

TEHCROSS NEWS

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Providing Right Solutions For Your Ships

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News 01. ECS to be supplied to the largest HLV in Europe



▲ Heavy Lift Vessel (credit to Pixabay)

On September 10, Techcross contracted to supply the BWMS to Europe's largest heavy lift vessel (HLV). Two sets of ECS 6000B will be delivered by the end of November. According to a sales spokesperson, a high chance of winning additional orders remains as the ship owner who signed the contract currently possesses nine more ships of the same type.

The vessel, famous for its elaborate structure and a scale overwhelming, is capable of carrying about 110,000 tons of cargo, and though designed to move oil or gas facilities, it is even used to transport other ships as an offshore dry dock facility. Considering that the vessel is already using equipment from other various makers, the decision to partner with Tech-

cross ECS as its choice of equipment for essential processes such as ballasting and de-ballasting operations is expected to cause considerable impact on the European market as well as BWMS industry.

"Because of the nature of the heavy ships, it has to deal with large volume of ballast water at one time. In this regard, the operational advantages of the non-filter product have had a significant impact on the contract," said a Techcross sales person. "For this reason, we expect this contract to bring a positive effect on future business activities, while serving as a good example for ship owners who own large vessels," he continued. Meanwhile, ECS is the only non-filter product among major BWMS currently sold in the market.

News 02. Signs a 14-Million Dollar BWMS Contract

On 15 September, Techcross entered into a contract to install BWMS on board 10 LNGC (7 ships + 3 optional) owned by a major Malaysian shipping company, for an amount of 14 million dollars. The shipping company had purchased Techcross ECS for 9 of its 145K LNGC ships last year. In Keppel Shipyard in Singapore, the sixth of the 9 ships contacted last year is being worked on to install the system. The newly contracted systems will be sequentially installed after the first quarter of next year, when the existing contract work is set to be completed. The new contract will be executed under the turnkey method, with Techcross conducting product design, installation, supervising, and commissioning. A sales representative at Techcross explained that "the key factors that helped Techcross win the contract are the high product quality and reliable turnkey capabilities demonstrated in the installation work completed for the 5 ships owned by the Malaysian shipper."

Despite the difficult sales environment due to the coronavirus pandemic, existing customers are continuing to order Techcross systems. This, in turn, proves the superior quality of the company's BWMS and services. As of September 2020, Techcross has received orders for a total of 2,500 ships, and the company is making headway into winning additional contracts in the latter half of this year.

Event Schedule

Public Event

- October 7
: Techcross Agents Workshop (Online)

TEHCROSS Event

- September 26 ~ October 4 : Korean Thanksgiving Day

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News 03. ECS Obtains IMO BWMS CODE

On 7 September, the Korean government approved IMO BWMS CODE (New G8) for Techcross ECS. The same approval has been already granted by Norwegian government in collaboration with DNV GL (Norwegian shipping register) last February to ECS-HYCHLOR, another BWMS newly developed by Techcross. With the issuance for ECS from the Korean government, all Techcross BWMSs employing direct and indirect electrolysis technologies have got IMO BWMS CODE approval.

Unlike the previous IMO G8 certification, BWMS CODE features a new category called System Design Limitation (SDL). This category specifies the operational condition of the system. Techcross ECS reduced the freshwater holding time from 48 hours (as stated in the earlier USCG type approval) to 23 hours. Moreover, the system successfully enhanced the operation temperature with more than or equal to -2°C, in addition to improving the feed salinity to 1 PSU or above from 1.5 PSU with mixing solution involved for fresh water (less than 1 PSU).

IMO BWM Convention established in 2004 was comprehensively amended in 2018, all BWMS installed on ships on or after 28 October 2020, must obtain BWMS CODE. With the USCG type approval obtained in 2018 and the new BWMS CODE, Techcross BWMS can be used without restriction in all ports around the world.

A sales representative from Techcross was delighted to express that this certification would play a great role to help the company to attain its 2020 sales goal.

