



Tanker Operators Conference 2014



# Introduction

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## **Stig Holm**

General Manager  
Thome Denmark

Marine engineer (since 1984)  
8 years as Technical Director  
Quality manager in Turkey  
Technical manager in Cyprus  
Site Engineer LKT, Korea  
S'int., J. Lauritzen



# Themes of today!

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## Traps and Technics

1. What is required for efficiency improvement ?
2. Fuel performance monitoring. Can it be **too** sophisticated?
3. The human aspect
4. Performance monitoring in Thome context





## Assumption for this presentation

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### Fuel optimization and monitoring

There are no right or wrong ways, as long as you do something



# What is required for efficiency improvement ?

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**Focus from Top management and project management!**

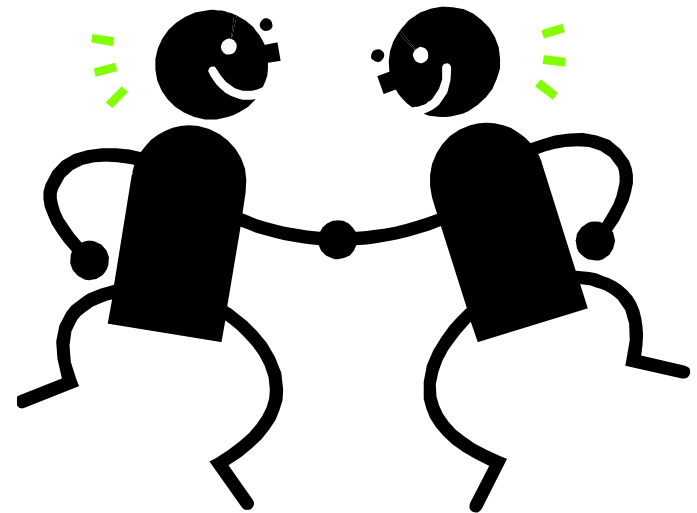
Man power

Competences, in house or ex house

Dollars

Time and cost management

People management





# What is required for efficiency improvement ?

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Clear understanding of starting point and final destination ..... Strategy



Heading 82 deg.





# What is required for efficiency improvement ?

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**Evaluation and decisions about the requirements to the quality of data collection.....**

Quality of measuring equipment

Quality of reporting tools

Quality of evaluation tools

Abilities and resources in the organization and onboard





# Fuel performance monitoring.

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**Can it be too sophisticated?**

**YES..... NO!**

**Daily noon reports as corner stones.  
Automatic or manual ??**

**Retro perspective:**

- End of voyage evaluation
- Historical learning
- Knowledge sharing

**Continuous monitoring:**

- Immediate corrective action
- Trial and error
- No historical learning
- No knowledge sharing







# The human aspect!

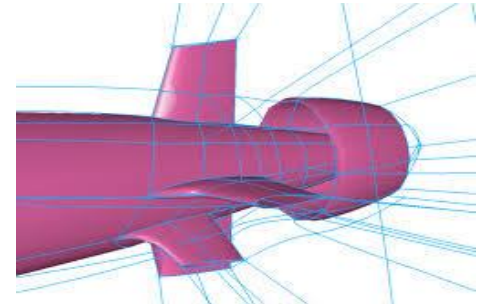
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Fuel performance.....

What is related to technology and what is related to behavior?

**Technologies:**

Equipment  
Project management  
Installation,  
Commissioning  
Expenses



**The human aspect:**

Knowledge  
Education  
Motivation  
Competition  
Proudness in performance  
Company culture



**THOME**



# Fuel monitoring in Thome context



- **200 vessels under full management**
- Number of vessels per Owner:  
Maximum: 14  
Minimum: 1
- 100 vessels under crew management
- Tankers, Bulkers, Offshore
- **50 different Owners**
- **18 different nationality of Owners**
- 18 different flags
- 6 different Class societies
- Representation in 15 countries





# Fuel monitoring in Thome context

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## Challenges

We are not sole decision makers  
We cannot incur expenses without consensus  
Wide range of vessels types  
No liner trade/ knowledge sharing

## Power

200 vessels  
Thome Human Element  
Vessel support team

## Todays solution

Thome developed reporting system  
Alert when out of CP range  
Consumption per voyage/month/year

## Tomorrows solution

Retro perspective and continuous monitoring



# Self Financed Fuel Saving

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## What is it??

- Screening
- Evaluation
- Calculation (ROI)
- Financing
- Project Management



If you want to know more, please call  
Thome Denmark





**Thank You**

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