

RMN NEWSLETTER

Looking back at 2020

For many of us the year 2020 will be remembered as a year to forget. We all started the new year in good spirit and suddenly the COVID-19 Pandemic hit hard and affected every family and business. In a few moments it was all different, traveling, working, sports, leisure activities and even simple things as visit a doctor or dentist. The longer it took, the more difficult it was for many how to deal with the situation, but we all have to go through it. Hopefully we will find the way back up next year and all becomes more normal, although a lot depends on an effective vaccine.

Unfortunately we were also confronted with customers and suppliers where the economic crisis hit hard and employees lost their jobs in order to reduce costs and guide this companies through the crisis.

For RMN 2020 had his challenges to find the right balance in the new way of working. It was easy to work from home but we could not made any customer visits in the spring, during the summer it was sometimes possible to invite customers to our premises to have meetings at a suitable and safe distance, but when autumn came it was back to where it started. For all of us it is now a challenge how to stay in touch with customers and suppliers who work from home, and what decision to make regarding upcoming exhibitions. All this questions are difficult to answer the upcoming months.

Fortunately, we had no complains about sales and everyone in the company is still in good health.

We are now in mid December, where normally we visit family and friends during the holiday season but that will be not the same compared to last year.

We would like to say thank you to all customers and suppliers for their cooperation and trust during this challenging year.

We wish everyone a good holiday season and especially a healthy and prosperous 2021. And don't let us forget all sailors who had an even more difficult year.



Winter 2020



rmn

Repair Management Nederland B.V.

More management less firefighting

WENCON®

Wencon again a great success

For many shipowners the Wencon Repair Kits have been a major important tool this year. Crews on board were (and must still) dependent on themselves in repair situations. The Wencon Repair Kits have delivered great added value on board during many repairs. A lot of repair and maintenance work can be carried out properly with the Wencon Products and we can provide the right support via internet or phone when required.

All Wencon Products can be shipped out quickly and easily over the world without having to be marked as DG. This saves the customer time and money at the end.

This is also very appreciated by the forwarders.

Our new Wencon Repair Methodes for GRE Ballast and Scrubber Pipes have been very well received and Wencon and RMN are now cooperating with various manufacturers of scrubbers. This result in decent repairs on board if desired.

All Wencon Products holds a Class Type Approval from **ABS, BV, DNV-GL and RINA**. The Wencon Pipe Tape has been successfully Pressure Tested by the Danish Force Institute.

Many Repairs can be carried out with Wencon Products under Class Approval (always in consultation with the Class Surveyor).

Discover the advantage of the high quality metal-free Wencon Products and the Global Wencon Network, combined with more than 36 years of experience at Wencon and almost 20 years of experience at RMN.



RMN your lighting specialist

RMN has been known for its Wencon Product Range for years. As many of our customers knows already, we do have a wide range of LED Lighting Products. In the recent years, due to the demand for high-quality and better lighting techniques, we increased the range of this products and become a specialist in the field of lighting, both Industrial and ATEX.

With the increased number of RMN Distributorships, we are able to meet any lighting demand.

Our focus is based on the cooperation with European Manufacturers, for fast delivery, high quality and guarantee.

In this newsletter you can read several examples from our manufacturers.

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SEAWATER FILTER protection with Wencon

Seawater filters are easy to protect against galvanic corrosion with Wencon Epoxy Products

Because seawater filters consist of two different metals, galvanic corrosion can easily occur in combination with seawater. The metal with the lowest potential will corrode and the filter life is significantly reduced. This process will often create a leak in the filter housing at the most worst moments, and a new filter housing is not a stock holding spare part on board, so a quick change is no option. These kind of problems are easily to avoid by using the Wencon Metal Free Coatings 1020 & 1030, which creates a barrier between two metals (cast steel or cast iron housing and stainless steel basket). The quality of the coating is so high that permeability of seawater at the 600 microns (2-layers) of Wencon Coating is at least >12 years. Refurbish your existing filter unit and apply on a new filter unit a high-quality 2-layer Wencon Coating system to extend the service life of this critical equipment.

