

# SCANJET COURIER

Scanjet Newsletter  
Issue 17 - 2019

Welcome to the 17th edition of Scanjet Courier 2019. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.



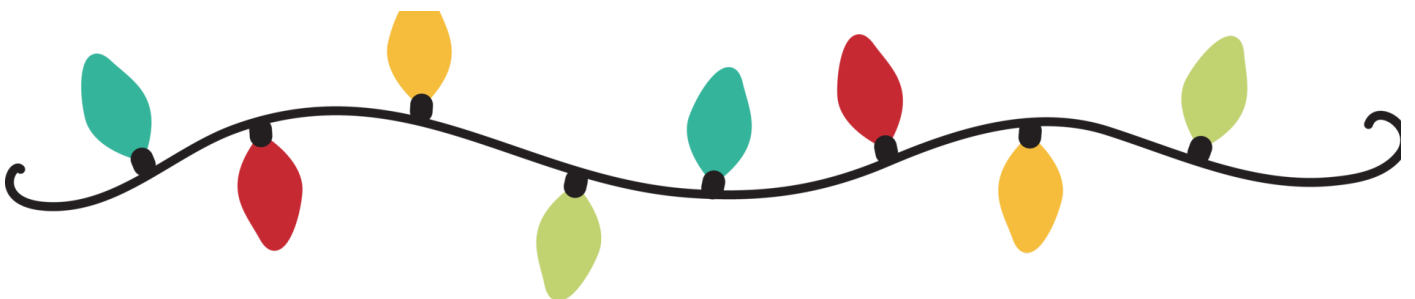
Sirius Shippings new Vessel "M/T Mercurius" at berth in Sweden.  
Photo: Björn Lundgren



INTELLIGENT TANK MANAGEMENT

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Bit Okland underway, Norway.  
Photo: Johnny Forsman

# CEO at Speakers Corner



## Partners, colleagues and end users of Scanjet services:

The Scanjet fiscal year of 2019 is now closed with the result well within the expectations, a remarkable work performed by all Group units in spite the tanker newbuilding market being at an all time low. The ITAMA concept has been accepted in the market and we stand strong for the 2020 in every aspect. The new ITAMA logotype is presented below.



## Scanjet Marine AB, MD Niklas Falkmer

The largest production unit for PV valves and Tank Cleaning in Sweden is performing very well and is improving the result gradually following the combined production diversification and launched stock optimising project. Our Sjöbo unit also handle all after sales and Gothenburg unit handle direct sales to shipyards and ship-owners and service as well the China liaison offices for commissioning. Scanjet Service Center in Varna is proving very good results in its dry-dock services and education of ship-owners personnel.

Market shares are more less stable for tank cleaning and PV Valves while the level gauging is subject to much improvement during 2020.

Portable tank cleaning machines and gas freeing fans are booming, and the forecast looks very good also 2020 for the Marine unit.

## Scanjet PSM, MD John Bullivant

Our British unit has successfully launched important additions to its APT sensor range and have managed to stay on the right budget side in this very difficult year. 2020 is expected to be a year of improved sales with further deliveries to Navantia in Spain for its frigates for the Kingdom of Saudi Arabia.

## Scanjet Ariston AS, MD Niklas Falkmer

Our Norwegian unit and central to the ITAMA concept had this year struggled with the low tanker orders and hard-to-find retrofit projects, however, the light in the tunnel seems close with improvements in tanker newbuilding market together with the launch of our FMCW radar sensor. The year of 2020 looks exciting with the right products now in place and the ITAMA concept a success - the future of marine effective Tank Handling looks bright.



CEO Magnus Wallin during Norshipping 2019 in Lillestrom.  
Photo: Niklas Falkmer

## Scanjet Asia Pacific Pte Ltd, GM Jane Tan

This unit handles the ASEAN plus portable tank cleaning and fans. As well as service support they are also closely involved in handling part of the Batam logistic operations.

Sales have improved from last year and expected to improve further during 2020 due to an increase in the number of retrofit projects.

