

JSMEA signs cooperation deal with Wintermar

—Project to develop basic OSV designs—

The Japan Ship Machinery and Equipment Association (JSMEA) signed a deal with PT. Wintermar Offshore Marine Tbk. on Aug. 25, 2021 as part of a project that it is advancing to draft basic designs for offshore support vessels (OSVs). The agreement calls for JSMEA to provide Wintermar with designs completed in the project and other support, and the Indonesian shipowner to build OSVs from such designs.

Due to the coronavirus pandemic, a signing ceremony was held online. A JSMEA delegation was led by Mr. Kinoshita Shigeki, chairman, and included Mr. Yamashita Yoshiro, vice-chairman; Mr. Hirose Masaru, vice-chairman; Mr. Oda Masato, vice-chairman; Mr. Oda Shigeharu, leader of JSMEA's Offshore Development Review Board; and Mr. Someya Takaichi, technical advisor from the Shipbuilding Research Centre of Japan (SRC). On behalf of Wintermar, meanwhile, Mr. Sugiman Layanto, managing director, and Mr. Johnson Williang Sutjipto, former commissioner, participated in the online ceremony. It was live-streamed for many project members and other interested parties.

With help from Wintermar, which boasts a great deal of experience and an excellent business record in the offshore development business, 31 JSMEA members have worked together in the project, realizing the packaging of Japanese ship machinery and equipment products and completing OSV basic design drawings optimized for operation in Asia, the Middle East and other regions. JSMEA Chairman Kinoshita said in an address given at the beginning of the ceremony. When the construction of OSVs designed in this project is realized,

Wintermar will be satisfied with the reliability as well as energy-saving and eco-friendly features of Japanese ship machinery and equipment, and the extensive networks of after-sales services that the Japanese makers have in Asia and elsewhere, he added. The specifications of OSVs designed in the project are highly versatile to be fully applied to not only oil and gas development, but offshore wind power generation as well, Kinoshita continued, adding that he hopes they will be used even more widely in the future.

Wintermar has already adopted Japanese-made ship machinery and equipment products, Managing Director Sugiman replied, stressing that they are at levels that are high by global standards in terms of performance, quality, fuel efficiency and many other aspects. Although the Indonesian shipping company has so far done business mainly in the field of oil and gas development, he continued, it will, in the future, wait for opportunities in new markets, such as the offshore wind farm. His hope is that the deployment of high-specification OSVs will help Wintermar cultivate a new market. The agreement with JSMEA will further tighten their relations, Sugiman said, and Wintermar will work with JSMEA to complete the first unit from the project as soon as possible.

The contract requires both JSMEA and Wintermar to make utmost efforts to realize the construction of OSVs from the project and allow JSMEA to provide Wintermar with basic designs and other results of the project for free. It also stipulates that the intellectual properties of the designs and others that JSMEA gives to Wintermar

will be attributable to JSMEA and advises that Wintermar take appropriate care of such data and information.

1) JSMEA's project for developing basic OSV designs

In the OSV market, basic designs made in Europe on the assumption that European machinery and equipment products are used, and that OSVs are operated in inclement meteorological and hydrographical conditions in the North Sea and other waters are a de facto standard. This standard is working as a barrier against the Japanese shipbuilding and ship machinery and equipment industries. For shipowners in Asia and other regions where meteorological and hydrographical conditions are milder, as such, OSVs produced from basic designs from Europe creates several challenges, which are, for example, specifications and costs that are too high. For these reasons, JSMEA began making efforts with support from Wintermar, with which it had already built cordial relations. JSMEA was at that time determined to take the initiative in changing the status quo of the offshore development market dominated by European and American manufacturers. To this end, it would draw basic designs, assuming that Japanese-made machinery and equipment would be adopted that offer the high reliability and energy-saving features fostered in the construction of general commercial vessels. The JSMEA was, then, assisted by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT) of Japan, and advanced the project to develop basic OSV designs for three years from 2018. To draft the designs, specifically, the JSMEA set up an in-house unit to encourage the 31 members, which had agreed with the project's goals, to exchange views. The unit was presided over by Mr. Yasuo Tanaka, senior fellow from Monohakobi Technology Institute Co., Ltd. (MTI). Specific business activities were consigned

2) Specifications and other features of OSVs designed in the project

Weighing 2,700 gross tons and being capable of carrying a crew of up to 60, they will be midsize multipurpose OSVs. Their hull will suit mild meteorological and hydrographical conditions in Asia and other regions as well as shallow waters. They will be exclusively outfitted with highly reliable, eco-friendly Japanese machinery and equipment. The machinery and equipment for the OSVs will be provided in eight packages. Global networks of after-sales services by Japanese manufacturers will be available. They have already obtained an AIP from the ABS at the stage where concepts were still designed.

3) 31 JSMEA members participating in the project

16 members contributing to the packaging of projects: BEMAC Corporation; Daihatsu Diesel Mfg. Co., Ltd.; Ibuki Kogyo Co., Ltd.; IHI Power Systems Co., Ltd.; Kashiwa Co., Ltd.; Manabe Zoki Co., Ltd.; Miura Co., Ltd.; Nakashima Propeller Co., Ltd.; Naniwa Pump Manufacturing Co., Ltd.; Nishishiba Electric Co., Ltd.; Nippon Hakuyo Electronics, Ltd.; Semco Ltd.; Taiyo Electric Co., Ltd.; Tokyo Keiki Inc.; Ushio Reinetsu Co., Ltd.; and Yanmar Power Technology Co., Ltd.

15 other members: Chugoku Marine Paints, Ltd.; Coast Corporation; Furuno Electric Co., Ltd.; Hien Electric Industries, Ltd.; Hisaka Works, Ltd.; HSN Kikai Kogyo Co., Ltd.; Japan Radio Co., Ltd.; Kamome Propeller Co., Ltd.; Nippon Paint Marine Coatings Co., Ltd.; Nittoseiko Co., Ltd.; Sasakura Engineering Co., Ltd.; Taiko Kikai Industries Co., Ltd.; Teramoto Iron Works Co., Ltd.; Terasaki Electric Co., Ltd. and Volcano Co., Ltd.



Mr. Sugiman Layanto (left on the monitor), Mr. Johnson Williang Sutjipto (right on the monitor) and Mr. Kinoshita Shigeki (at the desk)



Mr. Sugiman Layanto (left on the monitor), Mr. Johnson Williang Sutjipto (right on the monitor), Mr. Kinoshita Shigeki (left by the desk), Mr. Hirose Masaru (center by the desk) and Mr. Ando Noboru, executive managing director, JSMEA (right by the desk)