

# SCANJET COURIER

Scanjet Newsletter  
Issue 13 - 2018

Welcome to the 13th edition of Scanjet Courier 2018. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.



Container vessel "Kota Rajin" leaving Singapore container terminal.

Photo: Gabriel Brännlund



ITAMA  
INTELLIGENT TANK MANAGEMENT

## CEO at Speakers Corner

### Order Bookings

Dear Colleagues, Partners and End-users, the first six months of this budget year has already passed, and we can gladly report that the order bookings are exceeding all expectations for our ITAMA (Intelligent Tank Management) product lines and the sales are close to budget as well. In light of the tanker newbuilding market still being very slow, its very reassuring that our efforts on new products as wells as service and after sales is excellent.

*"It's not too early to say that the overall budgets for 2018 is well within reach"*

Particularly for active service sales and customer support the result seem coming on higher than expectations, well done of all in this department. It's not too early to say that the overall budgets for 2018 are well within reach, and this is, if not unique, so at least very good in this cyclic shipping market.

### Batam Expansion

Scanjet's expansion in Batam in Indonesia is certainly going on as planned and Thomas Jinbäck, head of factory, will in next issue especially highlight this factory. Much time is spent in Batam by the Scanjet Management today.

### Sea Japan

Personally, I did participate in Sea Japan Exhibition in April, and our presence in Japan started with the first major order for over 200 of tank cleaning machines in 1996, placed by Fukuoka Shipyard for 4 of 12500 KDWT chemical carriers for Messrs Stolt Nielsen. Since then the Japanese has been an important part of the Scanjet Group customer basis; Björn Lundgren will give his view on this his very special market further on.

Mr. Omata –san, owner of Tratec and our honourable partner in Japan, has finally at young age of 79 decided to partly retire and I personally give Mr Omata-san my sincere thanks for those 22 years together and the cooperation has been excellent based on gentlemanship and respect since day one we met in Fukuoka.

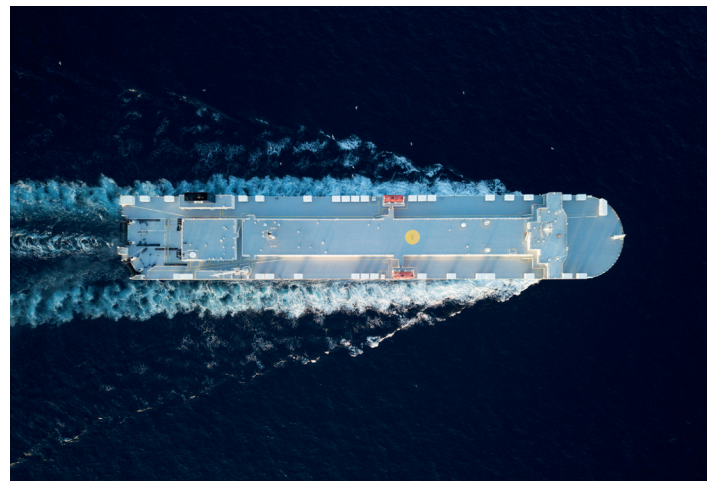
### Sailing along in calm seas

We have general sales positively ongoing everywhere and we are all waiting for the market to set the future and let the expected coming newbuilding tanker-boom knock on shipyards doors soon – SCANJET GROUP is perfectly well geared for such a boom today.

Holiday time are approaching for most of us, and I would like to take the opportunity to wish all of you the best of holidays, and time cannot be bought so spend it well with your recovery and health in mind.



Magnus Wallin  
CEO & Part Owner  
SCANJET GROUP



Vehicles Carrier Emerald Leader, NYK Lines.  
Photo: Gabriel Brännlund

## Scanjet Marine - Market Insight

### News

Scanjet Marine has seen a steady order intake and both Tanker and FPSO market have been rather active. We are happy to notice the success for the ITAMA concept among both yards and owners. The most recent success, with Greek shipowner Pantheon confirming the ITAMA package for their NB at STX and DSD for their NB at Mipo, proves that the ITAMA is here to stay. With a solid market share of 73% for the tank cleaning equipment we trust that all owners and yards will adopt the whole ITAMA package step by step. Future looks bright!

