

TECHCROSS NEWS

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Providing Right Solutions For Your Ships

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News 01. ECS Received JG Type Approval

On November 28, Techcross announced that Techcross received 'Pre-type approval certificate' from Japanese government on December 1, 2016. When the BWM Convention becomes effective on September, 2017, 'Pre-type approval certificate' will be automatically converted into formal type approval certificate. With this formal certificate, Techcross is ready to step up its sales activity in the Japanese market.

The sales of ECS have been dramatically increased for last years in the Japanese market based on acceptance certificate from Japanese government which is equivalent to government type approval. In line with ratification of BWM Convention by Japanese government, it changed this acceptance certificate into 'Pre- type approval certificate' and Techcross received this certificate.

Techcross is expecting to establish the firm foothold in the Japanese market by gaining more market share with this type approval.

News 02. Techcross Held the 2016 Agents Workshop

Techcross, a global leading BWMS company, hosted '2016 Global Agents Workshop' to prepare the entry-into-force 'BWM Convention' in September, 2017. '2016 Global Agents Workshop' was held in Busan new factory from November 9 to 11 with 26 delegates from 15 countries to discuss about the reinforcement of sales activity and share the latest information.

The workshop programs consisted of regulatory updates, sales strategy for retrofit market, new systems of Techcross and etc. In spite of the tight schedule, 26 delegates showed the passions and enthusiasm during the workshop, which means everybody realized that BWM Convention comes just around the corner.

Many attendees said that "It was a good opportunity to know the latest industrial news and one another through this session". Techcross also diversified BWMS disinfection technologies in order to cope with a variety of needs from the clients and provide the total solutions. Techcross' new systems may show in the end of 2017 in sequence.



Event Schedule

Public Event

- December 5 ~ 6, 2016
- : 12th BWMTech Conference / London, UK

TECHCROSS Event

- December 23, 2016
- : Workshop
- December 28, 2016
- : Year-end Ceremony
- January 2, 2017
- : New Year's Kick-off Meeting

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News 03. New Techcross Website Launched



Techcross, one of the leading ballast water management system makers, unveiled its renewed official website on November 1, 2016. Its new website is more focused on easy & convenient accessibility with advanced IT technologies and simplified UI (User Interface) regardless of what type of electronic devices are used.

Distinguishing features of the renewal are upgraded product details and communication functions. "PRODUCT" menu enables its visitors to see actual ECS models and even rotate its 3D products' image 360 degrees. A specifically categorized FAQ bulletin board can provide not only a greater understanding of ECS but also enjoyment & quick search.

In addition, a micro webpage called "Techcross Campaign Site" includes proper consideration factors before purchasing BWMS and market information as well as a general outline of ballast water management system.

A well categorized "CONTACT" menu helps its visitors get much faster response by choosing a specific category with a short inquiry.

A marketing staff of Techcross says, "We hope that our clients will visit our new website feeling refreshed. Our intention is to provide the latest and informative news related to BWMS to everyone who is interested in ballast water management system. It would be our pleasure if all the visitors can use our website in more easy and convenient manner to get the latest BWMS information."

News 04. The Central Research Institute of Techcross Selected as ATC by MOTIE

The central research institute of Techcross, a global leading BWMS maker, has recently been selected as ATC (Advanced Technology Center) by Ministry of Trade, Industry and Energy.

The ATC is a national project which aims to make research institute of selected companies with potential technology develop into world-class research institute in order to secure national technology competitiveness.

Techcross, one of leading ballast water management system maker in Korea, has been focusing to develop technology for improving performance of electrodes which core technology in the ballast water management system.

With said above technology, Techcross was selected in the final review by Ministry of Trade, Industry and Energy and awarded a designation and signboard at the ceremony of ATC selection on September 25, 2016.

In this regard, Techcross will be getting fund 2 billion Won in total from October, 2016 to September, 2020 and also will have a chance to get various supporting services for domestic/overseas promotion activities, international exchange as well as technical exchange gatherings. Techcross has developed electrodes by themselves which showing better performance compared to electrodes of other makers.