Do always check during cleaning a seawater filter if there is no mechanical impact damage on the coating otherwise repair this.



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CABTEK *Kabelwartels*

CABTEK

RMN has entered into a partnership with Cabtek Europe and is now the Benelux Distributor for this manufacturer.

Cabtek designs and produces metal cable glands for industrial applications and has a very wide range of ATEX certified cable glands.

Cabtek offers superior and safe cable gland performance. The glands ensure their sealing against prolonged exposure and the cable is adequately clamped by the so-called armor clamp, ensuring that the glands are fully within the applicable standards. Cabtek is committed to satisfying customers at all times by providing first class quality products at a competitive price, on time delivery and reliable service.

If you would like to discover the quality of a Cabtek Cable Gland please let us know.



NEW **CABTEK** electrical accessories **PARTNERSHIP**



RAM-NEK *Marine Tape Hatch Cover Tape*



RAM-NEK

RAM-NEK is a much required hatch cover tape. It consists of 1,22 meter strips of a high adherent plastic forming layer between two protective layers, one is silicone coated for easy removal of the brown paper layer and another non-removable clear polypropylene cover layer, which remains in place over the adhesive layer and so allows "foot pressure" on the tape during application.

RAM-NEK offers the ultimate form of protection for water sensitive cargo. It is a heavy-duty tape. Depending on the size, there are 30 or 60 strips in a package.

If a lighter version is sufficient, the same manufacturer has the product MARITAPE which is supplied on rolls.

RMN keeps both products in stock to guarantee a short lead time.

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DOUBLEPOWER!! LED SOLUTIONS

Since the new **doublepower!! SEA LED IP68 luminaires** were introduced at the **Europort Beurs at the end of 2019**, we have experienced a spectacular year in sale of this specific luminaire. It is a robust, high quality luminaire with a very good lm/W ratio, a superior lifetime and warranty and a very low glare factor. The luminaire also has an extremely favorable price level, which in combination with the other parameters makes the **return on investment** time very short (<1 year). The luminaires have now become a standard for various shipowners and we receive purchase orders with large numbers at the same time.

Beside this specific luminaire type is doublepower!! very successful with its complete range of LED luminaires which are often used in the most demanding environments. Customers' reactions are therefore very positive when a project has been realized.

Re-Lighting

Recently we supplied **doublepower!! DAY LED** luminaires in cooperation with our electrical installation dealer Gecap for a re-lighting project of a warehouse. A full lighting calculation is made for the customer with the required light output (lux level). After everything was installed, the feedback from the warehouse manager was very warming. We delivered what we promised and also within an extremely short lead time and installation time from Gecap. Always great to work with dealers that provide a quality job.

FOXCONN COMPANY EUROPE

doublepower!! LED lighting is of such a high quality that even the **European Headquarter of Foxconn**, one of the largest producers of electronic components in the world, is using doublepower!! products to illuminate their buildings.

MORE INFO NEEDED

Do you want more information about the possibilities for your warehouse, factory, vessel or offshore construction, please contact us. We can easily give an excellent online presentation of all the possibilities that can meet your requirements.



DOUBLEPOWER!! SEA

EXTREMELY DURABLE

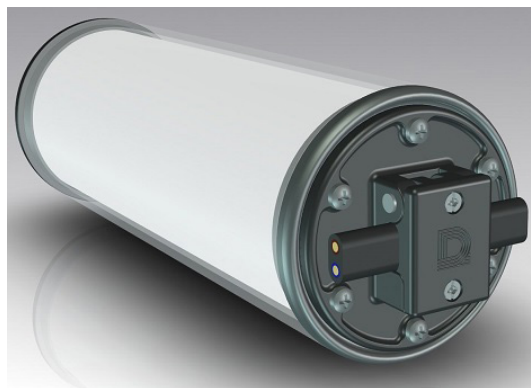
LED LUMINAIRE FOR MARINE

AND OFFSHORE OPERATIONS



DAY

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DATA  LINK

DATA LINK WORK LIGHTING

Data Link linkable work lighting **GALA LED** is a revolutionary model of portable temporary work lighting for use in maritime industry, shipbuilding, ship repair and maintenance, offshore and construction industry. Safe working due to the low voltages of 24Vac and 42Vac make this lighting ideal for work in damp conditions. Using removable protective film, this lighting can be used very well during sandblasting and paint spraying.