### Forecast

The marine market is in a very interesting situation where Newbuilding prices are comparable low, need for transports by sea is growing and new legalizations coming into force within some years. Today's fleet are more than enough to cater to the current demand hence the earnings for the owners is limited at the moment. At the same time we see increased scrapping and a comparable small orderbook for NB leading to that the tipping point, where additional tonnage will be needed fast, is approaching. The oil price is predicted to reach 85USD/barrel and we do believe that the offshore segment will become active again after some years of slow operation. Scanjet are well positioned for the years to come with the complete ITAMA package now in place!



Niklas Falkmer  
Managing Director  
Scanjet Marine



### Posidonia

This year's Posidonia was not as frequent visited as previous shows. Main reason for that being most greek owners have already ordered the vessels they need. Most discussions with the owners was about the corrosion problems on P/V valves and the tone in the discussions had now completely changed for the better.

-Johan Olbing

### Sea Japan

Once again, we participated at the SeaJapan exhibition together with our representative in Japan, Tratec Ltd. This is by far the biggest marine exhibition in Japan and runs every 2nd year in Tokyo.

A large number of Japanese shipowners and shipyards came to see us including well known customers like Kitanihon Shipyard, Fukuoka Shipyard, Usuki Shipyard, Namura Shipbuilding, Shokuyu Tanker, K-Line and Nakata Mac Corporation to name just a few.

All customers were very happy to see our equipment hardware on display with the tank cleaning machines, p/v valves (with the calibration rig in action) and level gauging systems.

-Björn Lundgren



From left: Mrs. Omata, Mr. Magnus Wallin, Mr. Omata, Mr. Björn Lundgren, Mr. Miyoshi.

# Market Insight - Greece



Photo: Gabriel Brännlund

## Slow Greek Market

Even if the newbuilding market today is similar to the “sit and wait” situation back in 1980’s more suppliers than ever is exposing at Posidonia. 165 of the 437 tankers under construction for European owners are ordered by Greek owners according to IHS Fairplay. SCANJET has been the leading supplier of tank cleaning machines to the Greek ship-owners for over 25 years.

Scanjet has maintained a quality in excess of owners demand, and a price philosophy well accepted by the yards worldwide. Outstanding performance of the after sales and service on top of this – and SCANJET has become the true leading supplier to all major Greek ship-owners.

Our local representative, Messrs Intra Mare, has well contributed to establish Scanjet/Intra Mare as a reliable and appreciated partner to the Greek shipping society.

## Target and Result

Following the same strategy, Scanjet has since then added more and more products that have met the approval of the owners and yards. Cargo tank level gauging, electro pneumatic level gauging or pressure sensors for ballast and service tanks, UPS, ODME, VECS, P/V valves and now lately IGS.

Latest news is the cooperation with Nordic Flow Control, for valve remote control actuators and systems.

In Greece, Pantheon has adopted our way of thinking by applying the ITAMA concept to their projects at STX and Hanjin. They now join the ranks of Teekay, Hafnia, Carl Buttner and others by choosing the ITAMA concept.

## Equipment Unique Selling Points

Scanjet cargo and ballast tank monitoring systems merits a few words on their own. As the only supplier Scanjet has all parts of a tank management system in house.

All components are designed and in-house produced by Scanjet and integrated in our Surveyor system according to our stringent requirements. Instead of being a mainstream system with one or more subsystems depending on engineering in order to establish communication between the different systems, it is simply one comprehensive system, fully integrated for trouble free and safe function. Even the Wash-Trac system is now fully integrated in the Surveyor system.



Johan Olbing  
Sales Director  
Scanjet Marine AB

## Scanjet Feen IGS

### Order Galore

Scanjet Feen IGS has won substantial orders from primarily STX and Hanjin shipyard in Korea. The sales are increasing also in Turkey where two more N2-PSA systems is being inked right now. STX has activated four options for ship-owners Ocean Gold & Pantheon. At Hanjin we have received our first Flue gas type IGS to ship-owner Pantheon. On the same yard we have orders to ship-owner CMB for 2+2 Multi Inert Gas Generators. With these recent orders we have reached and passed the expectations for order intake for the company so far, with STX being the outstanding shipyard with Scanjet Feen IGS as standard IG system together in the Scanjet ITAMA package.

*“We are aiming to standardize and benchmark the market”*

### Production Perfection

In parallel to the production of IG systems, we are also updating the factory itself with state of the art machinery. Laser cutters, heavy lifting cranes and different stainless-steel handling machines have been installed. The factory will be or already is the most modern IG factory in the world. This is promising as quality is secured for the foreseeable future. The outfitting of the factory is now established and we are concentrating in getting system orders out in time. We are aiming to standardize and benchmark the market and produce the IG systems in a series production style.