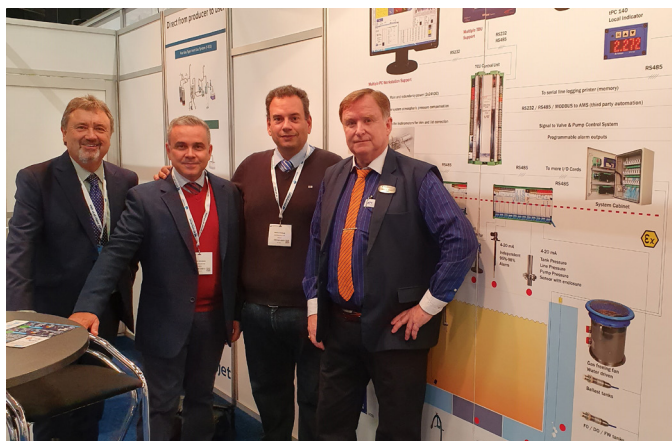
## PT Scanjet Production, MD Thomas Jinbäck

Production in Batam is now fully operational and more than reaching the target capacities. We are sure that this unit will be another important part of the Scanjet development and is already greatly contributing to the services offered by the Group. The Batam engineering team also operates from the new factory in Batamindo Industrial Park. We expect 2020 will be a year to reach ambitious targets here – fast progress indeed.



### Scanjet Feen IGS, Sales Director Magnus Wallin

This unit operates from Singapore and we give our sincere thanks to Mikael Nehvonen who will return for a while to Sweden. We welcome Mr. Serol Irgas who will take over the management of IGS activities. The year has shown much improved logistics and services whilst important strategic orders have been secured in both China and Korea. Inert Gas (IGS) is a very important part of ITAMA and the cooperation with Feen Marine Pte Ltd is today proving to be a true 'win-win' partnership.



John Bullivant, MD PSM & CEO Magnus Wallin during Europort 2019.  
Photo: Unknown

### Scanjet Macron Ltd, President DG Kim

Korean partners are diversifying fast into the industrial areas to reduce their dependence on the marine market. SMK is close to budgets, which is remarkable in the hard Korean marine market. Excellent sales work in the ITAMA concept for both STX, Hyundai Mipo and Samsung shipyards were highlights and the improving new build market gives great confidence for the future.

*"If you can make it there – you can make it anywhere."*

The old song from New York from the musical On the Town from 1944, goes very well for the competitive Korean market and suits ITAMA well.....

### Scanjet Systems AB, MD Lars Cronjsö

The industrial line faced a hard year and experienced some project delays. The year improved and finished well. Scanjet Holding AB has also acquired 100% of the shares in SSAB during 2019.



Nordic Flow Controls newly installed valves on a inland tanker in The Netherlands. A successful cooperation between Nordic and Maas Marine.  
Photo: Patrick Maas

### Maas Marine BV, President Patrick Maas

Our stronghold in Rotterdam performs superbly and always exceeds budgets. They have been particularly strong last year in PV inland tankers sales. General service, Tank Cleaning sales and production of hoses and portable accessories have all continued to perform well.

It's an honour to give all involved, managers as well as employees, no one mentioned no one forgotten, with the owners thanks for all your efforts during 2019 with the newbuild tanker market still in the doldrums.

We stand strong for 2020 and are ready to continue our ever-lasting expanding voyage over the seven seas.....



Magnus Wallin  
CEO & Part Owner  
SCANJET GROUP



# PSM's Project Wins and New Products



## Project Wins and New Products

PSM has had another busy quarter with a number of key project wins across a range of applications and the launch of the highly anticipated APT1000. From ocean liners to military vessels and to tankers, PSM's products are continually recognised as providing reliability and longevity in the marine industry and beyond.



The APT1000 sensors lined up in PSM's production unit, Haywards Heath.  
Photo: PSM

PSM's complete Tank Gauging System was supplied to the UAE Navy as the Al Fattan dockyard built two 70 metre Landing Craft for them. It is anticipated that these initial two builds will be followed by a further four Landing Craft.

In another big project win, PSM's sensors were used on the oceanographic vessel, the Ocean Evolution, where 120 PSM 260 sensors were supplied for the 60 tanks on this vessel.



Oceanographic Vessel OCEAN EVOLUTION underway.  
Photo: Unknown

PSM's transmitters were also used as part of a Scanjet full Intelligent Tank Management solution for the new-build tanker, the MT Bahama Blue.



MT Bahama Blue  
Photo: Unknown

PSM's products are not just restricted to vessels, they have also been part of an innovative floating wind platform project. PSM were selected as instrument supplier for the initial platform in Portugal, which was the first offshore wind turbine in open Atlantic water. Due to the success of this project, they have been asked to supply instrumentation for the next phase which covers seven wind platforms across Spain, Portugal and France.

