unit, as well as providing a local display.



Container ship M/T Cosco Netherlands underway.
Photo: Johnny Forsman

Additional firmware introduces the capability of adding larger remote display(s). As many remote displays as required can be added, all connected via an Ethernet network back to the VPM. The remote display hardware can be any type of device with an ethernet connection and capable of running a web browser. Typically, this will be a 19 to 24" touchscreen display with a small Hub to handle communications.

Scanjet PSM

The remote displays are not reliant on Windows operating system providing a more cost effective and reliable approach to using a PC based solution.

Adding to the flexibility and expandability of this solution is a range of signal input modules. These modules allow measurement instruments other than the APT1000 level transmitter to be connected to the system. These modules have embedded intelligence and process the signals from connected instruments, translating all information into Modbus RTU format.

Modules include:

- 12 channel Radar transmitter Cargo level Inputs
- 12 channel 4-20mA transmitter inputs
- 8 channel RS485 input module where each RS485 input can connect to a further module that accepts up to 14 PT1000 temperature sensors.

All input modules incorporate Zener Safety Barriers for Intrinsically Safe installation meaning external additional Barriers are not needed.

Fully Featured Systems - VPMS

Where the system requires a significant number of input points, for example a Tanker where all ballast tanks, service tanks, cargo tanks, cargo temperature cargo overpressure, vapour lines, cargo lines, draught, are to be monitored then a more comprehensive display is needed for clarity.

In this case the central module provides the same acquisition and processing function but in a repackaged format with additional RS485 communication ports and dual Ethernet connection as well as integral configurable status and alarm relays. It has the same flexible choice of input cards and remote displays as the VPM+ providing infinite expansion of the system.

The second Ethernet port also allows for external connection to other systems and / or via the Internet, and the additional RS485 ports allow for onboard connection to multiple external systems such as Loading Computers, VDR, AMS.

With larger systems each project is considered based on its overall needs and will be packaged accordingly.

Successes to date

So far in 2021 VPM systems have been supplied for several Tug projects and the first of 5 Systems for Naval Corvettes built in Navantia, Spain has been commissioned.

Multiple VPM+ systems have been delivered for retrofit applications as diverse as Fishing Vessels, Ferries, and Naval Tankers.

The VPMS solution will form the basis of the forthcoming Scanjet Connect system which will require a full suite of Marine certification and approvals. All independent EMC and Environmental tests have been concluded and recently DNV successfully conducted witnessed factory testing of the functional aspects of the system for Type Approval Certification for which we now await formal approval. This approval will include MED certification as required for Passenger Vessel SRTP requirements.

With many further proposals under discussion Scanjet PSM's new solutions are proving to be precisely what the market is looking for, both for retrofit and newbuild projects.



Mark Jones
Sales Director
PSM Instrumentation

Upcoming Events

London International Shipping Week, Sept. 13-17.

The maritime world comes to London to do business! London International Shipping Week, the week-long premier global shipping and maritime event, will be held during the week of September 13-17, 2021. The event will be offering up to 250 industry functions and unique networking opportunities for leaders across all sectors of the international shipping industry.



Sea Asia 2021, Sept. 21-23.

Asia's leading maritime business event, Sea Asia 2021, will be fully virtual when it takes place from 21st to 23rd September. The decision was taken following the success of Sea Asia's inaugural Virtual Preview event, which took place in April 2021 during Singapore Maritime Week. The Virtual Preview was attended by close to 1,200 key industry stakeholders from across the maritime and offshore value chain.

Kormarine 2021 Hybrid+, Oct. 19-22.

Kormarine is an international marine exhibition to be held in Busan. Kormarine is one of the world's leading Maritime Exhibitions held every two years since 1978. More than 1,000 shipbuilding and marine industrial operators from over 40 countries and regions will exhibit. In addition, numerous seminars and workshops focusing on the latest topics in the industry are also held. This kind of thing is the main exhibition in Asia.