The GALA LED has a high protection class IP67 and IK08 and is made entirely of robust materials. GALA LED lighting contributes to increased productivity and safety of employees in accordance with the CENELEC standard HD63751 and increases the efficiency of all work processes.

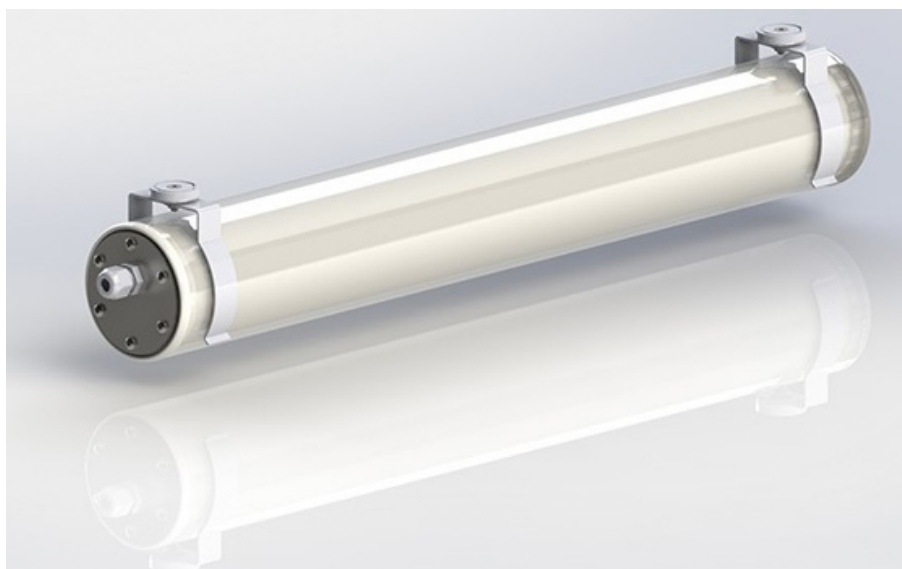
With the optional magnets, the lighting can be easily and quickly attached to steel walls or other steel structures.

The **Data Link DL-SEAL LED** linear lighting is also a very quick and easy to install model of temporary lighting which is mainly used in shipbuilding and during maintenance work. DL-SEAL LED has a high protection class of IP67 and IK10. There are various suspension options, so that the luminaires can be installed correctly and quickly and removed again after the job is completed.

The DL-SEAL LED is also available as an emergency lighting, it has an autonomous function of 1,5 hours.

Both products are completely developed and produced in Croatia, which offers an extreme short lead time.

Data Link is well known for on demand development of full LED modules on aluminium or FR4 substrates.



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NTE SISTEMAS LED FLOODLIGHTS

This year we started as Benelux Distributor for the Spanish manufacturer NTE Sistemas. This is a manufacturer specialized in the field of LED Floodlights and LED Street Lighting.

NTE also offers a full range of intelligent **LED SOLAR** Systems for illuminating objects and areas where normal power connection is not available. This can be used as permanent lighting or as temporary lighting.

For seagoing vessels, offshore and port areas, we can **optionally** supply every NTE light fixture with a special **Anti-Saline Coating**. This coating has been developed to protect the luminaires in salty environments without affecting the heat management of the LED fixture.

NTE Sistemas also has the advantage that the luminaires are produced in their own factory in Spain, which means that the delivery times are very short. RMN keeps various NTE LED Floodlights on stock in order to be able to meet the customers demand immediately.

