

SCANJET COURIER

EDITION
21

Welcome to the 21st edition of Scanjet Courier 2021. We will take you through the latest news and updates from Scanjet Group's offices and production centres all over the world.



Scanjet S/E Desislav in front of vessel Orca 1
Photo: Radoslav Kachikov



INTELLIGENT TANK MANAGEMENT

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Scanjet Newsletter
Issue 21 - 2021



Scanjet Service Engineer Radoslav.
Photo: Desislav Dinev

CEO AT SPEAKERS' CORNER

SCANJET

Text By:

Magnus Wallin

CEO Scanjet Group



Triumph and Scanjet both fully geared for 2022.
Photo: Unknown

Partners and colleagues,

Scanjet's 2021 financial year is now properly closed and it is with confidence I can confirm another good year behind us. The results are in line with general budgets, more or less in all segments. Remarkable in these times when Covid19 still is obviously affecting our logistics, and the forwarding departments are doing wonders by fixing containers and deliveries yet at reasonable pricing and on time to the demanding market. Well done indeed.

Much good work during 2021 were made at the Scanjet factory group formed by the production units in Sweden, Poland, Norway, UK and Indonesia. Always on time, which is another strength in the Scanjet Group and the flexibility and versatility in said production units are substantially contributing to the results. Scanjet Systems AB was merged successfully with Scanjet Marine AB and our industrial sales team has handled the Covid19 period exceptionally well. Many new industrial segments have been secured, whereof I personally enjoy the order for L'Oreal – from petrochemical industry into cosmetics, that is Scanjet flexibility and fast adaptation to new markets in a nutshell.

And last but not the least, After Sales Service sections in Sweden, Singapore, Holland (Maas Marine) and Bulgaria are next to perfect in performance during 2021. Professionalism all the way to the customers satisfaction. Brilliant indeed.



Thanks to all of you at the frontiers, and Scanjet Group is now safely steaming ahead into 2022 with an even stronger budget than previous year. The ITAMA concept is continuously riding the marine market in a victorious way, lately with firm ITAMA orders for owners and shipyards as follows;

- CMB Belgia & Dingheng
- Essberger Germany & Dingheng
- James Fischer UK and Dingheng
- XT Shipping and Daesun



ITAMA

For possible new readers - ITAMA stand for INTELLIGENT TANK MANAGEMENT and is consisting of:

- Tank Cleaning
- Pressure Vacuum Valves
- Inert Gas Systems (In partnership with Feen Marine)
- Cargo Monitoring Systems
- Accessories to above

All those product segments are naturally interacting with each other and form a natural ITAMA composition, very well taken by shipyards and shipowners.

Scanjet Group is also advancing in the ITAMA product concept with the new segment of Scanjet Blind Flange Valves, separately presented in this issue. In the upcoming exhibition Nor-Shipping in January, the Blind Flange Valves will be presented live on spot by Kristian Langthon Jakobsen, our latest partner in the Scanjet Group. At Nor-Shipping 2022 we will attend full scale following prevailing precautions, and look forward to seeing partners, customers and even competitors again.

Let's be careful out there during 2022, and Covid19 is still an unpredictable pandemic, however, let's all hope the critical peak has passed and that life is going back to normal soonest possible.



Magnus Wallin
CEO & Part Owner
Scanjet Group

Scanjet Marine & Systems AB

Market Update

Dear Scanjet friends, Scanjet has just finalized the fiscal year end and we are happy to inform that we put another profitable and successful year behind us, despite the challenges with Covid etc. We can see that the aftermarket continues to grow, and that Scanjet Service team manage to serve an increasing number of customers.

The newbuilding market have been busy the last months with container vessels and bulk carriers, while the ordering of tankers has not taken off yet. When the wheels start to roll again after Covid there will be an increasing need of liquids to be transported around the world that will motivate higher rates and more profit also for the tanker operators. Ordering expected to increase early 2022 and there is a underlaying need to renew the fleet as well as using more energy efficient vessels.

Scanjet develop equipment that will be in line with the needs onboard next generation of vessels and are well prepared for the expected increase of ordering for tankers!

Scanjet ITAMA package sails away!

We have commissioned several vessels having Scanjet Intelligent Tank Management (ITAMA) concept onboard. The Tank cleaning machines, PV valves and cargo monitoring package seen on the pictures below will serve the shipowner for the years to come. The well-known Tank Cleaning Machine will ensure rapid cleaning of the tanks and quick turnaround time for the vessel when changing cargoes.



NTS built 158k DWT Crude Oil Tanker for Metrostar supplied with Scanjet ITAMA Package. Photo: Scanjet



NTS built 110k DWT Aframax for Bihar supplied with Scanjet ITAMA Package. In picture - Scanjet Radar SC 8R. Photo: Scanjet

The PV valves will safeguard that overpressure and underpressure will be kept within limits and avoid damage to the tank structure.

The cargo monitoring system consist for SC 8R radar that will measure level in the cargo tanks with its unique FMCW 80GHz radar beam. The 80 GHz radar has a very focused beam, compact design and accuracy second to none! The Temperatures and Pressure in the tank is measured by PT1000 elements and APT900 pressure sensors from Scanjet PSM production. Scanjet also provide High Level Overfill Alarms by ultrasonic switches that has no moving parts inside the tank. All sensors on deck is then connected to the TCU in the CCR were all data will be presented and will support the daily operations onboard. Afterall the cargo is the most valuable part for the owners and deserve first class management system. ITAMA is the truly intelligent tank management alternative!



