

SCANJET COURIER

Scanjet Newsletter
Issue 14 - 2018

Welcome to the 14th 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.

PSM Instrumentation celebrating 7
long service milestones.

"Over 170 years of dedication!"

"Approximately 160,000 tank cleaning
machines have been delivered since
the start in 1994"

Read more about Sjöbo Factory Unit, page 12.

Cruise Vessel "Koningsdam" anchored in Naeroyfjord, Norway.

Photo: Gabriel Brännlund



ITAMA
INTELLIGENT TANK MANAGEMENT

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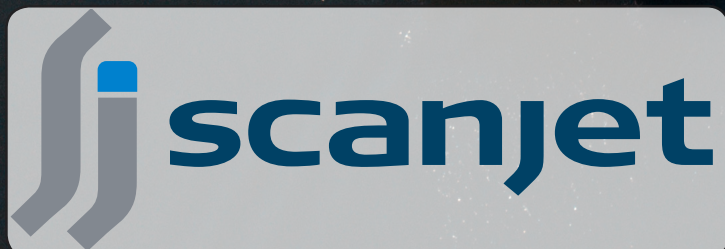
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Crude Oil Tanker Yannis P (Right) & Pacific Treasures (Left) during loading operation in port of Skarvik, Gothenburg.
Photo: Gabriel Brännlund

CEO at Speakers Corner

Dear Colleagues, Partners and Clients, Autumn 2018 is approaching us, and after a very hot and sunny summer, we are appreciating "cooling off" and trust everyone has recharged their batteries during the summer holidays.

Presently undersigned and Mikael Nehvonen are visiting Hanjin Shipyard in Subic Bay in the Philippines inspecting deliveries and making a QA revision on site at the Hanjin shipyard, where we have signed orders for VLCC's and Aframax vessels for Tank Cleaning, Inert Gas Systems and Pressure Vacuum Valves. In addition a total of 14 vessels have been ordered from ship owners building here, including Navig8, CMB, Eastern Pacific and Pantheon.



Probably the largest and most important maritime exhibition, Schiff und Machine (SMM) in Hamburg takes place September 4-7 and our SCANJET Group are participating for the 11th consecutive time and showcasing our products as follows;

- Tank Cleaning, fixed and portables
- Cargo Tank Monitoring and Intelligent Tank Management Systems (ITAMA)
- Pressure Vacuum Valves
- Scanjet Feen IGS Systems
- Flooding and Ballast Level Gauging Surveillance Systems
- Uninterrupted Power Supply Systems (UPS)
- Valve Remote Control Systems from Nordic Flow Group



The stand will be manned by Stavrín Bosnov, Niklas Falkmer and Magnus Wallin, and from Nordic Mrs Dorcas Teo will also be present.

We would be delighted to welcome you at our stand and it will be a pleasure seeing you in Hamburg.

Our fiscal year 2018 is also soon ending. The SCANJET overall order booking is exceeding the budgets, and sales are also meeting or even exceeding our expectations, which is something to be proud over when ordering for newbuilding contracts for tankers have been at an all time low. One of the most positive units is Scanjet Ariston from Porsgrunn with ITAMA and Cargo Tank Monitoring which are doing very well, far in excess of their budgets. The second success is Scanjet Feen IGS which is also taking many orders in Korea and China. Well done to both units.

The SCANJET Group is well geared for the forecasted tanker order boom, with all investments now in place, and the SMM exhibition will be an interesting place to hear the latest on the market.



Magnus Wallin
CEO & Part Owner
SCANJET GROUP

Scanjet P/V Valves

Scanjet P/V valves – A success story

The cooperation between Scanjet and Scanvent has now after four years proven to be a big success. The philosophy of ITAMA, to propose products connected to the cargo tanks, is one factor behind the success.

After four years Scanjet has become the market leader of P/V valves. In some markets, like China, the market share is over 50%. There are many reasons for this, but two things are of vital importance.

Scanjet is the market leader for tank cleaning machines with close to 65% of the market. Many yards and owners find it practical to use the same supplier. The other reason is that Scanjet P/V valves are revolutionary in their design. Compared to other P/V valves in the market, Scanjet P/V valves are more than 50% lighter. On a 20K tanker a Scanjet HWV1/VV1,5 DN80 valve has a weight of 23 kgs. Other valves have a weight over 48 kgs. It is obvious that performing service on a 23 kg valve is much easier than performing a service on a 48 kg valve since it has to be brought down from the vent pipes.



