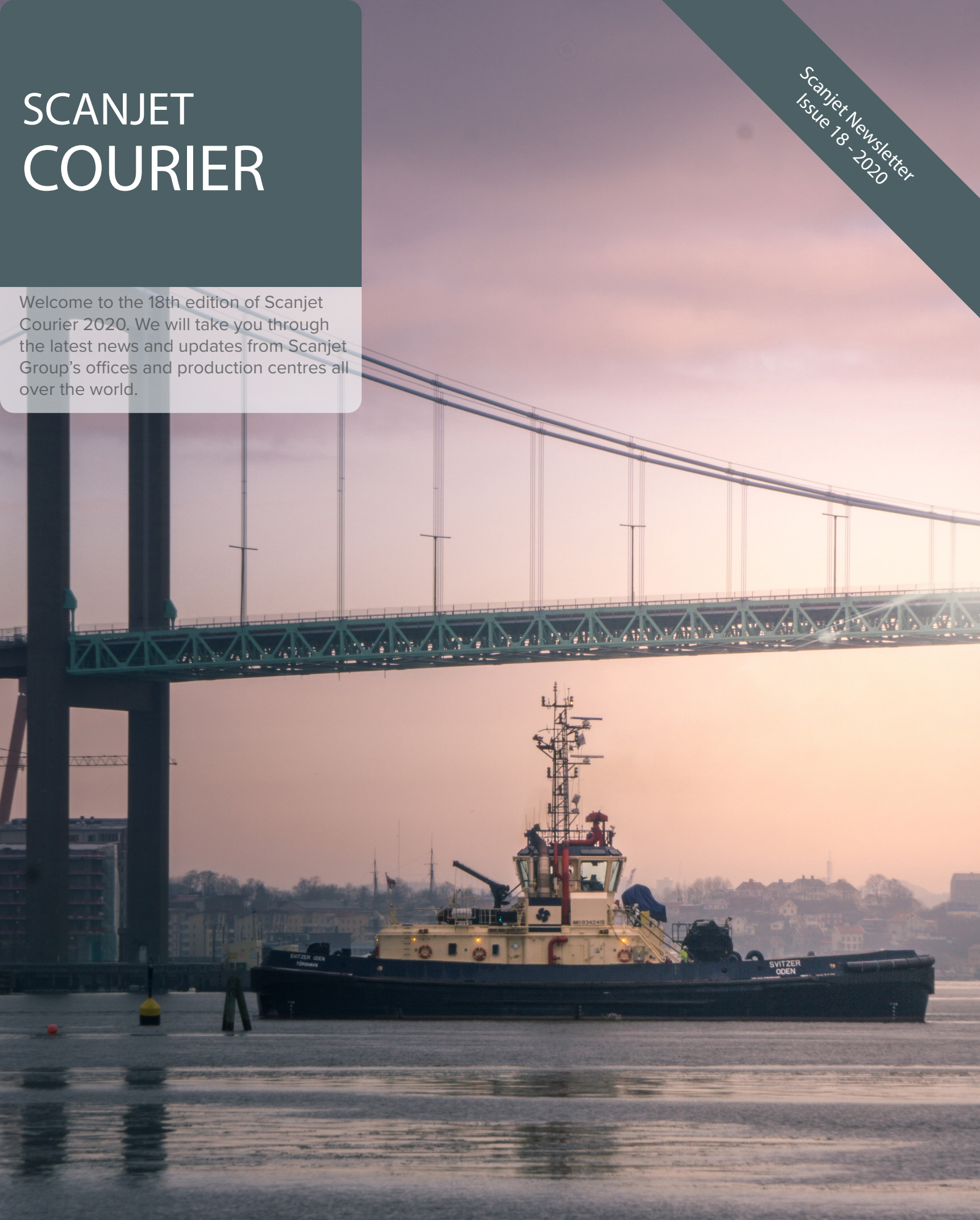


SCANJET COURIER

Scanjet Newsletter
Issue 18 - 2020

Welcome to the 18th edition of Scanjet Courier 2020. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.



INTELLIGENT TANK MANAGEMENT

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New Employee Announcements



King Wee Chan

We welcome Mr. Chan as the new Sales Manager to our Scanjet Singapore office. Mr. Chan has previously worked as a Project Engineer for 3 years, handling product testing, system installation and FAT's. He also has more than 10 years of experience with sales and business development within marine, offshore and Oil & Gas industry. We are very excited to have him aboard!



Zhasmina Maihalova

Zhasmina Maihalova is our latest addition to our Scanjet team in Varna. She will start on Tuesday 8th of September. Ms. Maihalova will mainly work in a customer support role. This will be a great addition to the whole group and we wish her very welcome to the Scanjet family!