Niklas Falkmer
Managing Director
Scanjet Marine & Systems AB



Chemical Tanker Bit Viking underway
Photo: Johnny Forsman

SCANJET FINANCIALS

SCANJET MARINE & SYSTEMS AB

Text By:

Robin Ejerblom
Finance Director

Scanjet Financials

The financial year 2021 was affected by the slow marine market and the overall uncertainty in the world with low rates for shipowners. Based on the circumstances, Scanjet still delivered a very good result, even though it was not the same level as last year which was all-time high figures. Aftersales continued to grow with more service than previous years, and our office in Varna is producing very good value to the company which will be important for future growth. Marine newbuilding market is slow, the prices are pressed and together with increasing material prices, the margins are becoming lower for newbuilding orders. However, it is important for the future growth of our aftersales market.

The industry market is still affected by the ongoing COVID-19 pandemic with fewer projects than normal. It was still a good year compared to the average last years, but not the same level as the top year 2020. However, the market is picking up speed so it looks promising for the coming year and our new product range should also help to increase this market.

Overall, in the Scanjet group, the turnover was down approximately 14% compared to FY2020 but with a higher share of aftersales, the gross margin increased by 4%.

Cash flow has been stable during the year with the ambition to continue to reduce our net working capital and our external loans. This will continue to be focused also during FY2022.

Looking forward to FY2022 the preliminary budget looks good with an increase of turnover of 12% and a forecasted profit to be higher than FY2021.

Scanjet has since approximately 20 years back had AAA credit rating, which is the highest possible rating.



AAA-DIPLOM HAR IDAG TILDELATS

SCANJET MARINE & SYSTEMS AB

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23 mars 2021

MAGNUS SILFVERBERG, KONCERNCHEF



Proud Silver Sponsor

Scanjet is proud to be associated of sports and the HK Aranäs men's handball team from Kungsbäcka in Sweden. HK Aranäs play in the highest division of men's professional handball in Sweden, the so called "The Handball League", and is one of 14 clubs in total.



HK Aranäs Club Facts

- Anno 20th Feb, 1947
- 1600 active members.
- 900 active players in the ages between 7-18 years old.
- 94 teams qualified in series play-offs, whereof 54 are youth teams.
- Swedens second largest handball organisation.
- Kungsbäcka's largest sports organisation.
- 55% girls and 45% boys
- 200 staff and leaders

Scanjet PSM

PSM Update

2021 has been a year of challenges across the globe, both for all industries and individually. PSM has seen the effects of this with many projects deferred or cancelled and continual difficulties in supply chain and deliveries of components needed for manufacture. Only by investing in additional long-term stock have we been able to meet our production needs.

Whereas decisions on several major projects are still awaited we have been very pleased to see the success of our Digital Tank Gauging Systems continue with systems for increasingly diverse applications delivered throughout the year. We have supplied complete systems for retrofit on Fishing Vessels for Iceland, a series of Tugs for Egypt and India, a Greek Navy Tanker (with three more in the pipeline) and a RoRo Ferry for Stena.

All of these systems are tailored to exactly meet the Vessel owners' requirements with multiple display locations and where the solution of a network-based approach with all sensors and displays interconnected on a single RS485 backbone being key to a simple retrofit process.



New-build 79m superyacht Toro (NB66) by Turquoise Yachts, Istanbul.
Photo: Francisco Martinez

Following the successful commissioning of a Mega Yacht system in Turkey we have been awarded the contract for the follow-on build, and similarly we have received an order for a follow-on set of equipment for a Mega Yacht build in Greece.

For our sensors only sales we have become



increasingly involved in supplying replacement solutions for sensors originally supplied by another manufacturer. The flexibility and performance of our APT500 and APT1000 range of level and pressure transmitters has led to orders to replace original sensors from Hanla, Panasia, Emerson, Kongsberg, and several others.



New-build 79m superyacht Toro (NB66) by Turquoise Yachts, Istanbul.
Photo: Francisco Martinez

Our Naval supply side continues to be strong, there are a number of active projects with Navantia in Spain, and we have recently been advised that PSM has been selected to supply all tank level transmitters and switches, pressure transmitters, flood detection, and local indication for the five Type 31 frigates being constructed for the UK Navy.

When the Scanjet financial year closed at the end of September PSM was able to report that our budget for the year had been met and despite the ongoing global challenges, we have a positive outlook for financial year 21/22



Mark Jones
Sales Director
PSM Instrumentation

Significant Orders

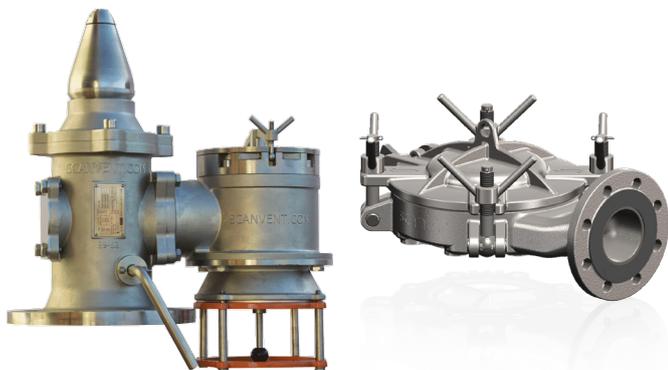
P/V Valves - Success!

