

# SCANJET COURIER

Scanjet Newsletter  
Issue 11 - 2017

Welcome to the September edition of Scanjet Courier 2017. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.

- "CEO at speakers corner"
- "Order Review, CIP"
- "PSM - Wins for naval platforms"
- "Scanjet Feen IGS"
- "Scanjet Macron"
- "Scanjet KGS"
- "After Sales & Vessel Training"



ITAMA  
INTELLIGENT TANK MANAGEMENT

# CEO AT SPEAKERS CORNER

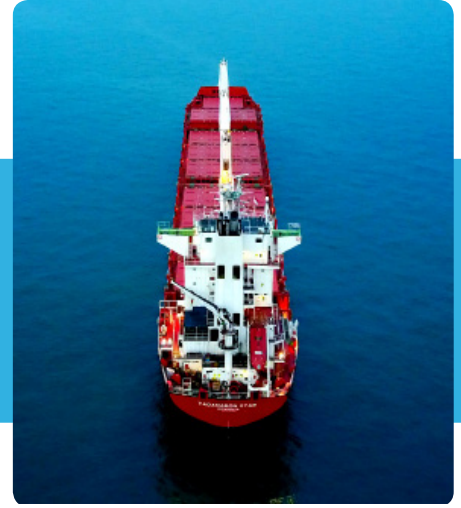
Dear Colleagues, Partners, End-users and Representatives;

Norshipping 2017 was a success. Erik Thun, Frontline, Odfjell, Stolt Nielsen, OljOla and many more passed by. The exhibition was worthwhile visiting and our stand was well designed and worked perfect. Our ITAMA concept and the displayed measuring radar unit SR5 live as well SCANJET Feen IGS with ITAMA were the highlights.

Treade A/S with Runar Johansen Sr and Jr and Kristian Jakobsen shared our stand as always and contributed well to the SCANJET stand happy atmosphere, which you cannot see but truly feel - customers as well as competitors openly told me this - very warming actually.

Thanks to Pernilla, Claes, Niklas and all others involved in planning and building this event which was actually my 19th consecutive Norshipping Exhibition.

The tanker newbuilding boom that was mentioned before is now here. Almost 200 tankers ordered already after 8 months and more is to come. The numbers will possibly be over 300 for 2017 if present newbuilding trend keep steady. We aim to keep our market shares for tank cleaning and pressure vacuum valves and to increase for IGS and cargo monitoring. The signs and result are already there. Our quotation frequency is more than doubled since last year so, the experts that some time ago predicted a slow newbuilding market are today looking for reasons why they were so utterly wrong. Let's see what those guys come up with...



The group work extensively with ITAMA sales to this tanker boom and the forecast is that 100 or more tankers are to be signed soon, unless the market collapse overnight again - we only know one thing about this!

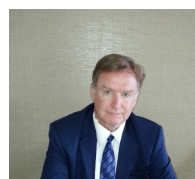
*There are no experts in predicting this marine market correct - your guess is as good as anything else, and this has been repeated again and again during my 40 years in this industry. The winner is the one who handle the rapid market changes, and Scanjet is well prepared for this.*

Korean yards has revived formidably, China keep up the challenge while Japan is somehow slow for the moment.

IGS has already its natural place within the group and ITAMA. Mikael Nehvonen and Björn Feen did in July perform another IGS education for Korea (JW Kim and YK Moon), Greece (George and Andreas), Singapore (Vincent Chau) and Turkey (Serol Irgas),

A milestone order for Scanjet Feen IGS Pte Ltd is the order for 5+1 of 11 KDWT chemical tanker vessel for Woorim in Korea, conducted by DG Kim and team from Scanjet Macron, built at revived STX Shipyard.

SCANJET Groups forecast for the budget year 2017 is that we will meet and exceed budgets, but nevertheless, 2017 marine final will certainly be very challenging for us all.



