

ECOSOLUT[®] 24

Cleaning Coated Cargo Tanks to Methanol Standard

Case Study

Introduction

The challenge of cleaning coated tanks, from CPP and Veg Oils, to methanol standard, can be a significant one. Indeed, for a long time some fleets/vessels chose to return empty from delivering methanol to ensure they were ready to load again.

Although this was a pragmatic solution, it failed to maximize the profitability of the fleet. Our well-known client decided they wanted to find a solution to effectively clean to methanol standard to allow a variety of back-haul cargoes and minimize delays to vessel availability due to cleaning.

Investigations and Chemical Selection

In the first instance, our client chose an independent laboratory to test a variety of competing tank-cleaning chemicals on zinc and epoxy coated test plates, following immersion in a selection of potential back-haul cargoes. These tests initially identified OTI's ECOSOLUT 14 as the outstanding cleaning chemical for the task.

Subsequently, ECOSOLUT 14 was trialed on-board and found to be as effective as the laboratory trials had suggested it would be. Our client quickly established ECOSOLUT 14 as their "go-to" cleaner.

Monitoring & Product Development

Our client utilizes vessels from a variety of owners and operators, each of which had their own cleaning regimes and expertise. Keen to standardize operations, they shared the findings of both experiments and practical experience with owners' technical departments. In addition, they utilized their independent tank-cleaning expert to work with each vessel to perfect procedures and monitor each cleaning.

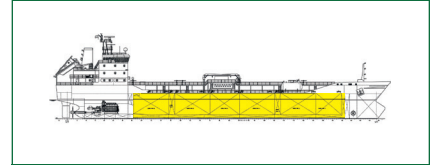
This allowed both our client and their various owners to gain confidence in the results they were achieving and build a successful trade.

At the same time, Uniservice supported operations and was also constantly reviewing the ECOSOLUT 14 formula, to ensure peak performance.

Efforts to maximize results and improve efficiency led to the development of ECOSOLUT 24 as a successor to ECOSOLUT 14. Following similar trials to those carried out ahead of the client's adoption of ECOSOLUT 14, the less expensive (but equally effective) ECOSOLUT 24 replaced ECOSOLUT 14 in operations around 2017.

In view of our client's focus on environmental impact and in the quest for safer and even more effective solutions, work continues to evaluate ECOSOLUT 24's ongoing performance and the potential for new, improved formulations to improve efficiency and environmental impact.

USAGE AREAS



Tank Cleaning and Maintenance

PACKAGING



APPROVALS



ECOSOLUT[®] 24

Cleaning Coated Cargo Tanks to Methanol Standard

What Does the Client Have to Say?

When asked about their satisfaction with ECOSOLUT 24, our client replied:

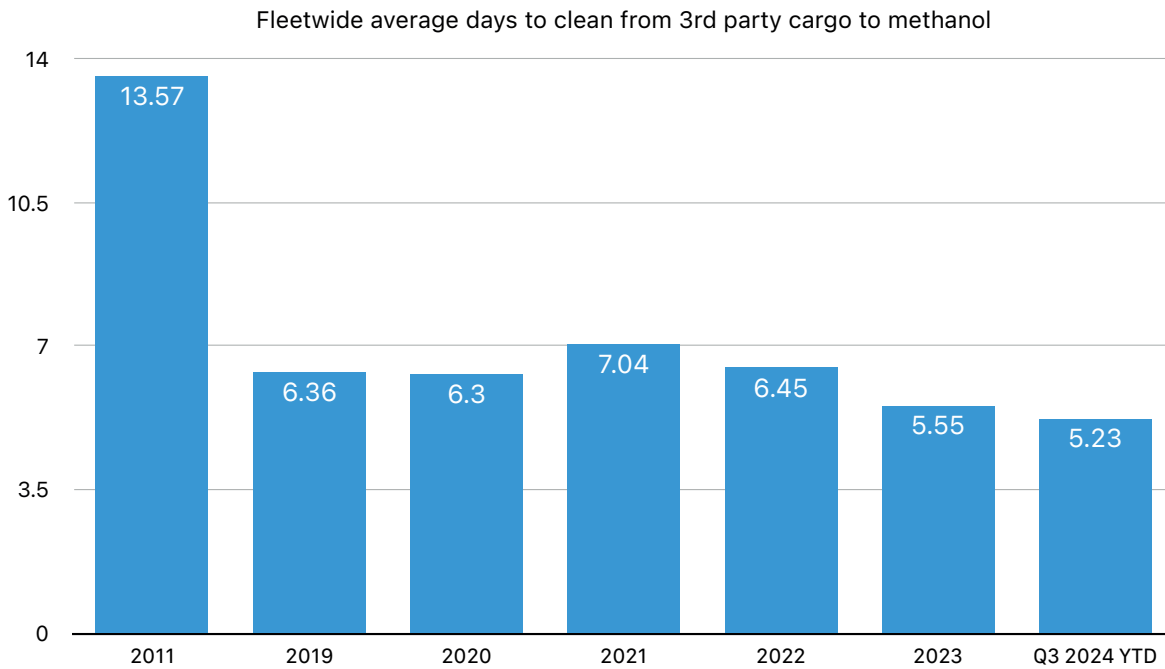
"Yes, based on our historical data/experience with zinc coated tanks, we can see a significant improvement in our overall cleaning times using ECOSOLUT 24"