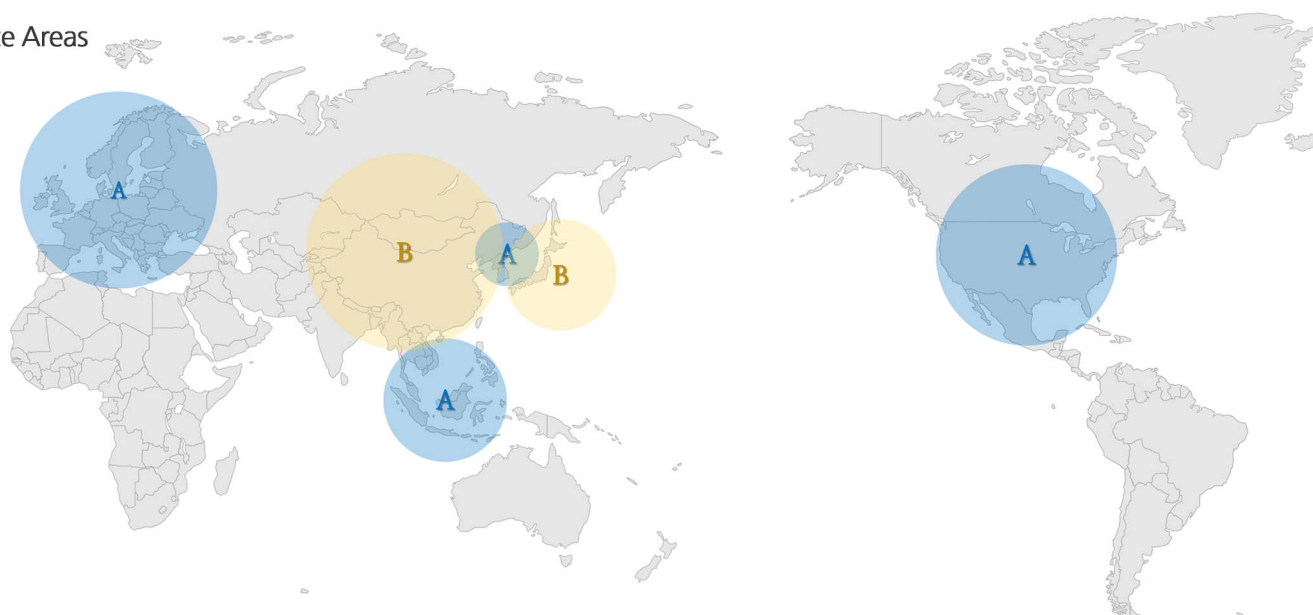
Meanwhile, ECS A type, the initial BWMS model of Techcross, is on the process of renewal tests for USCG type approval to address some limitations. Although there are only 96 ships equipped with ECS A type, Techcross is willing to take responsibility for all of products they have sold despite considerable time and cost.

News 04. Techcross Safety and AS Service Measures During COVID-19 Pandemic

As the COVID-19 pandemic became prolonged and intensified since February 2020, Techcross has realigned the existing safety rules and developed ways to minimize customer inconveniences regarding engineer services as follows.

On-site Service Alternatives

■ Approved Service Areas



Area A

- Korea
- USA
- Singapore
- Netherlands

Area A where Techcross Offices are located, you can receive on-site services from Techcross skilled engineers.

Area B

- China
- Japan

Area B where the certificated engineers who completed Techcross training course stay, you can receive on-site services after discussion with the person in charge at HQ.

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Due to international travel bans, Techcross is prioritizing service using local networks. In the U.S., Singapore, and Netherlands, where Techcross engineers are dispatched, Techcross provides services similar to those offered pre-COVID. As of September, Techcross engineers also dispatched in the U.K., Denmark, Turkey, Middle East to deal with retrofitting project. However, because border control policies may change, the schedule must be coordinated with relevant personnel before the services are used.

In case services cannot be provided by the local office, Techcross head office engineers are dispatched to foreign countries if travel is allowed. After such international travels, however, the dispatched engineers are required to self-quarantine for 14 days upon their return to Korea. Thanks to many dedicated Techcross engineers who have completed training programs and accumulated field experiences placed in China and Japan, on-site services can be provided. In these regions, clients may coordinate with Techcross head office personnel to receive engineer services.

In addition, our 39 partner companies located in major global hubs can also provide sales and technical services while adhering to local safety regulations.

■Video Teleconferencing and Conference Calls

Various remote communication programs may be used to remotely resolve various issues. Such services may be provided by coordinating with relevant personnel.

■Conference FAT Service

In case the client cannot attend the FAT, the services can be provided remotely. The client establishes the internet environment, in which Techcross FAT engineer sequentially conducts the tests and shares the results in real-time via video. The client can provide immediate feedback during the tests.

■Remote Commissioning

In case Techcross engineers cannot attend the commissioning, the onboard engineer or supervisor can conduct the commissioning by following remote directions by Techcross engineers, with the attendance of a representative from a shipping register organization. A remote viewer program can be used to share videos and photos real-time to troubleshoot issues. A total of 13 cases have been successfully conducted in Japan after the COVID-19 outbreak.

News 05. Industry-University Cooperation Agreement with KMOU



On July 27, Korea Maritime and Ocean University Headquarters hosted the ceremony celebrating Techcross' donation of ballast water management system to the Industry-University-Research ETRS Center and the opening of the center. Techcross, the global no. 1 BWMS company, donated a unit of BWMS worth 300 million Korean won earlier this year to the university. This ceremony was hosted by the school to express its appreciation for the contribution.

This event was attended by around twenty people from both parties including Do Deok-hee, the president of Korea Maritime and Ocean University, and Wayne Park, the CEO of Techcross. During the ceremony, the university delivered a plaque of appreciation, the parties entered into a cooperation agreement, and the training center was formally opened. The both parties agreed to work together to train talents in the shipbuilding and maritime industry, as well as for the development of the industry.

Meanwhile, Techcross operates training centers featuring actual products in its Busan headquarters and Korea Maritime and Ocean University, as well as in countries such as China, India, and the Philippines. The company plans to establish an additional facility in Athens, Greece, which is expected to help greatly in training engineers in Europe.