Oil/Chemical Tanker Ice Point (Green) & Melody (Red) during loading operation at Skarvik Port, Gothenburg.
Photo: Gabriel Brännlund

Scanjet P/V valves are also the only valves in the market that fully comply with the OCIMF rules. On vessels without inert gas there should be an alarm set at 10% below the opening setting on the vacuum side. If the valves open at -3,5 kPa the alarm should be set at -3,85 kPa. All weight loaded vacuum units which open at -3,5 kPa reaches the require capacity at -5 to -6 kPa. It means that the alarm will go off several times every day, more or less, due to thermal breathing. Scanjet new magnet controlled vacuum unit reaches its full capacity before the pressure goes below -3,85 kPa so no alarm will go off during normal circumstances. This is much appreciated by the crew onboard.



Johan Olbing
Sales Director
Scanjet Marine AB

MT Caspia & MT Delice



MT DELICE (Ex JO EIK)
Photo: A Mackinnon, www.aquamanships.com

In 2018 Scanjet/PSM working together with our partners Terasaki in Singapore, replaced Kongsberg radars on all cargo tanks for MT Caspia & MT Delice. Terasaki had been contracted to undertake a complete MCMS upgrade of the Machinery Control and Monitoring System onboard. During the project stage it became transparent that the originally installed radar transmitters were not working and in need of urgent replacement. 34 x Scanjet Radar SC R5 were supplied on both ships. During project stage it was found out that our radars would provide an ideal replacement, together with custom made adaptors for mounting and specifically produced protection hoses and glanding to suit the existing connections. That has reduced the time and costs for installation. The radars were then installed and commissioned while MT Caspia was en-route to its first cargo loading post refit. The feedback from the client was that the installation all went as planned and that the vessel owners are very satisfied with the highly accurate performance of our instruments. The client is now considering similar upgrades to the monitoring systems on their other vessels.

“34x Scanjet Radar SC R5 were supplied on both ships.”

In 2014-2016 Scanjet/PSM’s pressure sensors had

been used to replace some of the existing tank level transmitters and tank pressure sensors. In 2013 Scanjet replaced the tank cleaning machines. This is a clear example of the importance of convincing an owner to select the full ITAMA package from the beginning, while ordering a vessel at a shipyard. This will save the owners money, by avoiding costly upgrades during vessel operations at a later stage.



Scanjet Radar installed on MT Caspia

Another success story is the Wisby Tankers series of ships built at Guangzhou Shipyard International in China. Wisby Tankers selected Scanjet for the ITAMA package, including cargo tank monitoring system based on Scanjet’s SC R5 radars. During first loading in Papua New Guinea, it was found out that our radars exceeded the performance in accuracy and stability of readings, compared to instruments from other makers that was previously selected by the owners for other projects.



Stavrin Bosnov
Sales Director
Scanjet Marine

PSM Instrumentation

PSM Product & Project News

PSM have had a busy few months with the launch of new products and some high profile project wins.

Earlier this year, our new APT500 series of transmitters were launched. These have now received full Marine Type Approval, and ATEX / IECEx certification for use in hazardous areas. The product has got off to a flying start, being used in many Scanjet Group ITAMA TGS projects as well as being supplied as sensors only for more than ten new build projects and several upgrade/retrofit solutions across many classes of Vessel.

We have also launched our redeveloped VPM display. This display, in conjunction with our ICT digital level transmitters provides a powerful, easy to install or retrofit, and yet cost-effective, tank level gauging package for smaller vessels. The VPM can also provide a highly effective remote / repeater display for larger systems.

We are also delighted to have secured several high profile project wins, including a refit of all tank level transmitters onboard RFA Fort Victoria, a UK Ministry of Defence vessel, a run of 7 OSV tank gauging refits for Zamil Offshore in Saudi Arabia, and also partnering with Terasaki on a complete vessel monitoring package replacement for 2 Tankers as mentioned previously in this issue.



Mark Jones
Sales Director
PSM Instrumentation

Long Service Milestones

PSM instrumentation based in Haywards Heath, United Kingdom is celebrating seven long service milestones.

They are:

Mark Jones - Sales & Marketing Director - 30 Years

Sean Lane - Sales Engineer - 30 Years

Nigel Harding - Sales Manager - 25 Years

Pete Cooper - Chief Technical Officer - 25 Years

Daran Loader - Purchasing Engineer - 20 Years

James Spenceley - Production Manager - 20 Years

Sharon Mew - Finance & HR - 20 Years

PSM is grateful to all the members of the team for their commitment and dedication over a total of 170 years! As a member of the Scanjet family, PSM offers complete tank gauging solutions for Marine customers worldwide.



