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# ECOLOCK® ultra long-lasting protection for offshore hulls



**E**colock is designed to protect offshore vessels for decades without the need for drydocking. Increasingly, offshore units such as FPSOs, FSOs, FLRSUs and others used for offshore oil and gas exploration, drilling, storage and transport need to stay out of drydock for 15, 25 even 40 years.

The challenge has been to protect the underwater hull from corrosion and to provide a cleanable surface so that the biofouling that accumulates can be removed successfully and safely for UWILD and to reduce weight. Ecolock is the answer to that challenge.

Ecolock is an extremely tough and durable coating designed to remain

in excellent condition for 15 - 25 years without drydocking, repair or replacement. Ecolock can be cleaned underwater as often as needed to meet the UWILD and weight requirements of FPSOs, drill ships and other offshore vessels. Ecolock is the result of continual R&D on offshore hull coatings since the 1990s.

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## Agents in Greece for Subsea Industries and Hydrex

**F**or 11 years now, Subsea Industries and Hydrex have enjoyed a productive and agreeable relationship with N. Bogdanos Marine Bureau as sole representatives for both companies in Greece.

N. Bogdanos Marine Bureau are Athens-based marine and industrial representatives and consultants. The company was established in Piraeus in 1956 by Nico Bogdanos as the first and only technical office in Greece consisting of marine consultants, surveyors, valuers, appraisers and arbitrators. Its core business traditionally was to conduct surveys on behalf of underwriters and classification societies.



*Adam Papapetros, CEO of N. Bogdanos Marine Bureau, on a tour of the port of Antwerp during the international sales conference in 2014, when he signed an agency agreement to represent Subsea Industries and Hydrex in Greece.*



*Vangelis Masklavanos, Sales Manager at Bogdanos on a vessel during a scrubber pipe installation.*

The Bogdanos Marine office became an expert on all types of surveys with an in-depth understanding of ships and ship repair processes, handling of claims, and repair costs. Combined with the very extensive knowledge of the Hellenic shipping market, the company was a perfect candidate for successfully representing various prestigious ship repair yards, as well as marine and industrial systems worldwide, which today constitute the core of its business activities.

### Long-standing relationship

In 2013, a letter of intent between N. Bogdanos Marine Bureau and both Subsea Industries and Hydrex was signed – the beginning of a fruitful,

long-term relationship. In 2014, Bogdanos CEO, Adam Papapetros and a colleague visited Subsea Industries and Hydrex headquarters in Antwerp for an international sales conference we held. An agreement was signed making Bogdanos the sole representatives for both companies in Greece, which they have remained to this day.

Hydrex and Subsea Industries' goals and purposes are well aligned with Bogdanos's mission:

“To provide services and innovative solutions to the Hellenic Marine, Offshore and Industrial community

To sustain the legacy of integrity, reliability and trust, through ded-





*Subsea Industries very recently received an order to apply Ecospeed to the hull of this bulk carrier from a world leading Greek shipping company introduced by N. Bogdanos Marine Bureau.*

ication to the needs of our customers

To contribute to a better world, our drive for over six decades.”

Over the years, Bogdanos has worked hard to represent Subsea Industries and Hydrex in Greece, and together with the agency we

have been able to provide valuable service and products to Greek shipowners and operators.

In the last year alone, Subsea Industries has provided coatings for over 25 ships through Bogdanos. In the same time period, Hydrex has provided underwater maintenance and repair services to several Greek owners/operators as a result of Bogdanos’ representation.

Most recently – in fact just before this article was begun – Bogdanos and Subsea Industries secured an important order for Ecospeed for the hull of a bulk carrier of a world-leading Greek shipping company who are considering using Ecospeed on the hulls of more ships in their large fleet.

“The recent sale was a direct result of an email campaign we ran in November of 2023,” explains



*Rudder and nozzle of the Pleiades ship Xanthos with freshly applied Ecospeed. Pleiades Shipping Agents S.A. are a long term repeat customer of Subsea Industries and Bogdanos.*





*Hydrex diver/technicians preparing for a propeller repair on a Greek ship owned by a customer introduced by Bogdanos.*

Vangelis Masklavanos, Sales Manager at Bogdanos. “After the shipping company’s initial response, I followed up with phone calls and email which resulted in a meeting with the Technical Manager which led to the sale.”

Vangelis has held the Sales Manager position at Bogdanos for about a year. His background in the Merchant Marine and as a petty officer in the Greek navy has served him well in his representation of Subsea Industries and Hydrex among other companies for whom Bogdanos is the agent.

“What I like about working with Subsea Industries and Hydrex is the homogeneity of the products and their eco-friendliness along with the support from the people of the

Hydrex Group. Hydrex is also a household name which Greek maritime companies trust. I believe that Subsea Industries is also becoming one.”

N. Bogdanos Marine Bureau CEO, Adam Papapetros sums up, “The N.Bogdanos Marine – Hydrex/Subsea cooperation in the Greek marine marketplace goes back over 11 solid years now and is maintained and steadily reinforced year after year via the human and friendly relationship and the expertise of both parties, each one in its own field.”

Subsea Industries and Hydrex usually join N. Bogdanos Marine Bureau at their large and popular booth at Posidonia every other year. This year will be no exception and we are keen to see them again and also

renew acquaintance with our mutual Greek clients.

We look forward to continuing the long and productive relationship with one of the key players in the Greek shipping world. ■





**Palco Marine Services Pte Ltd**

an ISO 9001-2008 certified company

# Agents for Subsea Industries and Hydrex in Singapore

**F**or several years, Palco Marine Services, a long-established and well-known provider of products and services to the thriving Singapore maritime sector, has been actively representing both Subsea Industries and Hydrex in the Singapore market.

