

Aitken Marine International predicts solid growth in Asia’s maritime market

The Sea Asia 2019 exhibitor shares its perspective on noteworthy trends in the maritime market, as well as the company’s stance as an “environmental solution partner”.

Tell us more about Aitken Marine International (AMI) and the markets it serves.

AMI: Aitken Marine International (AMI) brings together over 35 years of successful project management experience in the marine, oil, gas, energy and industrial sectors (with a primary focus on the marine industry for the last 18 years).

Founded on high ethical values and an ethos of safe working and best business practices, we pride ourselves on our expert team which has seen the delivery of multiple marine projects safely, on schedule and within budget across a global market.

AMI is dedicated to the delivery of safe, integrated marine project management solutions with an emphasis on addressing future market legislative requirements.

Our key market segments are inclusive of but not limited to;

- Exhaust Gas Cleaning Systems
- Ballast Water Treatment Systems
- LSGO: Low Sulphur Gas Oil Conversions
- LNG: LNG Conversions

Experienced in all aspects of marine certification, we regularly liaise with third-party consultancies, non-governmental organisations and government bodies in relation to marine regulatory matters, with emphasis on ‘Marine Green’ legislation on Ballast Water Treatment, Emissions regulations and waste hierarchy compliance and enforcement.

AMI aims to become the preferred Marine Project Management partner of choice through our strong commitment to our customers as valued partners.

AMI offers solutions that “confront the Global Maritime industry's BWMC compliance and 2020 Emission reduction challenges.” What are some of the challenges faced by companies in this area?

AMI: As we move ever closer to the 1 January 2020 implementation date of the IMO 0.5% sulphur cap the global maritime industry faces a bottleneck developing for the supply ‘in time’ for one particular 2020 solution, namely the over-demand, supply and installation of compliant and operational EGCS Scrubber equipment.

AMI, in partnership with our EGCS suppliers, is able to overcome these obstacles by offering the guaranteed availability of customised, future-ready, modular scrubber systems that come with the option for conversion into hybrid mode, if required, for any type and size of vessel.

We provide the option of ‘on-board’ installation of EGCS, which is the most viable and cost-effective solution. Our compact EGCS makes Sox scrubbing simple and by adopting a modular approach we minimise vessel downtime, thus optimising pay back scenarios.

Additionally, AMI is aligned with key market leaders for the supply and representation of a range of Ballast Water Treatment products of various technologies to suit our customers preferred requirements.

We provide holistic project management solutions and packages to meet our customers’ BWTS challenges in attaining compliance with the ratification and implementation of the IMO’s International Convention for the Control and Management of Ship’s Ballast Water and Sediments (BWM Convention), which entered into force on 8 September 2017.

By supplying our customers with the flexibility of choice of key suppliers, a strong global partnering network and fleetwide customer contracting arrangements, we provide a project management approach that guarantees

and delivers satisfactory results. We also bring peace of mind throughout the process via a transparent and accomplished management culture.

Do elaborate on AMI's position as an "environmental solution partner". For example, how do AMI's solutions help companies tackle the abovementioned challenges?

AMI: As stated above, AMI offers Safe, Integrated, Marine Environment Project Management Solutions.

We are confident in the provision of Exhaust Gas Cleaning Systems (Scrubbers) as the preferred environmental solution of choice to address the requirements of the IMO 2020 0.5% Sulphur Cap. This is also the most cost-effective solution for the shipping industry, with returns on the initial investment within two years.

Similarly, our Ballast Water Treatment System package enables our customers to become fully compliant with the environmental requirements of the IMO's International Convention for the Control and Management of Ship's Ballast Water and Sediments.

AMI's comprehensive package of BWTS to Exhaust Gas Cleaning Systems, LSGO and LNG Conversions, amongst other design and marine engineering services, reflect our environmental ethos and are fully compliant with all environmental legislation.

Are any of the services offered by AMI unique to the company?

AMI: AMI's ethos and philosophy put our customer at the forefront of our business model. We view customers as valued partners and we are committed to performance excellence. With an unwavering commitment to Health, Safety and Environmental Quality Standards, AMI adds value solutions to a more astute world.

Operating with an integrated strategy to our business, our approach is supported by our aspiration to align AMI, via collaboration agreements, with

a global range of reputable partners, including key equipment manufacturers, and design and engineering providers.

With our ethos, strategy and range of collaborative partnerships with key industry players, AMI is the partner of choice, best placed to provide comprehensive solutions for our customers present and future requirements.

What does AMI think of Asia's potential for growth in the maritime industry?

AMI: AMI predicts solid growth in the Asian maritime market. Whilst the industry will need to retain awareness of potential geopolitical factors (such as protectionism and trade wars), we predict growing volume in the flow of maritime traffic.

More than 40% of global maritime traffic originated in Asia in 2017–18, whilst more than 60% was destined for the region. With strong demand for imported fuel supplies and an ever-expanding exported goods market unlikely to diminish the next decade is looking positive.

AMI will be exhibiting at Sea Asia 2019 for the first time. What were some of the key factors that prompted AMI to participate this year?

AMI: As AMI concludes a hugely successful 2018, we have gone from strength to strength. It is our aim to capitalise on this and continue to progress into 2019, building on our customer base and expanding our collaborative partnerships.

Sea Asia offers AMI a valuable platform to promote our products and services to a broad audience, whilst linking with fellow industry professionals. Our team members have participated at Sea Asia previously as well as other maritime events such as Seatrade Maritime Middle East in Dubai, SMM in Hamburg, Posidonia in Athens and Nor-Shipping in Oslo amongst others. We appreciate the value exhibitions such as Sea Asia provide in facilitating a hub for the maritime industry's players, large and small, to congregate and look ahead to the challenges and opportunities of the future.

What will AMI be promoting at the event? Any highlights visitors can look out for at your Sea Asia booth?

AMI: AMI will be demonstrating its unique expertise in our range of holistic project management services. With the IMO 2020 0.5% sulphur cap looming ever closer it is essential that the Global Shipping Industry becomes compliant. Working in collaboration with our market-leading Exhaust Gas Cleaning System (EGCS) suppliers for the sale and supply of a compact EGCS solution and approach, that provides customers with variable but certain payback on equipment and installation CAPEX, we believe AMI is perfectly placed to become the preferred Marine Project Management partner of choice.

Our Managing Director, John Aitken, and Sales and Marketing Manager, Gary Aitken, will be on hand at the AMI booth for conversations about this and other issues currently affecting the maritime industry as well as delivering a personal and comprehensive introduction to AMI's range of equipment supply and professional services. We look forward to networking and liaising with a wide array of delegates and fellow exhibitors at Sea Asia 2019.

Moving forward, any plans in the pipeline to share for AMI?

AMI: 2019 will be a pivotal year for AMI. We foresee significant growth in our global market share, particularly as regards to the sale and supply of Exhaust Gas Cleaning Systems prior to the 1 January 2020 implementation date.

As our professional reputation for excellence and 'on time', 'in budget' delivery grows through the successful completion of our existing and future projects we will see AMI continue to innovate and emerge as a firmly established player in the maritime industry.

Visit Aitken Marine International at the 7th edition of Sea Asia 2019 from 9-11 April!