EUROPORT 2021
2-5 Nov | Rotterdam Ahoy

Europort 2021, Nov. 2-5.

Europort, organised in the world port city of Rotterdam, is the premier exhibition for special purpose vessels. It is the business hub for the maritime sector, as the event focuses on specialised ships and the smart solutions which drive success. The scope of Europort includes sea shipping, offshore specials, inland shipping, dredging, fishing vessels, workboats, naval vessels, cruises & ferries, workboats and mega yachts.



Global Service & After Sales

Service & After Sales Update

As you all have noticed during the last year and a half, we have been rammmed by the Covid-19 virus. This has been a challenge for all of us and our clients. But it has also enabled us to co-operate more, on a remote basis.

We made adaptation as soon as we anticipated this could be here for a long time. We started to focus on follow-up on all the vessels we have ever delivered to. A work that continues to this day, and thankfully has been the lifesaver for service and after-sales. This work was considered the next phase of developing the Service department. However, we pushed the button and started earlier, and struggled hard. The outcome was delivered as expected and resulted in won service orders world-wide.



Service & After Sales "Cold-Calling" in our office in Varna, Bulgaria.
Photo: Patrik Rilby

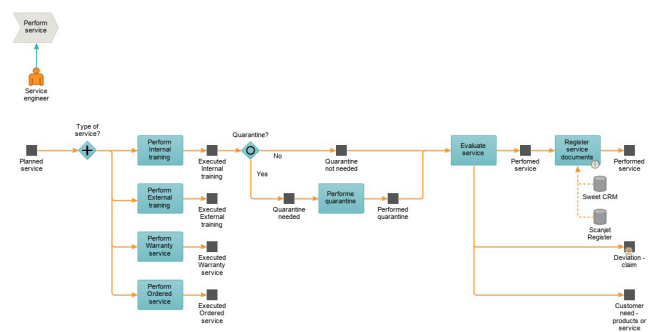
In our "next level" of service, the local offices and global presence has been the key to success. Other marine companies have done the opposite for a long time. Global service support with local service centers has been essential, and without it we would never get the services we predicted. Our strategy turned out to be right.

This is the kind of work that we all can take pride from, all the way from sourcing and production to delivery, commissioning and service. This has been a real team effort and sincere thanks to everyone involved.

We will now continue on this journey together with Scanjet Industry, Scanjet Asia Pacific Pte Ltd, Scanjet Middle East, Scanjet PSM (UK), our African branch that services both industry and marine sectors, Scanjet Brazil, Scanjet China, Scanjet Ariston in Norway and Scanjet Macron in Korea as well. Together we will be even more streamlined.

Service On a Global Scale

We will continue to develop our successful processes and systems on a global scale. This is to ensure that we save time and money, but it will also enact us to work as one global Scanjet unit. We have supported each other very good during this pandemic, and we will grow this further. We must win more orders and deliver a better and faster service to our clients. This will not be an easy task, but as a team I am confident that we can do this and take another step towards the next level of services.



Scanjet Process Map overview of a service.
Photo: Screenshot, Scanjet Database.

Global Service & After Sales

Integration and teamwork are key aspects in Scanjet. For instance, we can now follow one office picking up a lead and another office completing it. This is the way forward. Now that we have global overview, we can put the resources in the right place, see the trends and work smarter. One example of that is the Global Resource Planner (GRP). I know that some people might think of this as tedious and unimportant work, but it's quite the opposite – It enables us to analyze and pinpoint the important trends, which we couldn't do before. What countries and ports are the most frequent that we perform service in? Thanks to our GRP, we can now see that and plan ahead in a much better way to utilize the global strength that we have.



Global Resource Planner, Training & Service overview.
Photo: Screenshot, Scanjet Database.

