



## ‘MarineLine® After Sales Service’ Helps Monitor Tank Coatings

Advanced Polymer Coatings is making a bold statement. “APC wants to go beyond just providing the innovative MarineLine® cargo tank coating for chemical and product tankers. We want to show shipowners and operators how to properly care for and maintain their MarineLine® cargo tank coating in order to provide many years of profitable service through a new after sales service program.”



APC has added to its management team the long-time industry shipping veteran, Janis Brunavs to direct ‘MarineLine After Sales Service’ (MASS).

### ‘MARINELINE AFTER SALES SERVICE’ (MASS)

Janis lives with his family in Riga, Latvia. He started his life at sea at age 16. In the more than 40-plus years that followed in the maritime industry he has worked as a ship’s engineering officer onboard tankers; Director of a ship management company with 56 chemical, product and LPG tankers; administrator and teacher at a Maritime Academy; and a consultant on ship husbandry, technical maintenance, management and chemical laboratory services, and in other positions. He is a member of a number of class organizations including Bureau Veritas, Lloyds Register, and American Bureau of Shipping (Northern Europe regional committee member from 1998-2004). He received his Doctor of Technical Services degree from Riga Technical University. APC/MarineLine is pleased to have Janis and his expertise on our growing team.



*Janis Brunavs  
Director, MarineLine  
After Sales Service*

### GOALS OF ‘MARINELINE AFTER SALES SERVICE’

The foremost goal is to inspect the condition of your MarineLine® cargo tank coating and set up a service plan for regular after-sales service. We will work to:

- regularly monitor and maintain your MarineLine®

cargo tank coating to keep it to the standard that oil majors and chemical companies require, and

- help increase your fleet operational efficiency and profit.



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TECHNICAL REPORT

## WHAT ARE THE BENEFITS OF THIS NEW SERVICE?

- 1** All vessels with a MarineLine® tank coating should be inspected every 12 months in order to maintain your coating for a long life and added ROI. APC's professional inspectors will come onboard your vessel(s) to check the MarineLine® coating condition of all cargo tanks, and to review your service history of the coating. APC will then report the findings back to you with recommendations as needed.
- 2** We can also train your onboard crew in how to make small tank coating repairs as needed with the MarineMend repair system.
- 3** We will organize and schedule future, ongoing OBIs to monitor your tank coating so you can be assured of continued operating efficiency.



## HOW DOES THE ON BOARD INSPECTION (OBI) OF THE COATING WORK?

Once you and APC agree which ship(s) require a MarineLine® coating OBI, the APC Technical Services Group will present an estimate for this visit and any other services requested. Next, we will agree and schedule the OBI to meet the ship's and APC's mutual agenda.

After the OBI, APC will analyze the reports and compile a followup report for the shipowner/operator with results of the coating condition. Any recommendations for maintenance, repairs or re-coating will be thoroughly explained.

## HOW ELSE CAN MARINELINE AFTER SALES SERVICE ASSIST YOU?

Often, questions arise on the operation of chemical/product tankers with regard to the tank coating. These

can include inquiries on carrying various types of chemical and other liquids, tank cleaning issues, reviewing the coating warranty, etc. These are all areas that MASS will work with you to answer and communicate on a regular basis of new technologies and developments.

## WHY SHOULD YOU TAKE CARE OF YOUR MARINELINE® COATING?

Taking care of your cargo tank coatings should provide many years of profitable tanker operations. On the other hand, neglecting or not properly maintaining the tanks, will lead to premature failure and sometimes extensive repairs. Allow APC to be your partner in keeping your tanks in peak operating efficiency.