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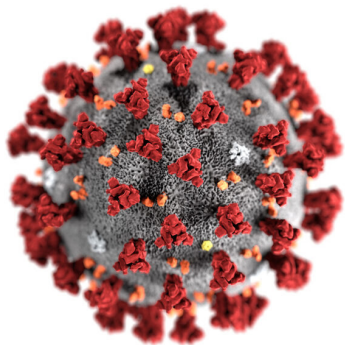
Bit Okland underway, Norway.
Photo: Johnny Forsman

CEO at Speakers Corner

Dear colleagues and partners,

It is an understatement to say that 2020 has been the most challenging year in history, not only for Scanjet Group but also for myself and many of us in the private life. The year of Covid 19 has affected all of us and the owners of Scanjet Group is proud over the good discipline and spirit of our partners and employees throughout the world.

We all know that CEO was having Covid 19 in March but recovered remarkably and very fast in Singapore NCID hospital treatment. Already in beginning of April I was declared totally recovered by Singapore standards. Today I have rechecked antibodies IgG and carrying that assuming immunity with me, but for how long is yet to be seen. Johan Helamb is another veteran in the Scanjet family affected by Covid 19 but worse than CEO. Thankfully, he is also heading strong on the recovery way by now. So, it was not without friction we have gone through the first phase of Covid 19, and the end of this disease is not yet here. Keep up the safety standards you all installed and take it very seriously.



On the other side, Scanjet as a group has performed extremely well during the various Covid 19 restrictions and we are heading towards the best result ever for the Group 2020. We all assume that the closing of September books is with top results all over and undersigned remain deeply humble over this fact, seeing so many others in the marine business struggle and some less fortunate companies do not even make it.



Using this time optimal I have been able to travel, following rules and restrictions, to our offices in Norway, Holland and to our partners in Greece and not to forget our head office in Sweden and plan for the upcoming visit to our Scanjet Varna Service Center in Bulgaria as soon as I can. Trust also in returning to Singapore by soon.

PT Scanjet Production

Thomas and Claes Jinbäck has been our stronghold in Batam and the factory PT Scanjet Production Indah in Batamindo has been ISO 9001 certified during the COVID 19 year and managed to keep COVID 19 away from the factory. Delivery schedules worked on fine and SCANJET Batam deliver on time ever since the lockdown in Asia took place. Well performed in Indonesia.



PT Scanjet Production Indah in Batamindo.
Photo: Gabriel Brännlund

Scanjet Asia Pacific topping the year, Scanjet Marine Korea struggle through the hardest year in history for Korean Marine Industry, Maas in Holland is keeping up, Scanjet Systems top the year best ever, and our Scanjet China liaison offices makes the services to Chinese yards perfect. The Scanjet Service office and service from Scanjet Asia Pacific in Singapore has been open to our customers convenience. A remarkable work from those units in very hard conditions. Scanjet PSM is exceeding budgets in UK as well. Scanjet Marine is also giving best result ever during 2021.

Scanjet Feen IGS & Scanjet Macron Update

Scanjet Feen IGS

Serol Irgas keep the Scanjet Feen IGS going and Feen Marine in Batam has managed to increase turnover and also improved quality during those hard Covid 19 conditions. Impressive IGS orders are signed during 2020.

Planning of 2021 Scanjet budgets is ongoing worldwide, and even though it's too early to say, it looks really good. Scanjet Group will enter into 2021 with full faith. There were some time for mini holidays in north of Norway with deep sea fishing in Saltstraumen and results seen on illustrations. Scanjet and teams made it through the first phase of Covid 19 and Scanjet will certainly make it onwards as well.



Magnus Wallin with a 7kg Atlantic Wolffish.
Photo: Gabriel Brännlund

Keep the mask on, it's not over yet and lets sail together well and safe into 2021...



Magnus Wallin
CEO & Part Owner
SCANJET GROUP

Covid19 Korea & Scanjet Macron Update

Very low oil price and much reduced world trading due to Covid-19, new building order for all Korean yards during the first half of year 2020 recorded as 1,180,000 DWT, which was 67% down than the first half of year 2019 of 3,58,000 DWT.

This figure is the lowest new building order for Korean yards since last 10 years.

HHI group have reached 12% of their year 2020 order intake target and DSME recorded 19.8% and SHI made only 6% of their target.

The new building orders for all Korean yards during the second half will be a little bit improved but general new building situation in Korea will not be optimistic before ending Covid-19.

Under this hard situation, Scanjet Macron have received one remarkable order consisting of UPS, Gas flowmeter & Instrument package from SHI for 5+5+5 Russia Yamal Artic LNGC project and expected some more big LNGC projects like as Qatar Gas LNGC (up to 100 vessels during 4 years), Mozambique LNGC, etc.

