

## **PRESS RELEASE**

### **Ballast Water Treatment:**

## **The world's first BWT supplier receives full recognition from the United States Coast Guard**

**Hamburg, Germany, November xx, 2016. Optimarin, the Norwegian manufacturer of environmentally friendly Ballast Water Treatment Systems (BWTS) is the first company to have received type approval from the United States Coast Guard (USCG), for its Optimarin Ballast Water Systems (OBS). Together with Zeppelin Power Systems, its distribution partner in Germany, Poland and the GUS states, the company is now the only supplier to offer BWT systems that satisfy both IMO and USCG requirements, ensuring reliable planning and investment for shipowners.**

"We now finally have it set out in black and white that our UV systems also satisfy the strict requirements of the USCG," commented Tore Andersen, CEO of Optimarin. "We are delighted that our many years of investment in the development and testing of a reliable, effective, flexible and straightforward UV system have been rewarded with the recognition of the US environmental authority, and that we are now able to offer our customers technology that enjoys global recognition."

### **Reliable planning and investment for shipowners**

"With the OBS from Optimarin, shipowners benefit from absolute reliability in planning and can rely on a proven, globally applicable and future-proof BWT system," adds Christoph Thomsen-Jung, Area Sales Manager responsible for ballast water treatment at Zeppelin Power Systems.

The application to the USCG was submitted in September 2016, and was subject to several land and sea-based tests performed by the independent Norwegian Institute for Water Research (NIVA), which is recognized by the USCG as partner to DNV GL. "At the end of 2015, the results of the first full-scale tests showed that the OBS' technically refined version that has been unchanged since 2009 fulfills the very strict US guidelines. "Recognition by the USCG now provides official confirmation of this result, meaning that our customers who are already using the OBS or have ordered one, can be sure that they have invested in the right system."

### **Field-tested with more than 300 BWT systems already installed**

Optimarin is one of the largest providers of ballast water systems and has been on the market since 2000, and its UV system was recognized by the IMO in 2009. Since 2014,

Zeppelin Power Systems has been official partner to the Norwegian BWT specialist and responsible for sales, distribution, engineering, installation, documentation and service in Germany, Poland, Russia and all GUS states, with the exception of Ukraine. Almost 500 Optimarin Ballast Water Systems (OBS) have now been sold worldwide. Of the over 300 systems already installed, more than 60 have been put in place as retrofit solutions. Shipowners that have opted for the OBS solution include, among others, Hapag-Lloyd, Saga Shipholding, MOL, Grieg Shipping Group, Gulf Offshore, Farstad Shipping, NYK, Nor Line and Evergreen Marine Corp.

### **OBS – an absolutely unique system**

The environmentally friendly OBS can be used for all water salinities, even enabling travel into sensitive ecosystems. With highly effective medium-pressure UV lights, the OBS is able to reliably kill invasive organisms in ballast water without the addition of chemicals or biocides. The system is designed for a volume flow of 50 to 3,000 m<sup>3</sup>/hour. Additional cleaning modules and manual cleaning are no longer needed. "In the OBS, we are therefore offering a unique and environmentally friendly system that is not only highly effective but also requires little service and maintenance, making it cost-efficient as well," commented Christoph Thomsen Jung. The OBS can be incorporated into the ship's control system, enabling easy operation from the control room or bridge.

### **Very well prepared for supply bottlenecks**

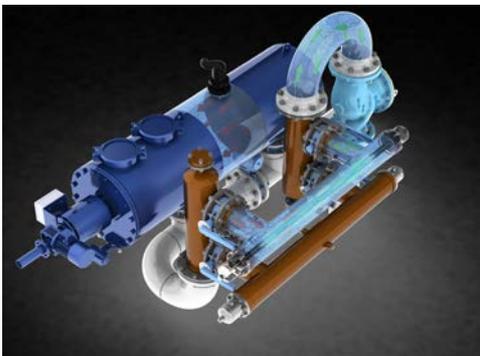
The IMO ballast water convention will come into effect in a little under a year, on September 8, 2017. This is the last date for all new ships to have a recognized ballast water system on board, and the existing 40,000 plus ships worldwide need to be retrofitted within five years. "Time is short, both for shipowners and BWT manufacturers who need to manage bottlenecks in supply. Together with our partner Zeppelin Power Systems, we are very well equipped for this challenge," explained Optimarin CEO Tore Andersen.



Caption: Optimarin Ballast Water Systems in the form of a customized and premounted module (skid).



Caption: Optimarin Ballast Water System (here a 1000 m<sup>3</sup>/h solution) with systems components featuring flexible placement and easy implementation.



Caption: Optimarin Ballast Water System – cleaning process with filtering and UV radiation.

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**Über Zeppelin Power Systems**

Zeppelin Power Systems ist offizieller Partner von Caterpillar für Motoren der Marken Cat und MaK und ein führender Anbieter von Antriebs- und Energiesystemen. Mit rund 800 Mitarbeitern bietet Zeppelin Power Systems seinen Kunden individuelle, hocheffiziente Systemlösungen und umfassende Serviceleistungen in den Bereichen Industrie- und Marineanwendungen, Öl- und Gasindustrie, Schienenfahrzeuge, Strom- und Wärmeerzeugung.

## Über die Zeppelin GmbH

Der weltweit an 190 Standorten aktive Zeppelin Konzern mit 7.800 Mitarbeitern erwirtschaftete im Geschäftsjahr 2015 einen Umsatz von über 2,3 Milliarden Euro. Der Zeppelin Konzern organisiert seine konzernweite Zusammenarbeit in einer Managementholding und sechs Strategischen Geschäftseinheiten: Baumaschinen EU (Vertrieb und Service von Baumaschinen), Baumaschinen CIS (Vertrieb und Service von Bau- und Landmaschinen), Rental (Miet- und Projektlösungen für Bauwirtschaft und Industrie), Power Systems (Antriebs- und Energiesysteme), Anlagenbau (Engineering und Anlagenbau) sowie Digital Services and Solutions (neue digitale Geschäftsmodelle). Die Zeppelin GmbH ist die Holding des Konzerns mit juristischem Sitz in Friedrichshafen und der Zentrale in Garching bei München. Weitere Informationen unter [www.zeppelin.de](http://www.zeppelin.de).

## Über Optimarin AS

Optimarin ist ein führendes Unternehmen in der Bereitstellung von einfachen, flexiblen und verlässlichen Ballast Water Treatment (BWT) Systemen für den maritimen Einsatz. Das norwegische Unternehmen wurde 1994 gegründet und hat im Jahr 2000 die weltweit erste BWT-Lösung an Bord des Kreuzfahrtschiffes Princess Regal installiert. Seitdem hat sich Optimarin im Markt als bevorzugter Lieferant von umweltfreundlicher, marktbewährter BWT-Technologie etabliert. Weitere Informationen finden Sie auf [www.optimarin.com](http://www.optimarin.com).

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