The client also supplied the following graph, which shows the significant improvement they've noted in cleaning times.

Other aspects of our client relationship

This relationship highlights the importance of constant attention, innovation and customer service. Becoming a trusted part of the client's operation has resulted in a profitable relationship, provided a constant loop of feedback and allowed the client to operate successfully in a challenging environment. Our client's views on the relationship they have with Uniservice include the following comments:

"Great customer service, great flexibility with product availability, especially with some short notice requests, adding other supply location options, and with relocating some of the stock on demand."



It should be noted that, while we value the Client's strong endorsement of ECOSOLUT 24, the reduction in cleaning times is also supported by the Client's evidence-based approach.

Spectrophotometers provide real-time cleanliness verification, and independent consultant oversight ensures tanks meet methanol-grade standards. These measures further validate the observed improvements.

Our Analysis of our Client's Operation

This is an important relationship for Uniservice and we are proud that we have such positive feedback from the client. The superiority of ECOSOLUT 24 in this challenging operation is rewarding and this case study highlights the importance of an open and constructive client relationship as well.

The client's ability to build trusting and collaborative relationships with us, as chemical suppliers and their independent tank-cleaning consultants have allowed them to maximize cleaning outcomes.

ECOSOLUT® 24

Cleaning Coated Cargo Tanks to Methanol Standard

We appreciate the client's constant quest to improve results and their challenge to us to continually review our offering. We note how this approach is markedly different to many fleets, where cleaning procedures (and associated products) are left unrevised for lengthy periods.

Their strong relationships with various owners and operators have allowed the implementation of standardized procedures across vessels, leading to dramatically reduced cleaning times and enhanced profitability.

Another consequence of the client's approach is that vessels retain sufficient stocks of chemicals on board, reducing the need for "emergency" supplies and allowing re-stocking at convenient ports.

Conclusion

Whether you are involved in the methanol trade or simply looking for ways to improve other cleaning procedures, we urge you to consider opening a dialogue with Uniservice.

We assure you of our commitment to evaluating your requirements, identifying ways we can assist and building a mutually beneficial relationship.

Indeed, whether you choose to engage with Uniservice or not, we urge you to review tank-cleaning products and procedures regularly. We believe that ongoing dialogue between fleets and chemical manufacturers and suppliers will ensure that efficiency, innovation and environmentally friendly solutions follow.

Important Notice

While the descriptions, designs, data and information contained herein are presented in good faith and believed to be accurate, this information is provided for your guidance only. Because many factors may affect processing or application/use, we recommend that you do a test to determine the suitability of a product for your particular purpose prior to use. No warranties of any kind, either expressed or implied, including warranties of merchantability or fitness for a particular purpose, are made regarding products described or designs, data or information set forth, or that the products, designs, data or information may be used without infringing the intellectual property rights of others. In no case shall the descriptions, information, data or designs provided be considered a part of our terms and conditions of sale. Further, you expressly understand and agree that the descriptions, designs, data and information furnished by Uniservice Unisafe Srl hereunder are given gratis, and Uniservice Unisafe Srl assumes no obligation or liability for the description, designs, data and information given or results obtained, all such being given and accepted at your risk. Product images are for reference purposes only. ECOSOLUT® is a Registered Trade Mark of OTI Greentech AG.

Approvals

ECOSOLUT 24 has been independently tested and approved by leading coatings companies under the most stringent cleaning conditions. ECOSOLUT 24 is an IMO registered Cargo Tank cleaning additive in MEPC.2

Contact

For further information, please contact your local Uniservice Unisafe sales representative or get in touch with us:

Uniservice Unisafe SRL
Marine Chemicals Division
Via al S.N.S. della Guardia 58a
Genoa 16162 Italy
(+39) 010 711 395
www.uniservicemarine.com