Scanjet has recently secured several orders of the Scanvent P/V valves and venting equipment for tankers and river barges. Among other orders, we are proud that Korean DSME shipyard ordered P/V valves to their Neptun project for Shell consisting of 10 VLCC's.



VLCC underway.
Photo: Unknown.

The unique P/V design with secondary nozzle and magnet-loaded vacuum valves has been appreciated by the shipowners that will run these vessels.



Left: Scanjet Pressure/Vacuum Valve. Right: Scanjet Detonation Vent Cover.
Photo: Scanjet.

For the river barges we have secured a large order for several vessels where a combination of detonation venting covers and P/V valves are used. All in line with the AND-regulations that prevails on the rivers in Europe.



Scanjet orders for FPSO's

Scanjet have secured orders for tank cleaning machines onboard several FPSO's over the recent years. Most recently Scanjet secured order for FPSO MERO 3 for MISC and Fast4wrd project for SBM.



FPSO H1498 out of dock at Shanghai Waigaoqiao Shipbuilding, China.
Photo: SWS.

Both projects are being built in China and aimed for oil production outside the coast of Brazil. These two projects will use tank cleaning machines from Scanjet and will minimize sediments building up during the production offshore.



Scanjet SC 30T drive unit.
Photo: Scanjet

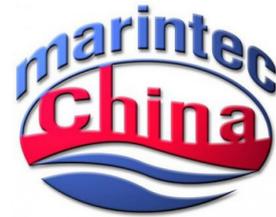
Several projects are under delivery so despite what one sees in the news, there will be continuous stream of additional barrels of crude oil produced around the world.

Text by:
Niklas Falkmer

Upcoming Events

Marintec China. Delayed until further notice.

Launched for over 40 years, Marintec China has become renowned as the most authoritative B2B platform for the International Maritime Industry. The 2019 edition of this biennial event hosted 2,200 exhibitors and 71,736 professional visitors from 100 countries, breaking all previous records. Marintec China is set far apart from other platforms in connecting businesses and distilling insight for Asia's maritime industry.



APM Singapore 2022, Mar. 16-18.

Asia Pacific Maritime (APM) is at the centre of maritime conversation. Held in Singapore, it is the arena where the global maritime industry convene every two years to forge partnerships and discover business opportunities. With Asian economies expected to regain pre-pandemic levels in 2022*, APM is even more essential as a gateway between Asia and the world.



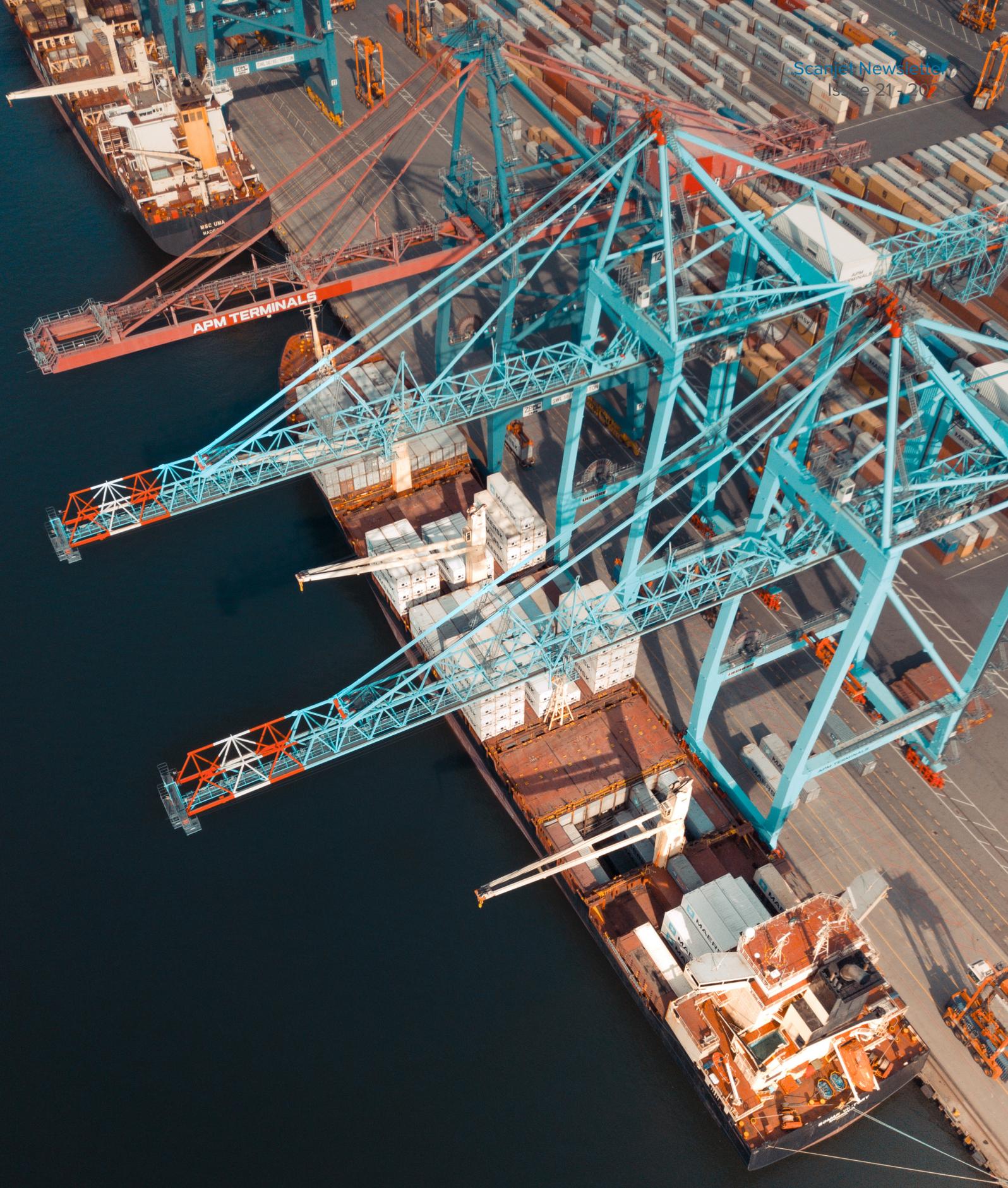
Nor-Shipping 2022, Jan. 10-13.