News 05. Techcross Earns "70 Million Dollar Export Award"

The 53rd Trade Day commemoration event took place at the Coex Convention Center on December 5, with more than 1,400 attendants, to encourage business people and companies suffering grim exports condition this year.

The ceremony, co-hosted by the Korea International Trade Association and the Ministry of Trade, Industry and Energy, honored 760 businesses people for their efforts to promote exports. A total of 1,209 companies received the Tower of Export award for achieving new export milestones.

In spite of maritime industry's deep depression, Techcross, the leading BWMS manufacturer in Korea, received an award the "70 Million Dollar Export Award" since it was awarded the "50 Million Dollar Export Award" 3 years ago. Techcross also awarded the Minister prize for "Man of Export Merit" in the same event.

Trade Day was designated in 1964 to celebrate reaching \$100 million in annual exports in 1964. In 2012, Trade Day shifted to December 5 to celebrate the 9th export earnings over one trillion dollar all over the world.

Regulation 01. Review of MEPC 70

The 70th session of MEPC (Marine Environment Protection Committee) was held from October 24 to 28 at IMO Headquarters in London. The major topics related to ballast water management are as below:

- **Status of ratification** : After ratification of BWM Convention on September 8, 2016, Saint Lucia, Peru, Finland and Panama have ratified the Convention. Therefore, the Convention has been ratified by total 53 countries having 53.28% GT of world fleet.
- **Revision of application schedule of regulation B-3** : Existing vessels were allowed to be exempted from installation of the BWMS until its first renewal survey for IOPP following the date of entry into force of the Convention. However, some parties proposed to revise application schedule which allows further additional extension for the reason of shortage of dockyard capacity for retrofitting the BWMS. Regarding this proposal including the alternative solutions, it will be further discussed at MEPC 71.
- **Amendments to guidelines for approval of BWMS (G8)** : Since MEPC 66 in 2014, the amendments to the guidelines for approval of BWMS (G8) have been considered more strict due to a concern that the approved BWMS by IMO cannot meet the standards, depending on environmental conditions. Therefore, the amendments to the G8 guidelines were approved at MEPC 70 include the followings: ①Inclusion of a requirement to perform shipboard testing at the upper range of treatment rated capacity ②Identification of system design limitations of BWMS ③ Prohibition of deviation of BWMS during land based/shipboard testing ④Addition of land based testing by fresh, brackish and sea water and change of test water salinity.
- **Implementation date of the revised G8 guidelines** : BWMS installed on or after October 28, 2020 will be required to be type approved in accordance with the revised G8 guidelines. Installation of BWMS type approved in accordance with the existing guidelines will be allowed until October 27, 2020.

News 06. **Techcross and Longshan Repair Shipyard Sign MOU**

Techcross, a global leader in BWMS, has signed a Memorandum of Understanding (MOU) with Longshan Repair Shipyard (Zhoushan Longshan Shipyard Co., Ltd) on 20th December 2016. As per the MOU, Techcross cooperates with Longshan shipyard to provide comprehensive services for ship owners related to retrofit installation on their existing vessels.

Once BWM Convention will come into effect on 8th September 2017, it is expected that there will be a huge demands from ship owners worldwide who try to install the BWMSs on their existing vessels. Against this backdrop, Techcross has now signed MOU's with 5 repair shipyards located in Singapore, Dubai, India, Spain and Malaysia to meet the those clients' demands in time. Moreover, before the contract with Longshan repair shipyard, a board of directors and technical team of shipyard were invited by Techcross and completed 3 days training course of Electro-Clean™ System (ECS) in Techcross Busan Factory. Through this training, Techcross expects to provide better service to clients.

Meanwhile, Longshan Shipyard was incorporated in the year of 1875. It locates at Longshan Sha'ao, Liheng Island Putuo district, Zhoushan. It owns 2 dry docks and 4 ship repair berths equipped with various ship repair facilities and equipment. It is also well known as one of the highly innovative and work-efficient shipyards voted by class supervisors and also especially European and Korean ship owners.