We are expecting more new building projects than LNGC from next year at least and then we will be much better position due to base of some LNGC orders than other supplier & competitors.



DG Kim
CEO
Scanjet Macron

Scanjet PSM

Managing & Delivering During The COVID-19 Pandemic

2020 has brought many challenges to businesses and individuals, as the world has had to deal with the COVID-19 pandemic. The safety of our staff and customers has always been paramount, and in line with UK government guidelines we were able to continue trading through the difficult months of lockdown as production continued under controlled COVID-secure conditions.

As society has started to reopen, all non-production staff who had been working from home have now returned to working in the office in a safe and secure way. We thank all our staff, customers and suppliers for their support during this challenging period.

Continuing to Deliver to Projects - Worldwide

Despite these unprecedented and uncertain times, we have delivered major projects to customers around the world, including in Australia, Canada, China, Egypt, Saudi Arabia, Spain, the UAE and the UK. During the months of April to July, we have delivered around 2,000 sensors, including our latest APT500, APT1000 and 260 Tankstar, for a wide range of commercial and naval applications.



We have a number of key projects which we are currently working on and we are focused on ensuring our customers receive the highest levels of customer service and business continuity from Scanjet PSM, whilst continuing to monitor the latest updates about the COVID-19 pandemic.



Mark Jones
Sales Director
PSM Instrumentation

Marine Market Review

Market Review & New Scanjet Orders

The marine market have seen a turbulent and volatile market in the spring and summer period where the combination of price war on oil and Covid-effects in general have caused challenges and opportunities. For our main segment tankers, we have with pleasure noticed that the number of newbuilding's are stable, even if they are at low levels (yearly ordering some 300 tankers). The vessels are sailing even if some were tied up in storage for a period and our products are continuously in use around the world.

The only segment where we have had some negative impact from Covid 19 is for the cruise vessels, were delays in projects and possible projects are not materializing. The travelling restrictions has limited our possibility to carry out service onboard on all of our installations, but recently we have seen that the market is opening up again.

Scanjet customers have embraced the ITAMA concept and the recent orders secured have been with majority of the ITAMA products included. We can highlight that AET in Singapore and Shell have both chosen Scanjet tank cleaning machines and the unique PV valves. Shell also committed themselves for Scanjet Inert Gas Generators.

As most companies Scanjet have been restricted to travel and many of our staff around the world is working from home. With today's tools it has turned out to be working fine and customer meetings, service assistance etc. are nowadays performed remotely and probably something that will be here to stay.

Shipyards around the world have free capacities and that in combination with record low order stock for newbuilding's vs sailing fleet should be promising for the future when things normalize, and demand will return for crude, products and chemicals around the world. Future looks bright!

Indonesian Order

Scanjet happily informs that we have secured an order at Indonesian yard Batamec for a replenishment tanker were Scanjet will supply Level gauging, Tank cleaning, PV valves and valves including valve control system. This order has been secured by our Singaporean office and will be delivered early next year. Another success story for the ITAMA concept.



Previously built 6500 DWT product oil tanker, M/V Transko Yudhistira at Batamec Shipyard.
Photo: PT. Batamec.



Niklas Falkmer
Managing Director
Scanjet Marine AB

Reduced VOC Emissions

Reduced VOC emissions free of charge

IMO has imposed stringent rules for emissions in the IMO2020 legislation. It has forced owners to either use more expensive fuel, installing scrubbers or dual fuels systems. Nothing of the above is free of charge, to put it modestly.

That makes it a mystery why very few is doing something about emissions from the cargo tanks due to thermal breathing caused by changes in ambient temperature. Estimations says that VOC corresponding to three full loaded VLCC is emitted every year and nobody, or at least very few, cares. It is clearly stated in IMO circular 680 that equipment that eliminate or minimize emissions should be used.



Scanjet dual nozzle system is today, beside a closed recycling system (high cost of many millions of USD per vessel), the most efficient way to reduce VOC emissions. As it is our standard design there is no extra cost involved. Avoiding VOC emissions totally is not possible unless a recycling system is used but limiting emissions to only what has to be emitted is possible by using a dual nozzle system.

French oil major Total has shown that they are prepared to do their part. Total is doing an effort to reduce the emissions during sea freight by having as a requirement for many years that the vessels under their charter should have a Vocon valve installed. Vocon valves has in the past been the most effective way in order to reduce VOC emissions from cargo tanks.

When Total became aware that there now is more efficient technology available they were very quickly amended the specifications for the new vessels which will be chartered by Total by adding that "an equivalent device type that reduce VOC emissions, such as dual nozzle P/V valves, are acceptable".