Nor-Shipping is the meeting place for global maritime players, technology innovators, investors, and all the stakeholders interested in realising ocean opportunities. An international arena for building cross industry collaboration, business and sustainable ocean development. Nor-Shipping 2019 attracted almost 50,000 participants, with 846 of the world's leading maritime companies showcasing products and services to the industry, future talent and shipping value chain stakeholders.



Posidonia Athens 2022, June. 6-10.

Posidonia brings the whole shipping world to its exhibitors. The international shipping community attends in strength with national pavilions and thousands of visitors. But Posidonia is also home to the owners of the world's largest merchant fleet. Posidonia takes its exhibitors to the heart of this community with exclusive access to owners and management keen to engage with suppliers and services for their shipping operations and fleet renewal.



Global Service & After Sales

Service & After Market

The Service and After Market has been heavily affected by the pandemic, with freight and material getting more expensive and travel restrictions in all destinations. We focused on local services and support worldwide, and this shows that the actions taken were correct. Over the last years, many companies have centralised services, and COVID-19 has shown that this can be a dangerous strategy. Local support is in many cases what our customers want and demand and the long-term key action is local and ITAMA service support. Our new technicians can service all equipment and bring value to our clients in a new way. The global work on processes, routines, and support from the hub in Varna will be a key to future expansion. We are producing training videos so we can support and train our staff if COVID-19 or a similar situation occur again.

Service

Even though it has been a tough year, we sold and executed services and commissioning's at a high level. This took a lot of effort from all Scanjet companies and the co-operation and support from everyone involved have been nothing short of amazing. I want to thank all companies and employees for this. From purchasing, planning, production, and shipping to end-user - everyone has their share in the success to make this possible. We will keep developing and training all in ITAMA to increase our market shares in Service.

Spares

COVID-19 has affected our spare parts as well, and the travel and attendance restrictions have also made this year tough. Transport cost, lead times, and with tight budgets, our customers have been very conservative in services and spares, and many have complained about their segments not making money.



Varna

Max Holmberg is stationed in Varna from the 1st of November. His focus is to increase service sales and development of an active aftermarket, as well as speed up the development and training of staff within the Scanjet aftermarket. In addition, the continuation of global support development, customer deviation group management, as well as the general day-to-day management of the office.

Largest Cruise In The World

Scanjet have successfully commissioned the largest cruise vessel in the world, "Wonder of the Seas" earlier this year.



Largest cruise vessel in the world "Wonder of the Seas".

Photo: Royal Carribean

We are providing remote service to the vessels in need that we cannot reach due to travel restrictions. Our service engineer is allocated as per normal procedure, but is working from office remotely, getting access to the system, and with support from crew troubleshooting and closing all cases. This is a win-win situation as the customer gets the support needed even at high seas while we can maintain all systems in good working condition "at a click of a button".



Patrik Rilby
Global Service & After Sales Director
Scanjet Marine AB



Shuttle Tanker M/T Aurora during loading operation with FPSO.
Photo: Eric Syvertsen

Outstanding Performance!

The development of Scanjet SC R8, using the 80 GHz frequency technology, has shown very good performance onboard various installations. Just recently, the radar was tested in extreme conditions onboard the Shuttle Tanker M/T Aurora, as shown in the picture above. The loading operation were made in considerable wind and waves outside the norwegian coast and level were detected and followed during the whole loading and discharge procedure with excellent results.



3D rendering of scanjet radar SC 8R.
Photo: Scanjet

SC R8 - Specifications

Measuring Range up to	30/45m
Microwave Frequency	80GHz Radar (FMCW)
Accuracy	±2mm/ ±5mm
3dB Beam Angle @DN80	3°
Operating Temperature	
Process Temperature	- 40 ~ + 150°C
Pressure	Max. 40MPa
Temp. for Storage/Transport	- 40 ~ + 100°C
Relative Humidity	<95%
Intrinsic safety approval	II 1G Ex ia IIC T6...T3 Ga
Protection Class	IP67
Weight	7 kg
Power 2 wire HART	21,6 ~ 26,4 VDC
Output Signal	DC 4-20mA./HART/RS 485
Materials	
Housing	SS 316L (Mo 2.8)
Enclosure Material	SS 316L (Mo 2.8)
Process connection	Flange DN 80 SS 316L Mo 2.8 PTFE
Connections	
Cable Conduit	1x M20 x 1.5, 1x M25x1,5
Measuring Interval	mS 32 bit DSP
Adjustment Time	Adjustable from 1 second