NTE also illuminates sports stadiums even in the **Primera Division** in Spain



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ESCAPE ROUTE LIGHTING

We can supply energy-efficient escape route lighting in standard versions for offices, communal areas, industrial environments and ATEX environments with a potentially explosive atmosphere.

All made with LED illumination and meets the highest standards for this type of lighting.

The lighting is available with an internal 1 or 3 hours autonomous battery and the luminaires are available as emergency lighting or as emergency/continuous lighting.

We can provide an offer for indoor as outdoor solutions as well.

The luminaires we offer are from **AWEX** from Poland, **TEPEX** from Croatia and **STL** from the UK. All luminaires are developed and produced in Europe. Short delivery times are therefore an important fact.



TEP EX FLXE LED

The **TEP Ex FLXE LED** is an escape route luminaire for use in potentially explosive environments. The luminaire is certified for use in Zone 1-21 & 2-22.

The luminaire features self-testing, monitoring and diagnostics to reduce costly maintenance checks.

The internal battery is autonomous for >3 hours.

Possibility to provide with a DALI system electronics.

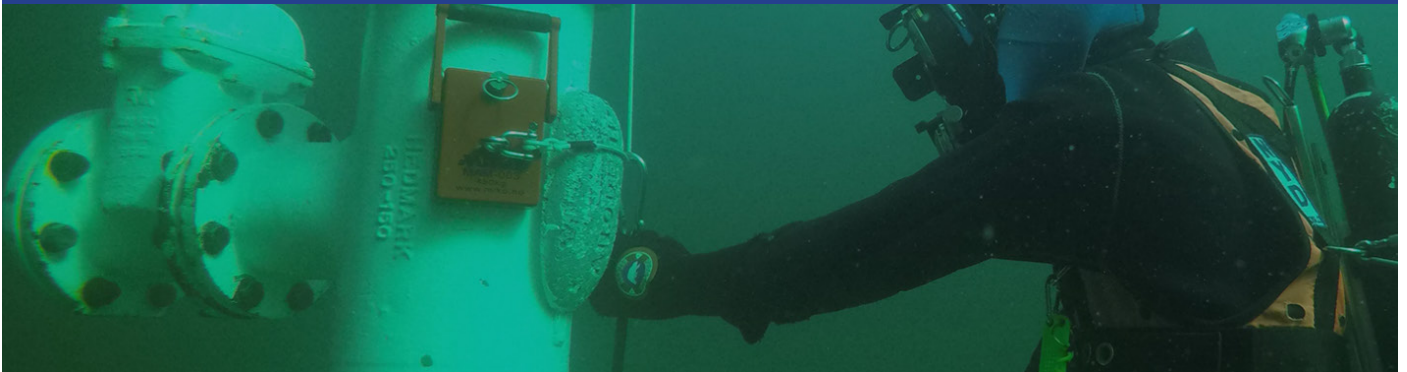
The battery is a 3.6V 2.2Ah Ni-MH type built into the luminaire and charging, discharging and status control is microprocessor controlled



BASET-N-LED

For potentially explosive environments in **ATEX Zone 2-22** we offer the BASET-N-LED in a 1 hour and 3 hour autonomous version. Installation is quick and easy, using the stainless steel suspension clamps. The cables are connected by using 3-pole screwless connectors for cables up to 2.5mm².

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Miko Marine

Miko Marine AS was founded in 1996 with the idea of using magnetic plasters to prevent seawater from entering a floating ship or structure and to stop oil leakage from the ship to the sea.