We have been told that when buying something that it too good to be true, it isn't true. Here it actually is true. Some owners, like Malaysian AET, have taken one step further by specifying a dual nozzle system as the only option in their newbuilding specifications.

A Vocon valve is expensive so deleting it means cost savings. Yard saves money on installation, owner has one item less to service and maintain and the best thing of all, emissions are reduced, which in itself is a saving of cargo and inert gas.

Do we really need a marine whistle-blower in order for yards and owners to understand that if the cost savings mentioned above is not enough, reducing emissions and thus reducing the green house effect is everybody's responsibility and duty, especially if it is free of charge.



Johan Olbing
Sales Director
SMAB



After Sales & Service

Impact Of Service in Maritime Industry During COVID19

The outbreak of COVID-19 caused by the coronavirus has caused chaos and panic all over the world. Ceasing all normal daily activities like going to work, a walk in the park, or in some countries even going outside the house.

One of the activities that has also been severely impacted due to the spread of this disease, is the service in maritime industry. This epidemic has caused the shipping and maritime industry to face the worst circumstances as the workforce in these sectors has been shut down for the safety and prevention of spreading COVID-19. This setback has also been caused due to the standstill of all kinds of cargos via water or air during this quarantine period. This widespread pandemic has launched a major concern for the maritime industry not only from the ports of China (where the virus is said to originate) but also the ports globally. All the trade chains, including the major import and export trade, is in the face with a downfall.

During this challenging time and the urgency of the situation, a ban on travel for service personnel has caused a tough situation to keep vessel in full operation and critical systems fully functional. Many workers and service personnel are being trapped onboard the vessels due to either being in quarantine or for other prescribed safety issues. The ports are also running at a low capacity, and the storage facilities has been overloaded. The maritime transport and shipping industry are overwhelmed with major challenges. Travel is hard and expensive, almost no flights go as normal.

Scanjet Service Success Stories

Scanjet has done major changes and we try whatever we can to support and service our clients in these challenging times. We developed new solutions and new approaches to service our clients in the best

way possible. Below are some examples of things we support with:

M/T GS Adventure - Stena Agri

Thanks to tight co-operation with Scanjet Marine in Sweden and Scanjet Asia Pacific Ltd. In Singapore and our client, we have managed to secure this great order. The order includes service of 24pcs SC 30TL tank cleaning machines. We have agreed on a service onboard but due to Covid-19 concerns, we have instead changed the whole inlet house and drive unit. We sent step-by-step instructions and we shipped the old inlet house and drive unit back to our factory for refurbishment. Scanjet Asia Pacific went onboard in Singapore for check and extra crew training. This was little more costly and needed more co-ordination and work by all involved but, in the end, all went well, and the ship is now 100% ready for new cargoes.

M/T Doric Courage

Same as above just different machines and we solved all outstanding issues onboard together with the ship owner.

2x UK Naval Vessels

We service all machines in our main factory in Sweden. Instead of doing all the work on-site, we decided to ship and do the work inhouse instead. A quick and secure way to do the work for all parties.

Stolt Nielsen - P/V Valve Rental Agreement

We send serviced P/V valves to Stolt Nielsen who put them on the ship and send the others back to us. We service them as well and send to the next vessels and we continue so until all ships are served. This service strategy is much better and accurate, compared to do it on site, at a yard and/or during dry-dock. Below service of P/V valves that has come back from the vessels.



Scanjet Remote Services Is For Connecting To An Installation Upon Customer Request And Provide Remote Support.

SCANJET Remote Services is built on a common technology platform for SCANJET products. The system is designed to address the challenges of establishing a secure and reliable remote session via satellite, internet or phone communications.

Benefits

- Minimize the number of service trips, thus reducing the operation cost.
- Reduce the time for onboard SCANJET personnel by specialist support remotely.
- Reduce downtime.
- Operational support and guidance.
- Periodic inspection for preventive maintenance.
- Protect the installation from malware thus reducing downtime.

Features

- Diagnostic and configuration possibilities from SCANJET
- All sessions must be initiated and confirmed by personnel on board. Only certified SCANJET engineers can access remote operation.
- 24/7 live support if needed
- Uses existing internet connection on the vessel.
- Works on low bandwidth / high latency links.

Operational Guidance

- Onboard personnel initiate a remote session. A certified SCANJET engineer connects and observes the operation live while giving operational advice through the built-in chat function.

Configuration

- Assessment has been done and remote safe job analysis has been completed by customer and SCANJET in cooperation.
- Remote configuration is done by a certified SCANJET engineer once onboard personnel has initiated and approved the session



Patrik Rilby
Global Service & After Sales Director
Scanjet Marine

Contents

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