As part of their role in the project, PSM have supplied marine certified instrumentation including submersible switches to monitor water levels and ingress for flood detection, continuous level monitoring transmitters and pressure transmitters for various process pressures.

Finally, the other exciting news from PSM this quarter is the launch of the new APT1000, the enhanced dual mode level and pressure transmitter, which replaces and improves on the highly successful ICT1000. The APT1000 is equally suited for marine and industrial applications and provides improved performance and accuracy plus a number of design enhancements.

For further information on PSM products, please see [www.psmmarine.com](http://www.psmmarine.com).



### Prestigious Project Win in China for PSM

As we approach the end of the year, PSM is delighted to announce a prestigious project win with their longstanding partner and distributor in China, Marintec, supplying PSM sensors to China Oilfield Services Limited (COSL) for eight new build vessels at the Wuchang shipyard.

### “Over 500 APT500 Sensors Supplied to Chinese New Build Vessels via Marintec”

Working closely with Marintec and the local expertise and knowledge they bring to projects, PSM has supplied over 500 of our Marine Type Approved APT500 sensors as a complete package to the 4000HP LNG Powered PSV vessels for all ballast, fresh water, fuel and lube oil service tanks and draught measurement.

PSM APT500 sensors are fully certified for use in hazardous areas under ATEX and IECEx, and COSL recognised that they will provide a rugged and reliable solution for the harsh marine environments that these new vessels will need to be able to withstand.

If you'd like to find out more about the APT500 sensors, or PSM's range of marine approved transmitters and sensors, then please visit the PSM website.



### New Year. New Exclusive Partner.

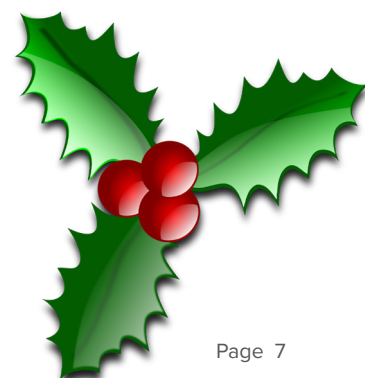
PSM is delighted to start 2020 with the announcement that we have appointed the Dutch company Maas Marine & Industrial Equipment BV as our agent and exclusive distributor of PSM products in the Netherlands, with effect from January 1st.

Like PSM, Maas Marine is also a member of the Scanjet Group. Based in Rotterdam they are a long-established assembly, a sales and service company for the marine industry with extensive experience in the supply and support of tank gauging solutions.

We believe that PSM and Maas Marine are a perfect fit, and we look forward to a long and successful relationship working with them to further develop the Dutch Market.



Mark Jones  
Sales Director  
PSM Instrumentation



# Full ITAMA for Thun Tankers

## Thun Tankers Adds Newbuilding Duo to Its Fleet

Swedish shipping company Thun Tankers took delivery of its first L-Class and second E-Class tankers on May 9.



Image Courtesy: Thun Tankers

The 18,650 dwt product tanker Thun Lidkoping, the first in a series of five resource efficient tankers, was built by China's Avic Dingheng Shipbuilding, while the 8,000 dwt Thun Evolve was delivered by the Netherlands-based Ferus Smit BV.

The dual-fueled Thun Evolve will use natural gas or biogas as fuel. It is the second in a series of four ordered E-Class tankers.

Both units will enter into the Gothia Tanker Alliance network with crewing and technical management done by MF Shipping Group.

"It is a historic day for our company with the delivery of both Thun Lidkoping and Thun Evolve on the same day. With the E-Class and L-Class series in trade, we are further strengthening Gothia Tanker Alliance' possibility to serve our clients with climate smart tankers in the right position at the requested time," Joakim Lund, CCO Thun Tankers, said.

"These new tankers are part of our next generation purpose-built and efficient vessels enabling us to remain a sustainable Swedish partner over generations," Johan Källsson, Managing Director at Erik Thun Group, said.

