

MARINTIME GLOBAL REPORT

Large potential order from V.Ships for Norwegian BWTS

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Key Highlights

Category	Maritime Global Report
Standard	DIN
Weight / Size	“The fact that one of the most respected names in the shipping industry,...
Certificate	ABS, LR, BV, DNVGL, NK, KR, IRS, RMRS, CCS
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Technical Specifications			
Category	Maritime Global Report	Model / SKU	Large-potential-order-from-V-Ships-for-Norwegian-BWTS
Standard	DIN	Weight / Size	“The fact that one of the most respected names in the shipping industry, controlling such a diverse global fleet, has signed Optimarin as its preferred partner for BWT is a powerful endorsement of our simple, flexible and reliable system.” Mr Andersen added that he believes this endorsement will be a compelling one for the many small and medium sized shipowners that entrust the management of their assets to V.Ships:
Certificate	ABS, LR, BV, DNVGL, NK, KR, IRS, RMRS, CCS	Warranty	12 Months unless specified otherwise
Origin	China		

Optimarin says its has signed a “landmark framework agreement” with major ship management company V.Ships.

Under the terms of the agreement, Marcas, V.Ships' contracting association, will promote Optimarin's ballast water treatment system (BWTS) to about 650 ships managed by the business. Optimarin has referred to the deal as “a game-changer”, as it is said to open a new business channel capable of delivering a substantial number of orders for the Norwegian company.

The Optimarin ballast system, based on filtration and UV irradiation technology, will be promoted as the “BWT solution of choice” for V.Ships managed assets under 52,000dwt. This encompasses a diverse fleet including bulk and chemical tankers, through to specialist ships, such as seismic and offshore vessels. SeaTec, V.Ships' technical product division, is said to have conducted an evaluation of competing BWTS technology before choosing Optimarin as its preferred fleet solution.

“This is a real breakthrough for us, with absolutely huge potential,” said Optimarin CEO Tore Andersen. “The fact that one of the most respected names in the shipping industry, controlling such a diverse global fleet, has signed Optimarin as its preferred partner for BWT is a powerful endorsement of our simple, flexible and reliable system.”

Mr Andersen added that he believes this endorsement will be a compelling one for the many small and medium sized shipowners that entrust the management of their assets to V.Ships: “Many large shipowners have sizable and sophisticated technical departments and may feel they can make their own evaluations of the BWT market, but for shipowners that are of a scale where they must focus on their core business, SeaTec's complete confidence in our technology will be very persuasive.”

Franck Fallet, Marcas general manager, added: "The IMO's Ballast Water Management Convention may not be in force as yet, but its ratification is inevitable and that will lead to a rush to install BWT systems. By signing this agreement now we're giving our members the peace of mind that we have done our research and we have an excellent system that is ready for installation. Planning is essential and acting now helps to safeguard our clients' futures."

Marcas will promote Optimarin through its global network of V.Ships offices. The current contract covers V.Ships managed vessels, but Marcas says it could also be extended to third party members in the future. Marcas operates by consolidating purchasing power for around 1,400 vessels, representing 24 member companies, including names such as Stolt Tankers, BP Shipping and Portline.