Global Spares

Also, our spare parts sales increase globally with this approach. Some customers don't want to buy service, instead they buy spare parts. Some trends we find interesting are when we get large spare parts requests and contact the customer directly to offer our service instead, we have been able to do so. This has increased the total order value of up to 67%. The biggest value with this, except from increased order value, is that we communicate and talk with our clients. In the past we have been too passive in communicating directly to clients. This includes internal communications as well. We have much better results internally as externally if we talk to each other. The more we talk with our clients the more we sell, and by this we could also tell the customer satisfaction rates are increasing. Following up after service is crucial, we must ensure they feel that they have got value for their money.



Scanjet Service Engineer.
Photo: Scanjet



Patrik Rilby
Global Service & After Sales Director
Scanjet Marine AB

Scanjet Marine & Systems AB

Scanjet Industry

As of April, this year Scanjet Systems is no more. We - Lars, Malin, Caio and I, became a fully-fledged member of the Scanjet group. An industrial Department. Lots of things become easier, lots of things become better for the customer but lots of things are new, in a year like 20/21 another new thing to adapt to is just another new thing to adapt to. But adapting is growing. If we always did the same thing then productivity and development would seize and stop.

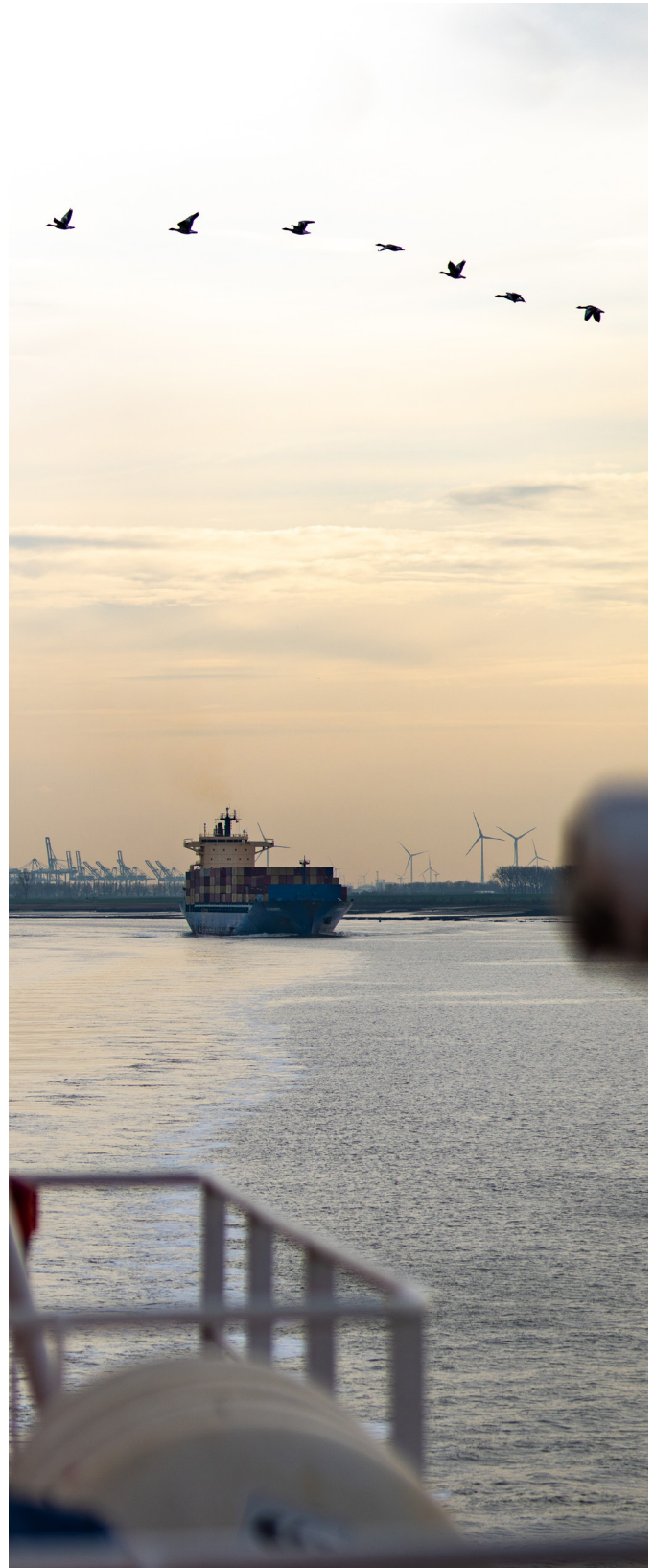
For the past 10 plus years our SC 60A has dominated the oil contractor segment, it has literally been the coca cola of the industry, but even a machine like this must adapt to change. This year we have changed components to make the unit even more durable and reliable, customer spoke, and we listened. But the biggest change is yet to come as we develop the unit further. In the past the unit has been purely pneumatically driven but not any more... We'll keep you posted. We have also started to develop new cutting equipment and other tools needed to get the job done in the oil industry, expanding and adapting to the market to ensure our continued growth and development