From Left: Mark Jones, Pete Cooper, Sharon Mew, Nigel Harding, Sean Lane, Daran Loader, James Spenceley

Scanjet Macron

Korean Shipbuilding Market

During the period of newbuilding market adjustment, the Korean shipyards have been reorganized into Big 3- HHI, SHI, DSME and the mid-sized shipyards of Hyundai Mipo, HANJIN and STX .

From the first half of this year, with a price increase of newbuilding vessels, the number of orders for LNGC, Mega-Container, VLCC and MR Tanker is increasing, placed by the Greek owner at the centre.

The remaining quantity of orders received in Korean shipyards has been boosted among Korea, China and Japan compared to the beginning of 2018.

To everyone's delight SMK successfully broke into the Korean market with ITAMA Package including IGS and CMS by simultaneously targeting shipyards and owners together with SMAB, and is gradually expanding the amount of contracts.

Furthermore, to diversify our business targeting Tankers, we are also focusing on the LNGC with the following equipment, including instrument, flow-meter, UPS, Trim & List, which apply to Gas Carriers and tangible result for these is coming along currently as well.

ITAMA Package Key PJT (Ordered)

SHI / TEEKAY SHTL Tanker(SN2241s / 4ships): TCM, PV, CMS, TLGS, HLOA, ODME, VECS

Mipo / DSD(S465~68, 472~473+1 / 6 ships): TCM, PV, TLGS, HLOA, CMS

Hanjin / PANTHEON 114K PC(P171s / 2ships): TCM, PV, F-IGS, CMS, TLGS, ODME

STX / PANTHEON 50K PC(S1763s / 6ships): TCM, PV, IGG, CMS, ODME

STX / OCEAN GOLD 50K PC(S1680s / 4ships): TCM, PV, IGG, ODME

LNGC Key PJT (Ordered)

SHI Hoegh SN2220 170K LNG FSRU: Instrument, UPS
SHI GASLOG 174K LNGC(SN2213, SN2264, SN2274): Instrument

DSME MARAN 2466s / 4ships: Instrument, Trim & List
HSHI NYK S970 174K LNGC: TLG, UPS, Temp. Sensor

HHI Kolin & Kalyon 2945 FSRU: Venturi & Orifice Flowmeter, TLG, UPS

HHI Swan Energy 2993 FSRU: Ventuti Flowmeter, UPS, Instrument

DSME Minerva 2481/82 LNGC: Instrument, Trim & List

DSME Alpha Gas 2483/84 LNGC: Instrument, Trim & List

SHI ENI 2235 LNG-FPSO: Instrument(Temp. sensor)

Thank you to all the personnel in the Scanjet group for their continued support to Scanjet Macron in Korea!



DG Kim
CEO
Scanjet Macron

Scanjet Feen IGS

In a period of almost silence on the new building market for tankers, SCANJET FEEN IGS PTE. LTD. is in a perfect position for the increase in future orders. Scrapping, new regulations etc. are parameters that are lining up for an interesting development. SCANJET FEEN IGS PTE. LTD. is ready to engage in the next wave of orders negotiated at the yards.

Adding to Key Customers

At all our key yards, Hanjin Subic Bay Shipyard, NTS and STX, we are the preferred maker and this proves that our offer to the yards is interesting and attention grabbing. I would not be surprised if we can add a few more shipyards to the list of key customers as we are widening our range of IGS products with compact units with smaller capacities intended for smaller vessels, additional N2-systems for LNG/LPG and other vessels with special requirements. These units will be in series production and easily customized for the specific requirements. Several option vessels have already been confirmed orders, and are negotiated on the key yards and SCANJET FEEN IGS PTE. LTD. is of course in the winning position for these orders. We will be the customer's first choice for the foreseeable future.



Multi-IGG System



Deck Water Seal ready for painting

Full Speed Ahead

We are in the midst of a constant flow of deliveries. Now also the first shipment to AVIC DING HENG is rolling out

to our great satisfaction. It is the first of 7 vessels plus two options. More and more individual components are designed and manufactured by our production company. This will shorten in-delivery time and costs. One example of these articles is the exhaust valves included in almost all systems. These are now totally supplied with certificates in-house. Extraordinary efforts by the factory's design and production personnel have been carried out to facilitate this. Well done! The production site is now ready and nearly fully equipped for the next step and growth of orders.