Magnus Wallin  
CEO & Part Owner  
SCANJET GROUP

## Scanjet Order Review CIP - Clean In Place

Scanjet has, despite the downturn in the shipbuilding industry, manage to achieve a stable orderintake and increased market shares for many of our product areas. We also see that the tanker market have been less affected by the downturn and in fact coming back due to the facts that the NB prices remain very attractive. Japanese shipyards are fully booked 2018 while there are still free slots in Korea and China. A record amount of VLCC's being ordered in 2017 and several projects also for smaller tankers gives Scanjet a good position for the future!

We see that our ITAMA package is well received by both yards and owners around the globe and notable deliveries/orders secured recently from Scanjet include:

- Venting equipment to Remontowa for the Martin Linge FPSO.
- PV, TCM and level Tank Management to Hantong shipyard in China for shipowner NSB in Germany.
- Venting equipment to a number of river barges in Holland
- Orders for TCM to some 25 VLCC secured in Korea, China and Japan.
- Inert gas systems secured both in China and Turkey.
- And many others....

It is not a dull moment...



### CIP - Clean In Place

Scanjet has secured a contract for delivery of CIP system (Cleaning In Place) to 4 Icebreaking supply vessel to be built in Russia. The system consist of pumps, heaters, control equipment and T/C machines for the 4 tanks onboard each vessel. This project has involved successful cooperation between Scanjet Engineering and Scanjet Marine including some sub-suppliers. Delivery will take place to Vladivostok in beginning of 2018.



Niklas Falkmer  
Managing Director  
Scanjet Marine



# PSM Project Wins For Naval Platforms



Supply to Naval platforms continues to be a significant part of PSM's business

PSM has recently been awarded the contract to supply the Tankstar 260 Series Marine Liquid Level Transmitters for the Royal Thai Navy, for their HTMS Trang Offshore Patrol Vessel.

The ship is currently under construction at Bangkok Dock Naval Yard and will join the HTMS Krabi as a second vessel to this design which is also equipped with PSM transmitters. Both vessels will be used to conduct routine patrols, border control and fishery protection, as well as being deployed for disaster relief operations and natural resources protection in the Gulf of Thailand and Andaman Sea.

The ship design is a development of the UK Navy's River Class Offshore Patrol Vessel where PSM's transmitters are in service on all 4 Vessels in this class.

Brazil's Amazonas Class and the Omani Navy's Khareef class are also variations of this platform design and again are equipped with PSM transmitters bringing the total to 12 platforms equipped to date.

Staying with OPV's, 5 further platforms currently under construction for the UK Royal Navy will be equipped with PSM ICT transmitters,

Sedef Shipyard is constructing a Landing Helicopter Dock Platform (TLHD) for the Turkish Navy and PSM will deliver in July a complete tank gauging package with transmitters and multiple displays. This is the 4th Platform to be built to this design with previous platforms for the Spanish and Australian Navies also equipped with a PSM system.

Other recent successes include a number of retrofit projects for Canadian Coastguard Vessels, Royal Navy Type 23 Frigates and Amphibious Assault Ships, where PSM transmitters are being used to replace obsolete or troublesome originals.

Finally, negotiations are reaching a conclusion on what will be for PSM the largest single contract for a Naval Platform package...watch this space!



Mark Jones  
Sales Director  
PSM Instrumentation

## Scanjet Feen IGS

### Scanjet Feen IGS Pte. Ltd.

20 vessels are inked in the Scanjet Feen IGS name but I expect many of the options to materialize and as many other orders are pending, I'm happy to see that our IGS brand has gained a foothold in the market and after very short time is changing it.

Scanjet Feen IGS is now getting accepted on makers lists due to the Scanjet driving brand name and also benefit from the closeness to the asian ship building industry and an increasing combined reference list of over 100 vessels.

Scanjet Feen IGS is on the brink of a breakthrough. Numerous quotations are out pending and Scanjet Feen IGS as preferred maker in some cases. We have in a very short time gathered a good position for the future. Our realistic overall goal is to be the leading manufacturer of IGS in the world within three years!