The original company was founded in 1977 by Captain J.V. Paloccaran, a former merchant navy captain. The name was changed to Palco Marine Services Pte, Ltd. in 1982. Captain Paloccaran has turned the helm over to his sons, Sanjay and Cyril, who manage the company.

“Our main activities now include agencies of Subsea Industries and Hydrex, afloat repairs of vessels coming to Singapore, and the supply



*Captain J.V. Paloccaran (center) founder of Palco Marine Services with his two sons, Cyril (left) and Sanjay (right) who now manage the company, at the Palco offices in Singapore.*



*The Subsea Industries and Hydrex booth at the Asia Pacific Marine trade event in Singapore in March this year; L-R: Sanjay Paloccaran, Sales & Marketing In-Charge, Palco Marine Services, Manuel Hof, Sales & Production Executive, Subsea Industries, Timoty Verhoegstraete, Head of Technical Department, Hydrex, Clément Paquet, Senior Diver, Hydrex.*

of equipment, machinery and spare parts of various brands,” explains Sanjay Paloccaran.

Palco Marine began its relationship with Subsea Industries and Hydrex a few years ago when Captain Paloccaran learned that the companies were searching for suitable representation in Singapore. “The agreements were soon in place and everything kicked into motion,” Sanjay recalls.

In 2023, Krupa Marine Pte. Ltd., an associate company of Palco Marine Services, began handling the logis-





*Sanjay Paloccaran (right), Clément Paquet (cntr) and Timoty Verhoegstraete (second from left) talking to visitors at the Subsea Industries and Hydrex booth at APM in Singapore.*

tical work involving the storage of Subsea coatings in Singapore and delivery to vessels coming to Singapore for application in local shipyards, greatly increasing the efficiency of Subsea Industries' delivery.

Extensive marketing with various ship owners and managers began and Palco has been responsible for a steady stream of inquiries to both companies and delivery of services to a number of shipping companies. "We are confident of boosting the overall sales of Subsea Industries and Hydrex to Asia-based vessel owners and managers in the long term," says Sanjay.

Palco believes strongly in Subsea Industries coatings as the viable solution for ship hulls and running gear. "It continues to be important that vessel managers and owners take a holistic long-term view with regards to the total costs and benefits

of the application of anti-corrosion coatings on their vessels," says Sanjay. "Even for vessel owners who contemplate the possibility of selling their vessels after 5-10 years of sailing, the rust free appearance of the hull, rudder or other parts of the vessel with minimal corrosion or cavitation will do much for the chances of successfully executing a sale at the desired price to a prospective buyer."

Subsea Industries and Hydrex executives, Manuel Hof, Timo Verhoegstraete and Clément Paquet have just returned from a week-long stay in Singapore which included visits with the Palco team to customers and prospects in the area, organized by Palco. They also participated together in the Asia Pacific Maritime trade event. The collaboration was very successful, and it is clear that, with the representation of Palco, Subsea Industries and Hydrex have an even brighter future to look

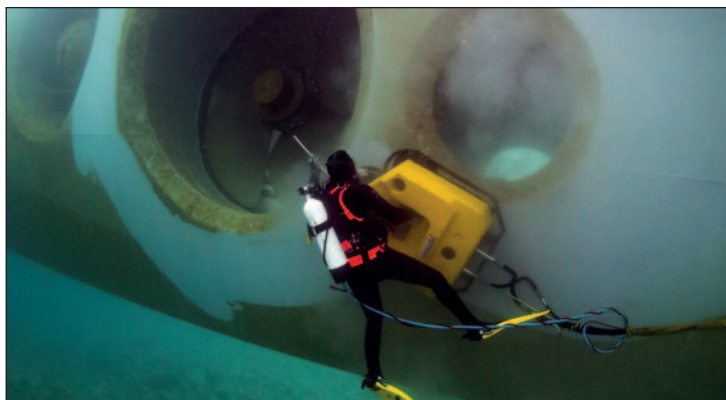
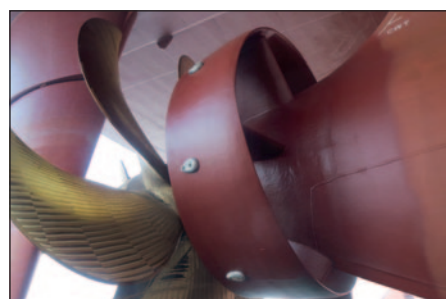
forward to in this very important center of maritime activity.

Key points in the success of Hydrex and Subsea Industries in the Asian market, in Sanjay's opinion, are the quality of products and services they provide coupled with the knowledge and experience of the companies' personnel – many of whom have been working with the companies for 10-20 years – and the fact that the Hydrex divers carry out dozens of successful, complex operations every year, and thus gain the experience and competence needed to tackle any situation that may arise for a ship below the waterline. "That level of experience and professional competence is very meaningful in the Singapore market and in Asia generally," Sanjay confirms.

We are looking forward to excellent expansion in Singapore with Palco as our agents there. ■

# SUBSEA

PROTECTION AND PERFORMANCE



**S**ubsea Industries NV, was founded in 1983 specifically to take care of the design, development and marketing of what has become an evolving line of underwater hull and propeller

cleaning equipment as well as the line of hard hull coating systems.

All products produced by Subsea Industries have the same goal in

mind: To keep the underwater part of your vessel in the best possible condition for its entire lifetime at the best possible performance.

**[www.subind.net](http://www.subind.net)**

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