Text Courtesy: World Maritime News



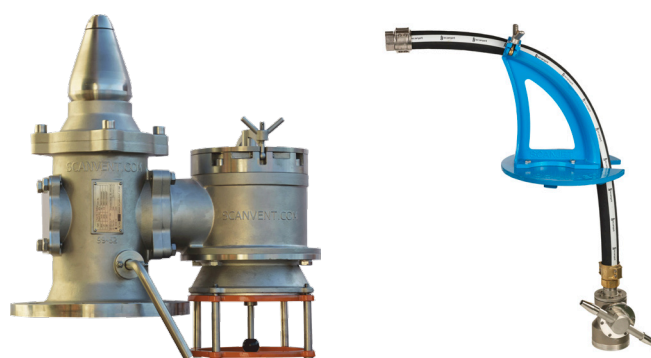
## Scanjet Provides Full ITAMA for Thun Newbuildings

Thun Tankers has taken delivery of the 18,650 dwt IBC code type II chemical and product tanker Thun Liverpool. Thun Liverpool is the third in a series of five L-class tankers built by Avic Dingheng Shipbuilding Ltd in China.

Scanjet have provided Fixed Tank Cleaning Machines, P/V Valves, Cargo Monitoring System including Scanjet Radar and IGS System for this vessel series.



Scanjet Fixed Tank Cleaning machine SC 30T & Scanjet Radar SC R8.  
Image Courtesy: Scanjet



Scanjet P/V Valve & Scanjet Portable Tank Cleaning setup.  
Image Courtesy: Scanjet







# Navig8 Lifts Option For Chemical Tanker



Image Courtesy: Navig8

UK-based Navig8 Chemical Tankers Inc. has declared the option to purchase the 2015-built chemical tanker Navig8 Aquamarine, Oslo-listed shipowner Ocean Yield said.

Following the delivery of the 37,000 dwt IMO II chemical tanker to Ocean Yield from its Korean shipbuilder Hyundai Mipo Dockyard in June 2015, the vessel started a 15 years “hell and high water” bareboat charter with Navig8 Chemical Tankers Inc.

The ship forms part of a series of total eight chemical carriers that were chartered to Navig8 Chemical Tankers Inc.

The effective purchase date is 25th June 2020 with a price of USD 26.5 million.

Navig8 Chemical Tankers Inc. was established in 2013. It has a fleet of 32 large, fuel-efficient vessels, according to the company’s website.

Text Courtesy: World Maritime News.  
Posted on December 26, 2019

## Navig8 selects Scanjet for Portable Equipment’s

Navig8 Group and their newly merged ship management company Suntech Maritime, continues to show their full support in Scanjet Portable Tank Cleaning and Gas Freeing Equipment’s.

Previously this year Scanjet was selected to provide a full portable equipment package, including portable tank cleaning machines, hoses, gas freeing fans, portable calibration rigs and accessories to Navig8’s latest newbuilding program consisting of 8x 49,000 DWT scrubber-fitted MR2 tankers from New Times Shipbuilding Co., Ltd. The vessels have been entered into and operated through Navig8 Group’s Chronos8 commercial pool.



Scanjet Portable Equipments. Fr. I; SC F90A, Portable Set, SC 15TW.  
Image Courtesy: Scanjet

## Navig8 Declares Purchase of 4 New Options

Just recently Navig8 declared the purchase of another 4x options of the very same MR2 CPP-series as mentioned above, built at New Times Shipyard in China. Scanjet was selected maker for the Portable Equipment’s for these additional vessels as well, which makes this a truly remarkable order with a total of 12 vessels. The first vessel, M/T Great Epsilon, will be delivered in January at New Times Shipyard and the first pallets of Scanjet Portable Equipment’s has already left Scanjet premises in Singapore.



Gabriel Brännlund  
Global Sales Director  
Scanjet Asia Pacific Pte Ltd



## Upcoming Events

### Maritime Trade Fair Dates 2020



18th -20th of March - Asia Pacific Maritime  
Singapore



1st - 5th of June - Posidonia  
Athens



**8-11 sept 2020**  
leading international  
maritime trade fair  
[smm-hamburg.com](http://smm-hamburg.com)

8th - 11th of September - SMM  
Hamburg



26th - 28th of October - Seatrade Middle East  
Dubai

### Grande Sales Meeting 2020



There is no doubt that this is a new era of Scanjet... Success of the ITAMA concept, the new Batam factory, the enhanced Scanjet Register and the active After Sales all deserve a special mention.

Due to changes in the market we see an immediate need for a SCANJET Grand Sales Meeting - 25 YEARS Anniversary in March 2020.

We look forward to inviting you to this special event so keep an eye out for your personal invitation which will be sent out very soon...



— HAPPY NEW YEAR —



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