The developed magnetic plaster named **MIKO PLASTER®** has since that time been supplied to hundreds of customers around the world, both for emergencies and for preventive measures to prevent water ingress during planned underwater operations. As an expansion of the system, the Anchor Magnets developed by Miko Marine came onto the market and the delivery program became increasingly larger. The system can be supplied as ready-to-use kits immediately ready for the correct application and has a **Marine Approval from DNV.**

Continuous investment in new methods and solutions has resulted in a wide range of high-quality products for in-water inspections, underwater repairs, salvage, stopping leaks and special solutions for vessels sailing in Arctic and Antarctic waters and having to comply with the international **POLAR CODE.**

Miko Marine users

Miko Marine works with leading customers such as Total, Subsea 7, Maersk, Titan Salvage, Equinor, Teekay, Odfjell Drilling and many other well-known companies.

Miko Marine has also been a supplier for many international **Naval Forces** for a long time and the products are standard on board of many essential warships.

As distributor, RMN is in direct contact with the team of Miko Marine's head office in Norway and Miko Marine employs a group of Naval Architects for development and calculation of special customer-specified applications. Together with this team we are able to provide custom-made solutions to help the customers for its specific needs.

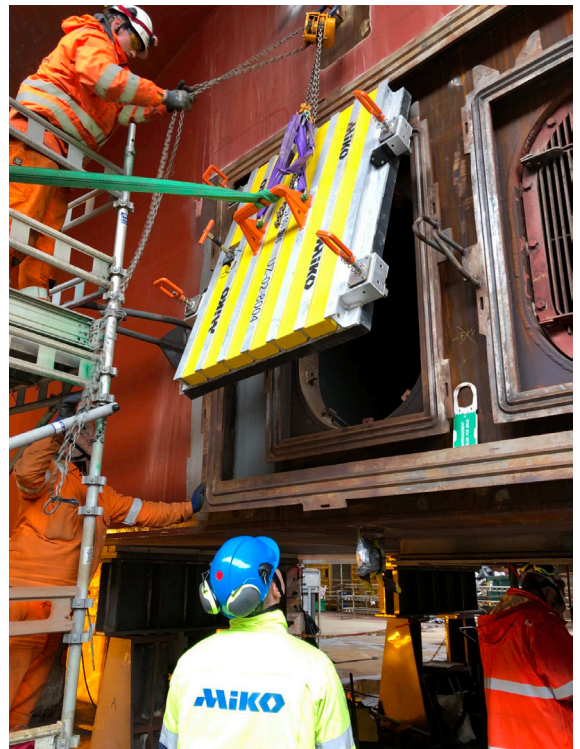
Custom Made solutions for New-build

Miko Marine designs and produce regular custom made **Cofferdams** for new-build FPSO's, Offshore Platforms and large Seagoing Vessels. These Cofferdams are then part of a standard inventory of such a ship or construction and are from that moment on always immediately available on board when work needs to be done on the underwater openings of the ships construction. At the picture there is an example where Miko Marine is awarded for a contract for delivery of a series of Cofferdams for a new-build FPSO with delivery in March 2021



Miko Marine Underwater Magnets

Miko Marine produces a wide range of Anchor Magnets and Permanent Magnets for underwater applications. The adhesive force of these magnets is from 90 kilos up to 2 tons. These magnets are used for a large number of applications. The MAM-001 and MAM-003 are often used to serve as a temporary anchor point to anchor an oil boom to the ship's hull.



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Ega Master Premium Handtools

Why Ega Master hand tools?

Ega Master proposition is sustained on **5 key pillars**:

One-Stop Solution

12 product ranges offers one-stop solution and reduce procurement and logistic costs for the customers.

Premium Quality

Lifetime warranty for all its hand tools (excluding non-sparking tools, which are made of a softer material than steel tools).

Personalization in tools and sets

This services is to improve the control of tools and to reduce unnecessary replacement costs as a result of tool theft or loss.

Over 98% availability rate

As a result of their manufacturing model and investment in stock, Ega Master is able to provide an availability level above 98%.

Due to the growing demand of the Ega Master Tools, holds RMN also a larger stock level of this premium tools.

Innovation (over 200 patents)

Ega Master holds more than 200 patents and invests around 6% of its turnover in R&D+I to find ways to improve safety and efficiency of industrial operations.



