



“Bunker supply is a low margin business.”

There is pressure across the industry to increase efficiencies and speed up time in port. The MPA is implementing initiatives that will increase total port capacity by about 50% by 2020.

Speech by Mr. Lui Tuck Yew, Minister for Transport, at “Unveiling the Future - Launch of Pasir Panjang Terminal Phases 3 and 4” Oct 1, 2012.

What if...

- Instead of waiting until the end of the transfer, you could measure during the bunker?
- When measuring your bunker, your crew didn't have to touch the fuel?

Are your margins under pressure?

The bunker market is characterized by high volumes and low margins. It's challenging to deliver heavy fuel oil safely, efficiently, and in compliance. Because of these challenges, you have only one real way to improve your profitability: sell more fuel. So you must keep your bunker process moving quickly to accommodate as many customers as possible.

But that's difficult for many reasons, not the least of which because the bunker measurement process is labor and time intensive. Manual measurement techniques keep your crew tied up on a bunker as well as require lengthy onboard time that exposes you to safety risks. Additionally, these methods are fraught with opportunity for human error. And that opens you up to costly and time-consuming client disputes.

Your profitability relies on your ability to bunker fuel to more customers. So it's critical you overcome the manual and time-intensive processes that hold you back from expanding your client base.

Bunker suppliers we talk to tell us about challenges like these:

“Measuring is labor and time-intensive.”

Increasing requests from clients and governments are difficult and costly to accommodate. While it's in your own best interest to speed up the bunker process, you must still adhere to safety and accuracy requirements. This is incredibly challenging given the amount of manual work and error involved in the measurement process. With errors come disputes. And disputes cost you even more time and money.

“The marine environment is dangerous.”

The bunker process requires many hands on the main deck for extended periods of time. Getting from the barge, to the vessel, and up ladders—sometimes at night and in inclement weather—is a real safety issue. Every moment your people are on deck, you are exposed to risk. The consequences of an incident can be severe and this is a liability your already slim margins can't afford.

Marine Bunkering

Bunker faster and more accurately

By working with Emerson, you can gain speed and accuracy in the bunkering process to take advantage of more opportunities. By reducing the time it takes to bunker fuel, you can reduce costs and engage more clients.

With Emerson's Micro Motion, you can reduce the labor and time needed to bunker. You no longer need to conduct sounding measurements because you have a fully traceable and accurate direct mass system. By reducing bunker time as well as time spent on disputes, you can deliver fuel to more customers to improve your margins. You can get your crew off the deck to enhance safety, speed up the transfer, and improve measurement accuracy. And, as you reduce human interaction in the bunker process, you also reduce your liability and business risk.



“The closed and independently sealed system provides inline mass measurement, removing the need for volumetric conversions at the end of each transfer,...this enables time savings to be made of up to three hours per delivery versus the traditional method.”

- Jerry Reidy Global Supply Chain and Technical Operations Manager at ExxonMobil Marine Fuels

REDUCE TIME AND INCREASE SALES VOLUME

The primary way to increase your margins is to improve efficiencies, open availability, and deliver more fuel. But it's difficult to improve processes that are weighed down by manual procedures. With Emerson's automated direct mass measurement system, you can eliminate manual soundings to measure and bunker at the same time. By reducing the time it takes to process one bunker, you can increase the total number of bunkers you process per month. With extensive diagnostics, you don't have to spend time shipping your meter for calibration - you can eliminate the antiquated steps at the dry dock. And because you have the accuracy of direct mass meters and full traceability, you can eliminate time spent arguing with clients over quantity disputes.

IMPROVE THE SAFETY OF YOUR CREW

When your crew is on deck performing soundings, they are exposed to safety risks for which you are liable. With Emerson's automated direct mass measurement, your crew doesn't need to spend an hour on deck before and after the bunker to perform soundings. You get fast and accurate quantity measurements with less human interaction. You can observe the quality of the process from a safe location. What this means is you improve safety while bunkering faster to accommodate more clients and fuel transfers.

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