IGS a Corner Stone Product

We are proud to present good numbers in the order income. The Inert Gas System is a corner stone in the ITAMA portfolio. (Intelligent Tank Management) It is a high value system to sell and recognized throughout the Scanjet sales teams worldwide as one of the most promising and "best sellable" systems in the group due to its price and quality ratio. The design team is constantly widening the range of capacities and adding to the offer to our customers. I'm very optimistic for the future with the constant developments happening in the production company and facilities. We are quickly becoming a power factor in the IGS business.

In a very short time the SCANJET FEEN IGS PTE. LTD. company has developed into a mature and dependable supplier. From 0 to 5.5 million USD in the order book in less than 2 years.

This is nothing short of a success story. Once again, I want to thank all involved in these "initial" orders and look forward to an avalanche of orders yet to be taken.



Mikael Nehvonen
IGS Product Manager
Scanjet Feen IGS

join us at **SMM**
4-7 sept 2018
hamburg

Hall: A1
Booth: 305



Oil/Chemical Tanker ST. CLEMENS in Panama Canal
Photo: Johnny Forsman

Scanjet Systems

At Scanjet Systems we have had another good year, beating both our revenue and profit targets for the financial year 2017 – and the current one is looking even better. We expect the positive trend to continue as we carry on developing our sales and marketing capability further both within the team and in collaboration with our existing and new partners around the world.

Speaking of our team, we are delighted to welcome back Stuart Sharp, whom many of you will know from his earlier time with Scanjet Systems, as our new Head of Sales. Stuart with his solid sales and business development experience from across different sectors and markets will be instrumental in formulating and implementing our growth plans.

Sector-wise, we are continuing to develop and support all our existing key sectors. Of these, one of the more interesting ones in recent years has been the wider oil / energy / petrochemicals sector, where products such as the SC 60A and SC 15TW are attracting ever-growing interest. To help us build inroads into this market we have consolidated and expanded our existing strategic partnership with Entecx, whose wealth of oil sector know-how and contacts continues to provide us with significant added value.

We are also enjoying strong success within the pulp & paper sector, where an Asian customer has recently placed one of our largest orders to date, for over 1,000 units of the SC 15TW rotary jet head. Likewise, various specialty chemicals industries are showing significant promise — but more about those in a later issue.

Another key market for us continues to be the beverage and liquid foods sector, where several interesting projects have come to fruition featuring the Bio series models. We are especially proud to have supplied a major new Scotch whisky distillery complex, where the customer had previously experienced endless

maintenance headaches and production downtime using a competitor product. Now, with a Bio 10 fitted in each of their 60+ tanks and stills and operations running as smoothly as an 18-year-old single malt, the customer can focus on making their delightful whisky rather than wasting their time cleaning and repairing their tank cleaning equipment.



And finally, in geographical terms, while our existing key markets continue at a steady pace, we have also of late seen particularly strong interest from several new and emerging markets especially in Latin America and Asia — both exciting regions with plenty of potential, which we look forward to exploring and developing further in the coming months and years.



Lars Cronsjö
Managing Director
Scanjet Systems

Scanjet IT

In the last two years, the IT department has undergone a multitude of changes and upgrades. Part of this has been to evaluate what tools and systems are available on the market to improve the way they are used internally in Scanjet.

Some old internal tools have been rewritten from the ground up with the latest tools and up-to-date software standards.

This is to enable a better interconnectivity between departments and all of Scanjet Group.

It also enables a more aggressive sale on the world market.

