

TECHCROSS NEWS

www.techcross.com

Providing Right Solutions For Your Ships

2019 June Edition. Issue. 18

Copyright@TECHCROSS all rights reserved.

News 01. USCG T.A. Holding Time Renewed to be The Shortest with No Filter

On June 14, 2019, USCG Type Approval items of ECS (Electro-Clean™ System), developed by Techcross, were partially revised. Techcross, which obtained the USCG Type Approval in June 2018 as the first company in Korea and the seventh in the world, conducted a retest under the stricter conditions to satisfy the customers' requests and received the certificate renewal after reviewed by an Independent Laboratory and USCG.

The main item revised is holding time. The holding time refers to the period of time that a ship must maintain ballast water before discharging. If the ship's operation schedule is tight, the holding time can be a weakness. ESC initially required 120 hours of holding time, but this revision eliminates the need for holding time in sea water and brackish water. 48 hours of holding time is required only for fresh water below 1 PSU.

Especially, it is significant that ECS reduced its holding time without filters unlike other 17 systems using filters that have received USCG Type Approval as of June 2019. Most microorganisms of 50µm or more, which are generally difficult to disinfect, are first filtered, and only small microorganisms are treated with electrolysis. However, the electrode developed by Techcross increased the efficiency of electrolysis, showing almost the same performance in disinfection of microorganisms over 50µm without filters. For vessels with limited space, additional equipment means higher cost. ECS with the revised USCG Type Approval is expected to appeal to many existing ship owners in that respect.

News 02. Techcross Expects to Have The Revenue Tripled Compared to 2018

Techcross, which had received orders for nearly 200 vessels in the first quarter alone, continued the strong sales trend in the second quarter and received orders for additional 153 vessels, recording 351 orders in total (worth \$150 million) in the first two quarters of 2019.

The details of the orders show the growth of more than 144% year-on-year. In addition, about 61% of the orders are from retrofits, which indicates that ship owners are rushing to install BWMS on vessels as the deadline for the mandatory application of the BWM Convention approaches.

As of the end of June 2019, 421 ships (\$154 million) were already secured delivery as this year's sales. As the volume of deliveries is expected to increase due to additional orders this year, it is anticipated that the sales revenue will be three times the sales last year.

Event Schedule

Public Event

- September 24 ~ 26, 2019
: BWMTech North America / Florida, USA

TECHCROSS Event

- July 27 ~ August 4, 2019
: Summer Holiday
- September 12 ~ 16, 2019
: Korean Thanksgiving Day Holiday

Providing Right Solutions For Your Ships

News 03. Signed a \$12 million Contract at The BWM Forum in Greece



'The International Ballast Water Management Forum' was held in Athens, Greece on June 20. Organized by the Ministry of Oceans and Fisheries and the Korea Association of Ballast Water Management System, this event was held in Greece, a home to many global-scaled shipping companies, in order to promote the excellence of the Korean BWMSs and expand the sales networks. Attended by more than 100 local officials, the event drew great attention in the market.

Techcross, the largest BWMS manufacturer in Korea, also participated in the event and shared information and its experiences on the technologies and installation cases of ECS. It also signed a \$12 million contract with a local shipping company, enhancing its position as the number one company in Korea.

News 04. Global Shipping Specialist Delegation Visits Techcross Busan Factory

On April 9, 14 people from WMU (World Maritime University), including 13 students and 1 mentor, visited Techcross Busan factory. WMU, located in Malmö, is the leading educational institution in the field of maritime affairs, established by IMO (International Maritime Organization) under the UN (United Nations) to train experts in the global shipping and shipbuilding, and is attended by professionals and officials from the shipping and maritime industries.

This visit in Korea, a part of the training program organized by the Ministry of Oceans and Fisheries, was for one week from April 7. During the training, the participants visited Techcross, selected as the leading company in the industry, to learn more about BWMS, which has become an issue recently. The visitors said they were able to have better understanding through the two-hour training session and the factory inspection.

Techcross, as a pioneer of the industry, is putting efforts not only in the manufacturing and sales of the products but also in providing educational services to relevant parties. Techcross Busan factory, which has been equipped with the latest system, has a separate space for product education. Busan factory is also expanding its space for productivity and training center since March, and it's expected to contribute to the improvement of post service quality. The factory expansion will be completed in August.



News 05. Techcross Changes the Uniform



Techcross presents a new uniform in the summer of 2019. The employees newly added as well as the new design of the uniform are expected to revamp the atmosphere of the company before the second leap.

The new design features a curved design using the corporate symbol and blue colors, and the lighter tone that is applied all around brightens the atmosphere. It is also designed to greatly enhance functionality and not inconvenience intense activities by embracing the feedback from the field staff.

Techcross said it would change the winter uniform soon based on the new design. In addition, the new uniform is expected to rejuvenate and energize the atmosphere in the company.