Calculations give that the average production time from written order shall be maximum 2 months and in urgent cases 1 month. We are not quite there yet but soon enough we will be.



As seen on the factory site picture above, the upcoming work shop to the left is over 150 meters long and 40 meters wide and will add the necessary work space. The yard looks a bit crowded but this is only temporarily during the erection of the last factory building.

### China Success

Scanjet Feen IGS is now pushing forward also in China where we have a great chance of receiving big numbers of orders. We are working with projects on Chinese yards comprising of 35 Nitrogen Generators of PSA (Pressure Swing Adsorption) type. These are for Chemical Tanker projects. This calls for a series production methodology to keep up with ship yards production schedule considering the sheer number of individual components. We are well up for the challenge. Partner Martin Yao and team in China have good faith of these projects and other projects. Together we will put Scanjet Feen IGS on top of Ship yards & Ship owners wish list.

Thanks again, all personnel in the Scanjet group, for a fantastic growth in orders and the continuing support to Scanjet Feen IGS.



Mikael Nehvonen  
IGS Product Manager  
Scanjet Feen IGS

# After Sales Market

## Service Movement

We can see that the market is slowly recovering and more and more vessels are actually doing planned service. We see that many vessels have not made service according to manuals or following service intervals which results in costly repairs instead. We urge our clients to use our maintenance kits and not buying single spares. We can now see results in service and repairs that in best case are not worsening the problems. We see damages today on sailing equipment that we did not see before in the maritime market. Cheap and inadequate service/maintenance equals costly repairs and in worst case, whole units that needs to be replaced.



Scanjet service kits for SC 30T Gun & Driving unit.

## Preventive Service Planning

The best way to get the full equipment status report is to order an inspection onboard (Health Check Report). Following the Health Check Report we will recommend an optimized service action plan for all Scanjet Equipment on board the vessel. Naturally the warranty will come with the fulfilled service.

## New Service Station

We have had our first training session in our new service & training centre in Varna, Bulgaria. This first session was a huge success and our first full ITAMA service training. It's a milestone towards the next generation of service engineers, increasing our service & support towards our clients. We will keep building up our Varna-centre for internal training and externally a centre for all service competence.



Scanjet service seminar in Varna.  
Photo: Patrik Rilby

## Multiple ITAMA Service

We had several ITAMA services performed last month's where multiple Scanjet Systems were made as good as new. Those services are increasing the value for our clients, optimizing the vessel's economy by reducing number of attending professional service engineers to an absolute minimum. Vessels turnover improved and possible downtime is reduced next to nothing by trimming, repair & adjustments of multiple Scanjet systems - all in form of one-stop-shop. Very much appreciated by our end-users. A detailed service report is issued and verified by ship's personnel prior to our engineer departure vessel and systems are ready for long and safe service. ->

SMM 4-7 September 2018



Come and visit us at stand A1.305

Scanjet advise all ship-owners and operators to regularly take full control over their service routines. Replacing an o-ring, which at first sight can be insignificant to anyone, can contribute to great earnings for the vessel operation avoiding fatal costs in case of failure.

*”Replacing an O-Ring, which at first sight can be insignificant to anyone, can contribute to great earning for the vessel operation”*

Conclusion is to regularly inform vessels personnel of the importance to follow the maintenance steps in the manuals, all made parallel with service works on board. With crew training, it can be determined that downtime with very high costs will threatening the vessel unless the service is made, as soon as possible the lower the costs. support you.



Patrik Rilby  
Global Service &  
After Sales Director

### In Memorial of K.K. Thilakan

Our highly respected partner in India and Dubai, Mr K. K. Thilakan from India and Marks Marine Pt Ltd has passed away on the date 19th of April 2018.

We send our sincere condolences to his close family and relatives and shall forever honour Mr K.K Thilakan as the very sharp member of Scanjet Group he truly was. Respect, efficiency and honesty will always be his prime legacy and he will be remembered by all of us with deep thanks for his positivism and great Scanjet Group spirit.

Rest in Peace Mr. K. K. Thilakan.



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Editor: Gabriel Brännlund  
T: +65 9859 1433  
E: g.brannlund@scanjet.se

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Ferry boat "Blue Star 2" leaving port of Piraeus, Greece  
Photo: Gabriel Brännlund