Our production factory in Batam is shortly moving to new facilities on the same island. A new production hall and office spaces will grant for continued high quality of steel & assembly work. A new laser cutting machine to be installed shortly. We will be the only maker of IGS systems in the world that can perform a full scale test with a complete system. For FAT witness and customer satisfaction this is unique. The design team in Batam is also growing in numbers to support the increasing amount of orders, quotations, technical proposals and general technical support to the Scanjet group.

A majority of market materials are now finalized and ready for distribution worldwide. Training sessions and seminars are conducted continuously to further support Scanjet sales team. First technical/sales oriented training program in the Scanjet Feen IGS

have just been finished. The training program included participants from Korea, Turkey and Singapore. Two days at the Scanjet office in Singapore and two days in Batam, Indonesia with a field trip to the new factory site. Two days of training session was also held in Piraeus, Greece for representatives from Sweden, UK, Holland and Greece.

An European IGS seminar for subsidiaries and agents will be held late this year or in the beginning of next year. We are also happy to invite the Scanjet sales team for two days sales/technical training in Singapore/Batam ad hoc.

Many things has now fallen into place and I hope that our support is to be timely and correct in near future. I would like to thank you all for the patience shown during the upstart period if Scanjet Feen IGS



New factory in progress.  
-Batam, Indonesia.



IGS Seminar in action.  
-Batam, Indonesia.



Mikael Nehvonen  
IGS Product Manager  
Scanjet Feen Igs

# Scanjet Macron



**Scanjet Macron** have recently signed a new contract with STX Shipyard in Korea for their 5 firm + 1 option 11k Chemical Tankers ITAMA Package being built for Korean ship owner Woorim & IMT.

Shipowner: Woorim (3+1) IMT (2)  
Shipyard: STX/Jinhae  
Ship type: 11k DWT Chemical Tanker  
Class/Flag: KR/Korean

The total package included IGG (Inert Gas Generator), TCM (Tank Cleaning Machine), PV (High Velocity Pressure & Vacuum Valve) and TLG (Tank Level Gauging system)

Although owners have previously adopted other manufacturers than Scanjet, Macron have successfully approached both owner and yard to get the first and exclusive order of ITAMA package in Korean market.

*Through this contract we saw new possibilities when we approached the package deal, it could be raised the possibility of the final maker selections by customers. The ITAMA concept might be applied as an STX standard design of coming small/medium tanker projects which would be a great milestone accomplishment.*

Macron will keep continuing with the challenges in order to get more ITAMA orders!



DG Kim  
President  
Scanjet Macron

## Upcoming Exhibitions

### Neva

19-22 September, Saint Petersburg

### Tank Storage Asia

27-28 September, Singapore

### INMEX

2-5 October, Mumbai

### Kormarine

24-27 October, Busan

### Europort

7-10 November, Rotterdam

### Marintec

5-8 December, Shanghai

### APM

14-16 March, Singapore



## Scanjet KGS Pte Ltd

**Scanjet KGS Pte. Ltd.** is an engineering and after sales company established in Singapore 2016 and became a part of Scanjet group in March 2017.

With many years of experience in the shipping market and spear head knowledge about Rotary Vane Steering Gears, we are able to provide high qualified service and technical expertise.

### Background

#### **Asle Kaldråstøyl - 26 years in the marine market:**

- 11 years as Project and Service Engineer for Mar-El AS, maker of remote control systems.
- Maker of remote control systems for ships.
- 12 years as Service Manger for Aker Porsgrunn (today owned by MacGregor), maker of Rotary Van Steering Gear.
- 3 years as Operational and Procurement Manager for Feen Marine, maker of Inert Gas Systems.

#### **Glenn Gjermundsen - 18 years in the marine market:**

- 14 years as Project Engineer and Technical Manager for Aker Porsgrunn (today owned by MacGregor), maker of Rotary Van Steering Gear.
- 3 years as Design and Engineering for Feen Marine, maker of Inert Gas Systems.