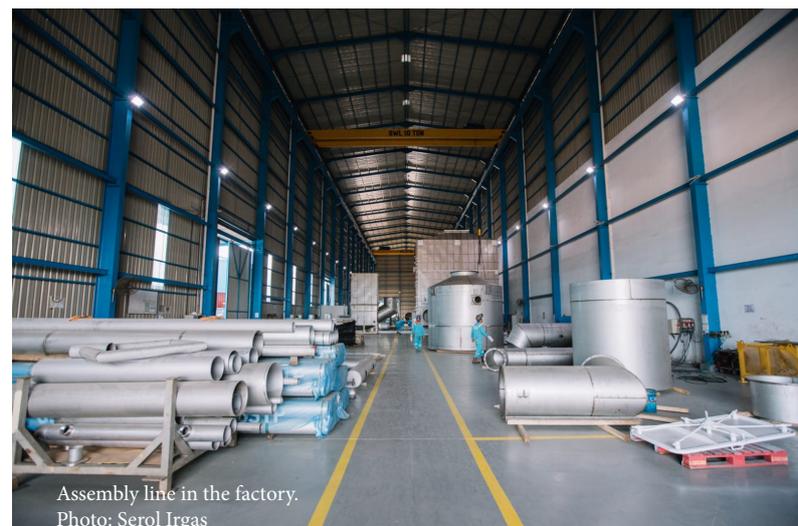




Ongoing assembly.
Photo: Serol Irgas



Welder in action.
Photo: Serol Irgas



Assembly line in the factory.
Photo: Serol Irgas

INERT GAS SYSTEM

SCANJET FEEN IGS PTE. LTD.

Text By:

Serol Irgas

Sales Director

Scanjet Feen IGS Pte. Ltd.

IGS Highlights

IGS business continues to grow very well. Even though 2021 was stable in the first months due to covid 19, it started to ramp up with new orders since the second quarter. However, while we are preparing for the future with our business partners, we also continue our efforts to increase our productivity.

As Scanjet Feen IGS, we are also involved in most of the chemical tanker projects in Korean and Chinese markets. Especially recently, we have received many nitrogen generator orders with the joint work, we have carried out with Shipowners. We are now indispensable in the maker lists of shipyards. This is a sign of how determined we have been working since the past. We have full belief that the days to come will be brighter and we continue our way by believing in ourselves.



Bioethanol plant and Sugar Cane field in Latin America.
Photo: Unknown

INDUSTRY

SCANJET MARINE & SYSTEMS AB

Text By:

Lars Cronsjö

Industrial Sales Managing Director

Caio Martins

Sales Director, Latin America

Stuart Sharp

Head of Global Sales

Scanjet Systems

As we kick off a new financial year on the industrial side of the business it is important to remember to take a moment and reflect on the year that has passed. Yet another one that was “a little different” from all the other ones, but just like the other ones we succeeded. Another year where Scanjet proved our competitors wrong and delivered, with good results, new customers and with healthy margins. Delivering a good result is a team effort and this year it became more apparent than ever. From sales to administration to manufacturing and even the support of our suppliers - every step of the chain stepped up. Globally our activities have increased, quotations out and orders in are on the increase and here are a few cases from around the world we want to showcase.

Latin America by Caio

The Latin America market has suffered the restrictions and consequences of Covid19, such as many other places and markets in the world. Moreover, this important segment stands out as an important player, A major player in the Biofuel market, regardless of market limitations and uncertainties, did not break the investment plan and shown solid investment during the crise of Corona virus, investing into new green fields and or expansions from existing sites. Bioethanol produced from corn instead of Sugarcane brought a new demand for the Latam market. We are proud to support the business and might say that our tank cleaning machine was chosen such preferable brand of tank cleaning equipment

The Scanjet SC40RE since the first plant shown solid performance and durability, they have already more than 100 machines at full capacity working into cleaning batches of 30 minutes every 8 hours during continuously 6 to 8 months and the machines are outstanding.



Industry

Asia by Lars

Our longlasting partner, both for the marine and industrial market, in Japan – Tratec Ltd. represented by Mr. Miyoshi, have after a few months of hard work succesfully managed to secure and win a important order for the supply of new SC 90T2 crude oil tank cleaning machines. The initial supply is for 20 units of the SC 90T2 that will be replacing existing outdated equipment that are used today, the client is one of Japans major industrial cleaning contractors, if not the largest.



Scanjet SC 90T2 Tank Cleaning Machine.
Photo: Scanjet

SC 90T2 is a Tank Cleaning Machine that most of you are well familiar with and for many Scanjet customers it has been the preferred model of choice for crude oil washing operations onboard crude oil vessels for many years. We are now delighted to be chosen as the preferred supplier to supply this robust, heavy duty and reliable model also to one of the market leaders for land-based heavy duty cleaning in Japan.

EMEA by Stuart

Our close to home markets of Europe have been quite busy the past few months. Before the pandemic hit, we signed a new partner Jadiflow, dedicated to the Belgium market, A familiar face, Mr. Dirk Niekerk but in a new role in a new country. Europe is an interesting place about half the size of continental U.S.A but travel in any direction on the mainland for 4 hours and you will have without doubt crossed a border, started to speak a new language and be emersed in a new business culture and history! Europe keeps you on your toes! Dirk breaks the mould, a dutchman working in Belgium, by no means an easy task but one he seems to be pretty good at it. Dirk managed to close a really good size order consisting of Bio 10 and Bio 25 recently to a new customer in the Dairy world. The machines will be installed in a variety of different tanks applications within the client's facilities! A good start to a new cooperation!