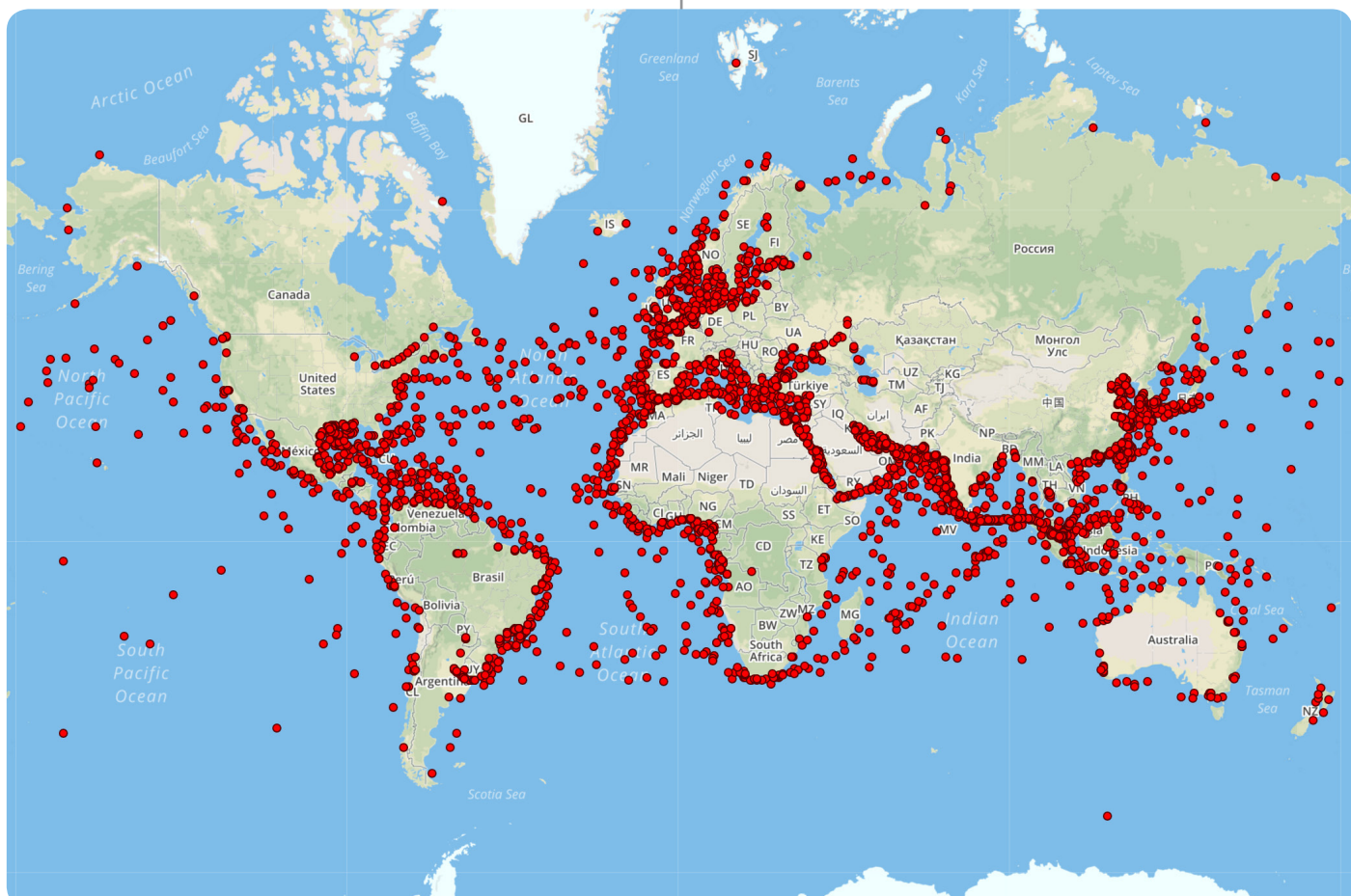
One of the products we have launched is the tracking of all vessels that has Scanjet equipment onboard. This is great for the After Sales Department in their work to

support our customers. Below map shows where all the "Scanjet" vessels were located on 20/08/2018 at 16:00 CET.

We are also working on actively integrating all of the toolsets used in the different sister companies in the Scanjet Group. This will streamline the cooperation in the group.



Jonas Jinbäck
IT Manager
Scanjet Marine



A printscreen of all vessels with Scanjet products onboard. Taken 20/08/2018 4pm CET.

Sjöbo Factory Unit

At present there are about 60 employees at the Sjöbo factory unit situated in the southern parts of Sweden. Some of them having more than 30 years of experience within Scanjet. Since its inception there has been a steady growth and by to date we have a fully running production facility optimized for production of tank cleaning machines and P/V Valves. Sjöbo factory unit is also Scanjet's mechanical engineering development center and manages a large amount of aftermarket, service and R&D. Approximately 160,000 tank cleaning machines have been delivered since the very start in 1994. Scanjet factory unit have been certified in accordance to the new ISO 9001:2015 standard.



During the year of 2018 we have;

- Delivered approximately 12,000 tank cleaning machines and 2,200 P/V Valves.
- Handled over 3,000 customer orders.
- Handled over 3,000 purchase orders.
- Handled over 5,500 manufacturing orders.



Hakan Amilon
Site Manager
Scanjet Marine



In Memorial of Chakkrit Andersson

Our respected colleague in Sjöbo, Mr. Chakkrit Andersson has sadly passed away at the very young age of 24 on the date 8th of August 2018.

We send our sincere condolences to his close family and relatives and shall forever remember him as a valuable employee at Scanjet as he truly was. Chakkrit has been a very talented and respected person with a positive attitude that always contributed to a good atmosphere among us.

Rest in Peace Mr. Chakkrit Andersson.



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