



# SICK MARITIME SERVICES: THE CUSTOMER VOICE

TODAY: Zhigang Wang, SMDERI



Mr. Zhigang Wang is Vice General Manager (Sales Director) of SMDERI, the Shanghai Marine Diesel Research Institute

**SICK: 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?**

Zhigang Wang, SMDERI: We understand there are basically three ways to meet the SOx emission regulations i.e.

1) VLSFO; 2) Clean fuel; 3) Scrubber.

For VLSFO, although it meets the emission cap directly, the cost is high due to limit capacity and high cost in production worldwide. The cost difference between HSFO and VLSFO is high enough, easily proving the combination of HSFO and Scrubber to be the more cost-effective way. Not to mention VLSFO's unfriendly impact to the engine due to its poor lubricity and low viscosity.

For clean fuel, although LNG is booming now, its supply chain in marine industry is still establishing and it hasn't shaken the dominant position of HSFO. Other fuels like methanol, ammonia and even hydrogen, the application just started, which still needs a very long time before large-scale use.

So, HSFO, both cost-friendly and mature in supply chain, will still be popular for quite a long time, which also envisages a promising future for its partner, Scrubber, at least for some more years out of expectation.

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SMDERI is the only state research institute on marine diesel engine in China. SMDERI has strong R&D ability and complete specialties. Its main strategic business areas include diesel engine, stirling engine, power system integration, ship automation system.

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

As we all know, Scheme B test in sea trial is carried out in scrubber application, almost always. In this case, it is a mandatory requirement from regulations to monitor and record the emission data continuously in the life-time of the vessel and will be subject to authority inspection anytime, which makes CEMS an indispensable and critical part of scrubber system. Here, we choose SICK as supplier. Not only its quality is stable and reliable but also it can provide a global service.

**How do you evaluate the SICK global service ability? Especially for SICK service system in China?**

As a multinational corporation, SICK is, of course, a professional provider for emission monitoring solution. The after-sales service is available all over the world, which is actually a crucial guarantee for ship owners. As for its service system in China, it is quite satisfactory and pleasant on the whole. The response is quick. Service engineers are available upon request. Spare parts arrive in time

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

As a marine diesel engine research institute, we have naturally the advantages in developing relevant auxiliary systems. Being aware of the increasingly tightened emission restriction in the future, we have started our research in after-treatment technology more than 10 years ago and have overcome all the challenges thereafter. This accumulation over time won us a spotlight in this area when opportunity finally showed up.

Thank you very much, Mr. Wang!