As we move on in to 2022 it is good to see that the land industries from the major oil and beverage companies all the way to Brazilian liquid egg moving company are finding their way back into business post Covid and continue to work with Scanjet



Stuart Sharp
Head of Global Sales
Scanjet Marine & Systems AB



PT SCANJET PRODUCTION INDAH

Voices from the factory

Thomas Jinbäck
Director PT Scanjet Production Indah

As director for PT Scanjet Indah, I am on this date 1st of November 2021 thinking back and writing some words about what have happened in the past four years here in Batam, Indonesia. As everybody knows, time flies very fast especially when we are up to something ...



Words from Batam

When we started to investigate some good places to establish an assembly factory back in 2017, nobody could ever imagine or believe how the coming years could ever be. A lot of things have happened, and a lot of obstacles had to be settled before success could be achieved. However, positive thinking combined with stubborn action, and any difficulties can be overcome. I am proud of the contribution from every one of our employees who have made their best to learn and teach each other to get the factory up to an operational unit.

We started the factory in January 2019, and after six months of production and training, we were producing 200 - 300 machines a month. We borrowed personnel and supervisors from the other Scanjet units in Sweden and Poland to speed up the learning process and get a routine on how to assemble the different

products. In a couple of months, we have been producing Scanjet tank cleaning products for three years, and at least 10.000 machines have been assembled in Batam.

Today, PT Scanjet Indah has around 40 employees and some of our workers have been working with us since the beginning. We have also enlarged the number of Scanjet products that we are producing, and today we can assemble more or less all types of Scanjet products, such as SC 30T, SC 30TH, SC 90T2, SC 15TW, SC 45TW, Tripods, all types of fans and all portable equipment, hoses, and hose saddles. Later this year or early next year, we will also be producing blind flange valves in Batam.

Despite a slow market the past year, the monthly production volume of 2020 and 2021 have been constantly between 300 - 400 machines, and some months we have even been able to assemble up to 500 machines. Strangely, the pandemic has affected us very little, and we have been able to keep up production and deliveries more or less all the time.

"We had some struggles with COVID-19 outbreaks among our personnel, but we managed to avoid a temporary closedown of the factory."

Thomas Jinbäck
Director PT Scanjet Production Indah





Serial production of tank cleaning machine SC 30T.
Photo: Thomas Jinbäck

➤ The most difficult thing during this period has been the logistics - to get parts to Batam in time and travelling to subcontractors have been almost impossible. However, we have had regular meetings which have helped us with cooperation between all different departments the past year. We had some struggles with COVID-19 outbreaks among our personnel, but we managed to avoid a temporary closedown of the factory. Today, all personnel at PT Scanjet Indah are fully vaccinated. When the COVID-19 situation ceases and life goes back to normal, we are ready to assemble more equipment in this factory, and we can easily increase the personnel if needed. We also plan to increase the machining capacity by investing in more CNC machines.

With these words, I want to thank all of our personnel and staff for their support over the past years. We are all looking forward to the coming Christmas and New Year.



Thomas Jinbäck
Director
PT Scanjet Production Indah

Isvianti
HR Executive PT Scanjet Production Indah



Since I started in PT Scanjet, we have been in the middle of a pandemic, and nearly all movements and activities have been limited, and the company working environment is one of them. However, our employees are very understanding about this situation, and we are doing our best to keep the safety and health protocols during this time. Our employees still have great passion and can complete tasks on time. Scanjet Batam has 36 employees, and all of them are vaccinated. It was done by participating in the mass vaccination that was held by Batamindo to support the government program. Besides that, Scanjet Management is also distributing supplements and vitamins frequently for every employee to keep fit and boost the immunity system.





PT Scanjet Indah Office Team
Photo: Scanjet

"our employees are very understanding about this situation, and we are doing our best to keep the safety and health protocols during this time."

➤ Since November 2020, the government has set a new regulation for Industry which is especially in the licence and manpower regulation. Currently, we are still in submission progress. I hope that Scanjet Batam will grow more with more projects and workers in the future by maintaining good team work together with a great working environment.



Isvianti
HR Executive
PT Scanjet Production Indah

Office Team Facts

What we are doing:

- Guiding all personnel for becoming a quality producer of Scanjet products.
- All management questions and cooperation with Scanjet head office.
- Personal matters and recruitments of employees, planning for personnel training.
- Time control for all personnel and salary payments, financial handling.
- Purchasing of components and chasing subcontractors in cooperation with Scanjet Sweden.
- Logistic matters and transportation of incoming material and ready products going to costumers
- Security and safety matters for all personnel, transportation of material and personnel.
- Keeping our office and surroundings clean and neat.



Serial production of Scanjet Drive Unit.
Photo: Gabriel Brännlund



Arief Hidayatullah
Teamleader Engineering Group
PT Scanjet Production Indah

“Currently we are working on templates and a guidebook, so that customers can understand more of regulations and class notations.”