Who use Ega Master tools

Ega Master products and solutions are used by the most demanding industries, including aerospace, defense, automotive, shipbuilding, railways, electricity, construction, oil & gas and mining. Leading users rely on the quality and solutions of Ega Master. The include Shell, Exxon Mobil, Airbus, NATO, Coca Cola, Audi, Volkswagen, Mercedes-Benz, Siemens, Philips, MSC, Engie and many others. .

Recently, **MSC** one of the worlds biggest shipping companies awarded Ega Master a contract for the supply of tools. Important values for this customer are the guidance in the choice of the right products, customized solutions and the very high service level.

ONLINE DURING COVID-19

These days, we as RMN, together with Ega Master, can provide you as user with very good information online and guide you in making the right choice for safe and high-quality tool solutions.

Do you like to know more about this than contact us.



Ega Master 1000V insulated handtools

A complete range and many even available in a Non-Sparking Version. The 1000V insulated Torque Wrenches are available in 1/4" - 3/8" - 1/2" Also possibilities in standard sets and custom made sets.



Ega Solutions as the set seen above is a system composed on customer specification. Each individual tool can be provided with a laser engraved logo or a name. Contact us for all Ega Solutions options.

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C.C. JENSEN

RMN has started an extensive cooperation with C.C. Jensen. This Danish Family owned company is world market leader in offline oil filtration in the maritime and offshore applications. The company has now more than 60 years of experience in this field. Using C.C. Jensen Oil Filters effectively reduces oil-related problems and ensures that you always have a continuous clean and dry oil that provides the best performance and efficiency and delivers the highest savings.

With C.C. Jensen Oil Filtration Systems extended the life of the oil and the operating time of a ship and platform will be improved. The C.C. Jensen Filters constantly remove particles, water and oil degradation products from oil, resulting in reduced wear of critical components in many applications. It extends the life of lubricating and hydraulic oil by a factor of 3-4, which improves the availability. Diesel is cleaned to a level optimized for common rail technology.

Due to the long experience, C.C. Jensen has high-quality technical expertise in-house and we have the advance to provide the right solutions in cooperation with the team of C.C. Jensen.

In addition to supplying filter systems, C.C. Jensen also offers on-site service, there is a fleet of rental machines where a filter system can be temporarily used on board or if the customer first wants to demonstrate that the system works as desired, it can be used as a test (contact us for the conditions for a test).

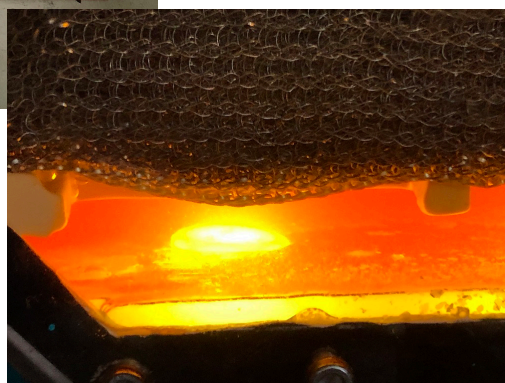
There is also the option of taking- and analyzing samples of the oil. If desired, your crew can be trained by C.C. Jensen how the handle the filter units systems.

C.C. Jensen has a global network and is **present on 6 continents**, which is very beneficial for shipping- and offshore companies in case of a problem or an urgent need for consumables. There is almost always a sales point nearby.

If you like to have a demonstration or more information about C.C. Jensen Filtration Systems, please contact us.



On-site demonstration with **Marine Diesel filtration**. Particle filtration and removes water from the diesel. Approx. 1 liter of water is added to the diesel fuel to demonstrate how the unit removes this. The unit here is the **PTU 15/25 PV**. Right picture shows water removed at the bottom.



Picture right **D10 Combi Unit**

A **Desorber** for quickly removing large amounts of water in combination with a particle filter unit for removing contamination from the oil. This unit is mostly used on thruster applications.

