

PRESS RELEASE

May 18, 2017

Breakthrough solution addresses the shocking cost of maritime industry gas waste

A quick and easy-to-use gas solution from maritime technology experts Martek Marine, is leaving traditional maritime gas products and services in its wake! Shockingly high levels of calibration gas waste mean that many shipping companies are paying up to 85% too much for gas services. The new A-B-C solution breaks the mold with an all-encompassing, first of its kind offering, comprising of; calibration gas, portable gas detectors, regulators and a fully-comprehensive, managed service.

Paramount to the solution is [FastCalGas](#): a real crowd-pleaser which offers an ultra-modern, fresh approach to maritime calibration gas supply that's a far cry from traditional gas procurement and supply methods! Proving that buying gas doesn't have to be complicated, 98% of FastCalGas orders are shipped within 24 hours and shipping is super-fast and cost-effective thanks to a global network of gas hubs.

Refreshingly flexible, FastCalGas offers a stress-free, fully account managed service, which not only eliminates a customer's administrative burden, but also means that Martek know when a customer's gas is about to run out and will alert them in appropriate time. For customers that prefer to self-serve, gas is always just a few clicks away, as it can be purchased 24/7 online. Breaking from the norm, Martek are the only calibration gas supplier offering this stand-out service.

Gas waste is stamped out thanks to a 27-month shelf-life: the longest in the industry and compatibility is guaranteed through the supply of handy conversion regulators. Carbon emissions are also reduced thanks to a global distribution network and waste management is considered too: all gas cylinders are recyclable and a low cost, recycling tool is available to assist with environmentally friendly disposal. Best of all, FastCalGas is completely risk free: Martek offer a 'Lifetime Happiness Guarantee', meaning customers are entitled to their money back + 10% if a gas delivery misses their ship, or they are not completely satisfied with the service.

Saving in excess of \$200 for every calibration on-board, the [A-B-C self-calibration & self-certification](#) bump test station, is the jewel in the A-B-C solution's crown. Using the exact amount of gas required to calibrate gas detectors, customers are using a staggering 85% less calibration gas and what's more, the costs can be spread over 24 or 36 months, making cash flow worries a thing of the past!

The system is incredibly easy-to-use: detectors are put in the station during re-charging and tamper-proof, serial number specific calibration certificates, acceptable to Class, Port State Control and Oil Majors are automatically generated, free from human intervention. Compliance with regulations is ensured & the negative logistical & environmental implications of calibration ashore are eliminated. What's more, the costs can be spread over 24 or 36 months, making cash flow problems a thing of the past! Simple, step-by-step video instructions on the set-up, use and calibration of equipment are provided and an optional upgrade includes Tankscape, for inerted cargo tank gas detection.

"The days where logistics of on-shore calibration and record keeping meant excessive cost and inconvenience are thankfully gone forever!" Said Paul Luen, Martek Group, CEO. "Being able to self-calibrate detectors on-board, rather than sending them ashore is saving A-B-C customers thousands of dollars, many man hours and is removing what is sadly a common logistical and administrative headache for most shipping companies."

Martek Marine, along with their ground-breaking A-B-C gas solution can be found at Nor-Shipping in the Disruptive Sustainability Hall. Delegates unable to attend the event are invited to book a meeting with Martek Marine by calling their UK office +44 (0)1709 599 222, or their Singapore office on +65 6408 3334.

ENDS

Notes to editors:

Martek Marine was formed by Paul Luen, Mike Pringle and Steve Coulson to offer pioneering solutions to improve sustainability, safety, performance & welfare on ships. With steady growth across the world maritime industry, Martek Marine is now a truly global business supplying services to over 80 countries.

Thanks to disruptive innovation, the company provides products & services that are actively sought by shipping companies worldwide to deliver major operational gains and cost efficiency.

Accreditations include; ISO 9001; Investors in People (Gold); The Institute of Customer Service; Queen's Awards for Industry and Sunday Times Fast Track 100.

Further information can be found by visiting www.martek-marine.com