Voices from the Engineers

The Project Team in Batam has currently a crew of seven and is still growing. In general, the team’s main task is to provide documentation for TCM, PC, and TLG projects, to communicate between Scanjet Teams, shipyards, and agencies all around the world as a daily necessity, and to provide specialised documents related to the project, such as shadow diagrams analysis, PDC, and wiring diagrams. The team also provide support with drawing and analysis for our sales team, both marine and industrial. Surprisingly, despite the pandemic, the projects are larger than what we have predicted before. There are around 135 main projects in TCM, PV, and TLG combined this year only. Currently, we are working on templates and a guidebook, so that customers can understand more of regulations and class notations. The purpose of this is to improve

awareness of the TCM, PV, and TLG functions, and at the same time, the team can reduce the time of document preparation.

It is a great pleasure for us to be a part of the Scanjet Team, especially as part of the Scanjet pioneer in Batam over five years. Scanjet always give us room for growth and improve ourselves



PT Scanjet Indah engineering team. They handle all the technical questions and technical documentation before the order and all the way until the project is delivered.



PT Scanjet Indah Production Team
Photo: Thomas Jinbäck

Production Team PT Scanjet Production Indah

This is the team that makes it possible to receive the material, make quality control of all parts, handle stores and pick parts, machine parts, manufacture and weld rods and pipes, assemble all of the Scanjet products, run live tests before delivery, packing the equipment, and finally delivering it!



Our machining operators
Photo: Thomas Jinbäck

Production Team

What we are doing:

- Receiving of material and components from subcontractors.
- Making quality control of all received material and components
- Counting all parts and putting them into our stock that is controlled by our monitor system.
- Machining new components from received raw material.
- Cutting rods and pipes to correct length.
- Welding Inlet houses, pipe support, valve connection, and other things after order.
- Assembly of all different tank cleaning machines, fans, hoses, and products.
- Testing all assembled products in our test tank for basic adjustment, leakage test and quality control.
- Packing all equipment into special crates for delivery in containers
- Final delivery and loading transportation vehicle.



Serial production of different product models
Photo: Thomas Jinbäck

Security Team
PT Scanjet Production Indah



This is our security team that has taken care of our security at PT Scanjet Indah since we started our factory in Batam. They are taking care of our premises 24/7 all year round, and all visitors coming to our factory will be recorded by our security team. We are all grateful for their support.



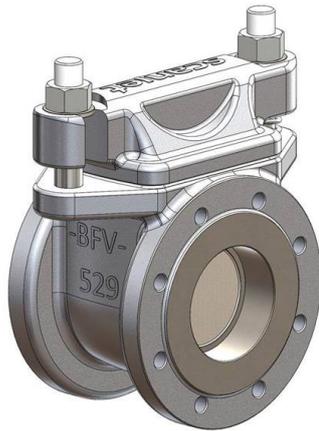
SCANJET BLIND FLANGE VALVES

Meet our new representative

Niklas Falkmer (Left) shakes hands with Kristian Jakobsen after confirming the deal.
Photo: Scanjet

Kristian Langthon Jakobsen
Product Manager, Scanjet Blind Flange Valves

On the 2nd of September 2021, Niklas Falkmer and Kristian Langthon Jakobsen agreed to cooperate on the sales and development of Scanjet's new product line - Blind Flange Valves.



3D rendering of new Scanjet Blind Flange Valve.
Photo: Scanjet

“Kristian’s background and extensive experience along with his acquisition of the Blind Flange Valve from Treade into his own company, Langthon Maritime, was a great match to incorporate into the new product line of our own, newly developed Scanjet Blind Flange Valve. Together, we will take the best from Kristian’s product knowledge and network within the maritime market to further develop the Scanjet Blind Flange Valve, and to introduce the product to the market worldwide,” Niklas says. Kristian will take the role of Product Manager for the Blind Flange valve within Scanjet.

The Blind Flange Valve has a history going back to the 1960s where it was developed at the Seutelvens Verksted in Fredrikstad, Norway. The valve was then known as the Seut Valve. The valve itself is used as a segregation valve between different cargos and fluids or as a double shut safety valve. The valve has had several owners since it was first developed. Since the 2000s, Treade has sold almost 20.000 valves worldwide until Langthon Maritime acquired the valve in 2021.

“Together we will give the valve a welcomed re-design and further development from the original 60’s design”

