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## **MAN diesel targets Chinese coastal market**

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It is reported that faced with almost no new contracts in recent months the engine builder has identified a new sector of the Chinese market which it is targeting with two new engine designs more.

The Chinese coast and the Yangtze River are amongst the world busiest shipping lanes yet the vessels that run these routes are typically old in poor condition powered by poorly maintained engines that are inefficient and a major source of pollution. Many of the 20 DWT to 30,000 DWT ships including bulkers, tankers and general cargoes were built at regional beach yards more than 20 years ago and need replacing.

As a result of the industry downturn, the myriad of small shipyards on the coast now have spare capacity and MAN Diesel hopes that a new generation of coasters will be built.

The firm is establishing a new marketing office on Zhoushan Island from where it plans to promote two new two stroke low-speed engines the S35MC-C9 and the S40MC-C9 which will be built by local licensees including Jiangsu Antai Diesel.

The two new engines have been especially designed with the Chinese coastal market in mind. The company research indicated that the engines need to generate 5 to 8,000 kW at around 140 rpm they must be simple to operate without complex electronics, they must require a minimum of maintenance and they must include an integral lube oil filter.

Mr Ole Groene Senior VP Marketing said there are literally hundreds of old ships plying these trades, which the company stumbled upon, almost by accident. The fact that regional yards now have spare capacity means that a replacement program can be out in place. The new engines which are also designed so that they can be competitively priced are to be launched at an exhibition in China on November 5th.

(Sourced from [www.seatradeasia-online.com](http://www.seatradeasia-online.com))

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