ADVANCED POLYMER COATINGS



deal snapshot

Norstar Ship Management on the MarineLINE® Coating System: A Superior Solution for Efficient and Cost-Effective Operations

Overview

Selecting the right cargo tank coating system is more than a technical decision. For chemical and product tanker operators, it can influence cargo flexibility, cleaning efficiency, turnaround time, maintenance planning, and long-term operating costs.

Singapore-based Norstar Ship Management (NSM) has extensive experience managing MarineLINE®-coated vessels and has developed a practical understanding of how the coating performs in real service conditions.

Through years of operation, NSM has seen how MarineLINE® can support vessel reliability, cargo flexibility, and long-term commercial value.

Their experience provides insight into the factors behind the coating selection, the application process, on-site support, and the operational benefits observed in service. It also highlights why MarineLINE® continues to be a trusted cargo tank coating solution for operators focused on durability, flexibility, and lifecycle performance.

> *"MarineLINE® outshines other tank coating systems, such as epoxy or zinc, in terms of superior performance and longevity."*
>
> ***Dr. Lars Gruenitz***
> *Managing Director, Norstar Ship Management*



The Driving Force behind Choosing MarineLINE®

For Dr. Lars Gruenitz, Managing Director NSM, and our esteemed customer, the overriding driver in considering MarineLINE® was threefold. Dr. Gruenitz comments, "Firstly, MarineLINE® offers substantial cost savings compared to stainless steel tankers, reducing our CAPEX expenses. Secondly, the system's exceptional flexibility in accommodating a wide range of cargoes continues to make it an attractive choice. Lastly, MarineLINE® outshines other tank coating systems, such as epoxy or zinc, in terms of superior performance and longevity."

Careful Application Process Yields Long-Lasting Results

APC's commitment to providing comprehensive support throughout the project lifecycle played a crucial role in our customer's decision-making process. Dr. Gruenitz states, "The availability of an experienced NACE Inspector and an exacting Application Guide provided by APC ensured that every step of the application process was meticulously executed."

While some may perceive this as an expense that could extend the application period, the experts at Norstar recognized the long-term benefits. The resulting focus was on obtaining a high-quality coating with the guidance of the NACE Inspector, ensuring proper heat curing, and adhering to rigorous surface preparation and environmental conditions. Furthermore, the ease of tank cleaning for the crew significantly reduced their workload, contributing to a smoother operational experience.



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On-Site Satisfaction and Successful Application

The collaboration between Norstar's on-site teams and APC's Inspection team proved to be a winning combination. By working hand-in-hand with the inspector and closely following the detailed application guide, Norstar's crew continues to apply MarineLINE® successfully. This alignment between all parties fosters a seamless process and a high-quality outcome, enhancing the customer's confidence in the system.

Overcoming Potential Resistance from Yards

While the application of MarineLINE® was predominantly smooth sailing, Dr. Gruenitz acknowledged the importance of selecting experienced yards. "We avoid resistance by carefully choosing Turkish and Chinese yards with prior MarineLINE® experience. This proactive approach to yard selection helps ensure a seamless application process and reinforces the reliability of MarineLINE®."

Wholehearted Recommendation

After years of experience and successful application, Norstar unequivocally recommends MarineLINE® to others. Dr. Gruenitz commented on the system's unparalleled performance, cost-effectiveness, and flexibility, which have been instrumental in optimizing its operations.

"I can 100% recommend MarineLINE® to others. We have successfully applied the MarineLINE® cargo tank coating system for up to eight years before requiring recoating, further demonstrating its durability and longevity, delivering substantial value to our operation over an extended period. Furthermore, we to repair MarineLINE® using their available repair kits. This further ensures a long life and profitable years of service with minimal effort on our end to keep the coating pristine."

Conclusion

Selecting the right cargo tank coating system is crucial for optimizing marine operations and minimizing costs. The real-world experiences of our esteemed customers highlight the exceptional benefits of MarineLINE® offered by APC.

From lowering CAPEX costs and accommodating diverse cargoes to meticulous application processes and comprehensive support, MarineLINE® is the superior choice for long-lasting, high-performance cargo tank coatings. Through a vast list of satisfied customers like ours, it's evident that MarineLINE® is a reliable solution that delivers efficiency, durability, and peace of mind for marine industry professionals worldwide.



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Dr. Lars Gruenitz
Managing Director, Norstar Ship Management

About Norstar Ship Management

Norstar is a privately owned international shipping Group of Companies established in 1998. The Norstar Group of Companies delivers a streamlined service to its partners, providing fully integrated commercial, technical, crewing, and accounting competencies. Across five offices, NSM employs over 50 shore staff with a crew pool of about 1,500 seafarers and specializes in shipping bulk chemicals worldwide.

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