Have a great summer!

The land lovers of the Industrial team.



Stuart Sharp
Head of Global Sales
Scanjet Marine & Systems AB



A container vessel and a skein of geese at dawn.
Photo: Johnny Forsman

Editor's Word

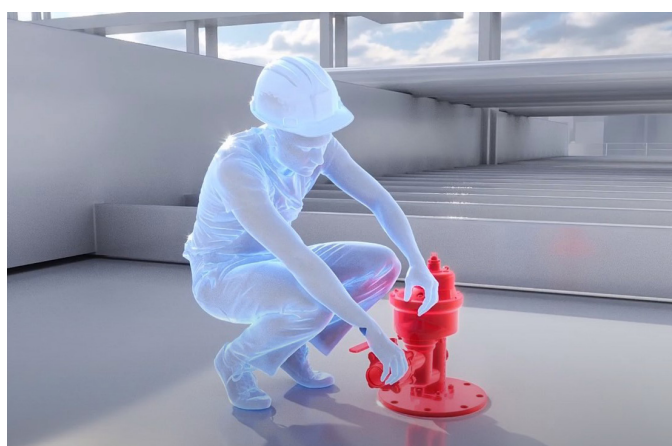
A Look Back at 2021

A lot of things have happened since the last number of Scanjet Courier was published. Back then I wrote to you about cruise ships and oil tankers in lay-up, economic uncertainties, and some sort of peculiar vaccine that was giving us light at the end of the tunnel. Now it's different times.

With the rapid rollout of vaccinations and the recently announced plans for living with the virus over time, things are starting to look up in Singapore, and the rest of the world. Even though we are far from normality, the world is recovering nicely.

Coming Soon

I can report that something new and exciting is happening on the marketing front. During the last couple of months we have been working closely with another company called Novovision, to update the complete Scanjet Marketing portfolio. Marketing products like a company presentation video, website, datasheets, product catalogues and a lot more. So keep your eyes open for a new and fresh Scanjet-look in the near future!



3D-render from Scanjet company presentation video.
Photo: Scanjet/Novovision



3D-render from Scanjet company presentation video.
Photo: Scanjet/Novovision

Our Monitor ERP system implementation at Scanjet Asia Pacific Pte Ltd (SAPPL) in Singapore is also moving successfully forward thanks to the fantastic SAPPL-team cooperation. We have recently completed two days of training covering Sales and Purchase module flow. And as the team is currently getting used to the new ERP platform through Monitor Academy, we are looking at going completely live with the system by the new financial year 2022 - turn of the month September/October.

I will get back to you readers more frequently with the Scanjet Courier, especially now when business is getting up to speed. It is truly insightful to read all of your latest Scanjet news. Sincere thanks to everyone for sharing and keeping it accessible for everyone.

I certainly look forward to this fall and a fresh post-pandemic start!



Gabriel Brännlund
Editor in Chief
Scanjet Asia Pacific Pte Ltd

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July 2021
Scanjet Courier
Volume 2, Issue 20



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