Kristian Langthon Jakobsen
Product Manager, Blind Flange Valves

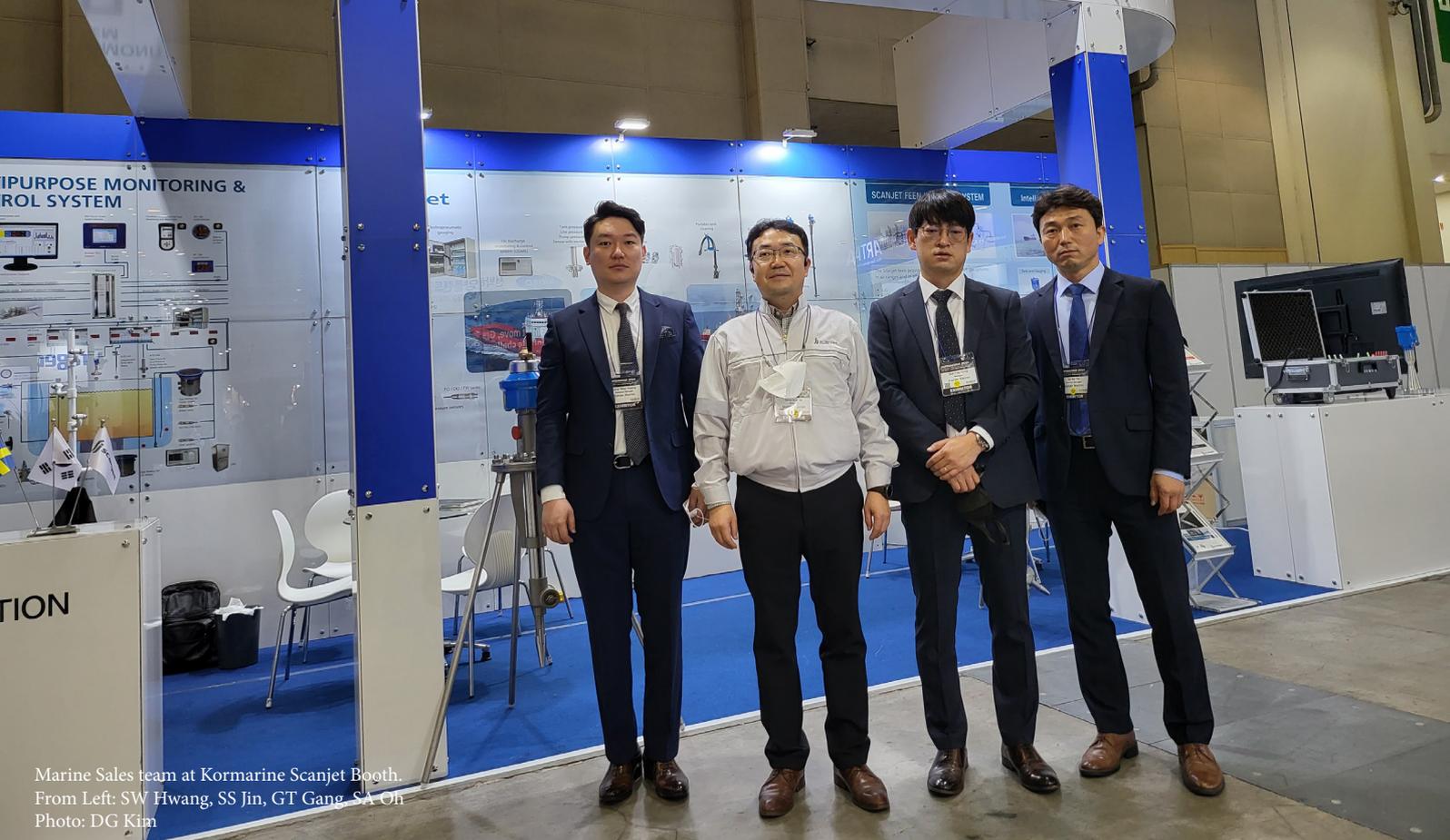
“The timing and match between our two companies are perfect, considering the way Scanjet has developed the valve and since I have acquired the original valve from Treade. Together, we will give the valve a welcomed re-design and further development from the original 60s design. I am really looking forward to bringing the Blind Flange Valve history onwards together with Scanjet for the marine and industrial market,” Kristian says.

The valves are available from stock in mild steel and high-grade Stainless Steel and are fully type approved by all major classification societies.

Kristian will be the interface for all sales activities from Scanjet for this product line and we look forward to seeing this business segment develop in this great set-up.

For inquiries, please contact:

Kristian Langthon Jakobsen
E-mail: kristian.jakobsen@scanjet.se
Tel: +47 958 32 4 32
www.scanjet.se



Marine Sales team at Kormarine Scanjet Booth.
 From Left: SW Hwang, SS Jin, GT Gang, SA Oh
 Photo: DG Kim

SOUTH KOREA
 SCANJET MACRON CO., LTD.

Text By:

DG Kim
 Managing Director
 Scanjet Macron Co., Ltd.

Scanjet Macron News

We have been facing a tough situation during FY2021 due to the COVID-19 pandemic, which resulted in some % down of turnover with internal organisation turbulences. However, we have managed well with a minimum of loss and succeeded to get many new orders which will give us better outcome next year.

Marine Sales Team

Mr. SS Jin came back to Macron and is now responsible for the Sales, Service and Project department, and the new Sales Team Leader, Mr. SA Oh, joined from 18th October and will take care of Marine Sales.

Milestone Orders

During FY2021, we have succeeded to secure several important orders as below:

- PSA type N2 system for 4+4 of Chemical Tanker at Daesun shipyard
- PV for 10 of VLCC for Neptune project at DSME
- UPS and Instrument package for 6 of Arctic LNGC at DSME
- Flowmeter & Instrument package and UPS for a total 15 of Arctic LNGC at Samsung
- ITAMA package for 7 of MR Tanker for Golden Energy/Island Navigation/Dong-A Tanker/Steel Ship at K-Shipbuilding

Remarkable Commissioning

Recently we have successfully finalized commissioning for two very difficult projects as below:

- Multi-IGG commissioning for 2 of CMB Aframax Tankers at HHIC after taking over from 4 years before Bankrupted Hanjin Subic shipyard
- Full ITAMA package including Washtrack commissioning for Valles Aframax Tanker at Daehan shipyard.



Scanjet Tank Radar and Tank Cleaning Machine installed onboard 8,400 DWT Chemical Tanker "Med Serhat", owned by YMN Tanker Deniz.
Photo: Desislav Dinev

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Editor in Chief: Gabriel Brännlund
T: +65 9859 1433
E: g.brannlund@scanjet.se

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