



MarineLINE®

How The MarineLine® Cargo Tank Coating Can Save You Money, and Also Make You Money

Even though technology has changed through the years, the concept of profitably carrying bulk cargoes in tankers has stayed consistent. At the very well-attended SMM trade fair in Hamburg, Germany, many shipowners, operators, and suppliers came together to discuss the newest developments, with PROFIT as the primary motive driving shipowner and operator decisions regarding their tanker fleets.

WHAT ONE TANKER OWNER BELIEVES

Additional income. Costs savings.

One owner talks about his company's commitment to MarineLine® in the industry trade magazine, *Tanker Shipping & Trade*. The article, titled "The 'Mercedes' of small product/chemical tankers" presents South End Tanker Management's purchase of several 8,000 dwt ice-class product/chemical tankers that were acquired because of an order cancellation from another owner.

One of the vessels, the 'Orabothnia' was 95% complete when taken over, but the other vessel, the 'Katelina' was only 75% completed, allowing South End Tanker to make several changes.

According to South End Tanker owner, Mr. Ebel Slobben, "We applied MarineLine®, our favourite coating, and also introduced amendments to support easier tank cleaning." The 'Katelina' is expected to trade in Europe, predominately carrying easy chemicals, vegetable oils, molasses and caustic soda.



TECHNICAL REPORT



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STAYING PROFITABLE



Profit comes from either A) cutting back or eliminating operational expenses for added savings, or B) maximizing income. When both are aligned, even better results can be delivered to the bottom line, which is the basis of the MarineLine® cargo tank coating system, shown above.

A Saving On Operational Costs with MarineLine®

Patented MarineLine® polymer coating has a low surface energy, ultra smooth finish that is virtually impermeable. This surface is ideal for fast and easy cleaning, which is a major request from ship operators who want to discharge, quickly pass inspection, and get ready for the next cargo. MarineLine® also eliminates the need for extensive cleaning chemicals and long ventilation times, additional factors that can cause down time and added costs. MarineLine® is a favorite among many shipowners, having provided many years of profitable tanker operations.

B Maximizing Income with MarineLine®

That's the primary point that Advanced Polymer Coatings and its MarineLine® system present. More shipowners should closely study the economics of their cargo tanks. APC points out to its customers that MarineLine® offers the greatest versatility of any cargo tank coating on the market today. This translates into being able to carry all IMO approved cargoes, without all the extensive restrictions that other coatings must defer to. So the opportunity to continually keep the vessel at top capacity using all or most of its cargo tanks maximizes profits as sequencing is much easier. And this includes the ability to charge higher chartering rates for more aggressive cargoes.