#### **Eigel Thom - 32 years in the marine market:**

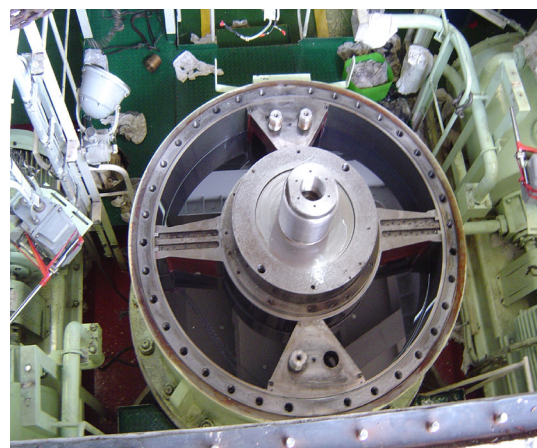
- 15 years as Project and Service Engineer on various marine equipment.
- 17 years as Service Engineer on Rotary Van Steering Gear.

Our vision is to develop the best rotary vane steering gear on the market and be the leading and preferred supplier of rotary vane steering gears.

Our mission is to serve customers worldwide with affordable solutions, service and spare parts.



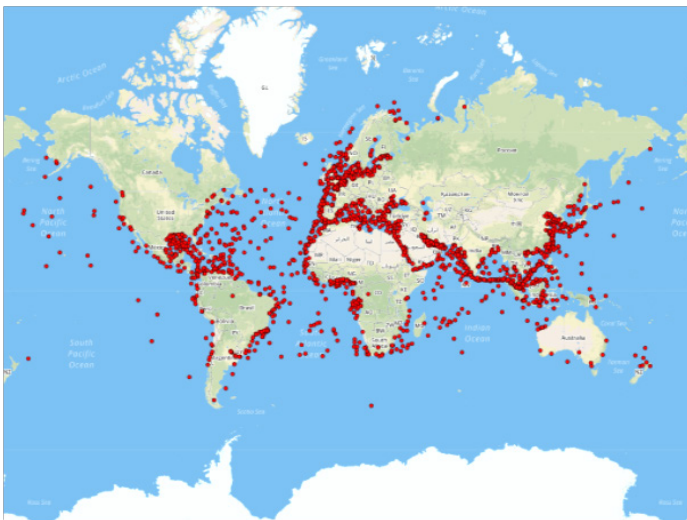
Asle Kaldrastoyl  
Managing Director  
Scanjet KGS Pte Ltd



# After Sales

## Scanjet After Sales and Service – One Port of Call!

Scanjet Service & After Sales department has during the year developed its capabilities to be able to track and serve above 6.000 vessels world-wide that sails with Scanjet Equipment onboard. We keep investing in this business area and adding and building in new tools and IT-support. We can now see where the vessels are and what equipment they have onboard to be able to support faster and more accurate. This enable us to have quick service and offer the correct spares. We can track vessels in real time this makes us start planning without waiting for feedback and delays. Below is a map showing vessels with Scanjet Equipment onboard.



Scanjet strategy is to give the ship-owner best possible service during the lifetime of the vessel with rapid and professional answers on spares and service requests.

## World-wide service with local presence

We are strengthening our service capabilities by employing additional service engineers that will service all Scanjet ITAMA equipment (world – wide). Recent successfully performed service/ commissioning are:

- Commissioned three Stolt vessels in the series of 6, for Tank cleaning, PV valves and level gauging.
- Performed service on M/V Stena Arctica, M/V Hanne Theresa, M/V Bro Naksov, M/V Bro Nuuk and M/V Bro Nakilat.

We see that investments in system and procedures starts to pay off and we will keep up the work to increase our level of service products on the market.



Patrik Rilby  
Global Service &  
After Sales Director