



# SICK MARITIME SERVICES: THE CUSTOMER VOICE

## TODAY: MINGZHU ZHAO, CONTIOCEAN GROUP



Mr. Zhao is the founder and MD of ContiOcean Group, one of the top EGCS manufacturers in China, with an experience of 100+ scrubbers for ship owners as of today.

**SICK: Scrubber technology contributes to the global sulfur cut in beginning of 2020 and demonstrates, that it is a reliable technology. What is your outlook on this technology?**

Mingzhu Zhao, ContiOcean Group: Our system is operating stable and proven reliable and has been unanimously praised by our customers. Our clients include Eastern Pacific, Hapag Lloyd, X-Press feeder, Formosa Plastic MC, MOL, Genco shipping, Pacific Basin, Chart world, Essar shipping etc. etc. With these quantities of systems at sea, we have launched our MK-III generation EGCS at the beginning of this year that is more compact in size and has an improved energy efficiency in general. We helped the shipowner to operate their vessels ecological and economical with a scrubber technology. We are very optimistic for the future for this technology!

**With oil prices rebounded, HSFO and VLSFO price difference is bigger and bigger, scrubber as reliable DeSOx technology, what is your outlook on this technology?**

We do believe SOx scrubbers will bring decent benefit to the Owners, Operators, or Charterers based on present price gap which could be retained stably within 12 years. Also if the DeSOx and DeCarbon technologies could be combined in one scrubber unit, then the market will be large and blue.

**The emission monitoring system is part of a complete scrubber. Why is it so important?**

CEMS is required by IMO mandatorily. CEMS is the “heart” of the scrubber. When this fails, no evidence can be shown, that the scrubber as a complete system is working. This damage of course our brand of the scrubber as the shipowner needs to switch over to compliant fuel, which is quite expensive. So, the monitoring system is the “heart of the system”.

**Beside conventional service, SICK offers also remote services. Have you any experience her, so far made with SICK?**

Surely, remote service is important supplyment to conventional service, also could be a major mode under Covid epidemic or war.

**What else is the key factor for success in the scrubber business?**

Develop scrubber technology continuously to meet the requirements of the end users, specially combine carbon capture tech into scrubber system. DeSOx-DeCarbon scrubber is the future.

Thank you very much, Mr. Zhao!



ContiOcean Environment Tech Co., Ltd was established in Shanghai in 2017, it has developed to a group of 9 subsidiaries in China and overseas (“ContiOcean Group”).

The company mainly covers marine environmental protection solutions, clean energy application, intelligent equipment, and marine services.

[www.contiocean.com.cn](http://www.contiocean.com.cn)