



“Fuel costs are increasing so it’s imperative I get what I pay for.”

Fuel costs have increased about 300% in the last five years and are projected to grow another 50% by 2015.

<http://www.shippingandco2.org/industrymeasures.htm>
Industry Measures, International Chamber of Shipping

What if...

- As you completed a bunker, you could definitively and confidently communicate a shortage to your supplier?
- During the bunker process, you could immediately detect aeration and stop the transfer?
- In your bunker process, you didn’t have to conduct manual sounding measurements?

Are you getting what you pay for?

Because fuel accounts for 50-60% of your operating costs, you must protect your profitability by scrutinizing where your dollars go. But you face serious challenges in this effort when it comes to your bunker transfer process.

It’s no secret there’s a lack of trust in the bunkering world. This is possible in part because heavy fuel oil is inherently complex to measure accurately. So you must conduct manual and time-consuming sounding measurements to ensure your supplier delivers the agreed upon quantity. Unfortunately, this process is prone to errors and exposes your largest operating expense to costly mistakes—both unintentional and intentional.

Traditional sounding measurements don’t give you the accuracy or certainty you need when transacting the expense that can make or break your margins.

Fuel buyers we talk to tell us about challenges like these:

“There’s a general lack of trust in the industry.”

Some bad actors have tarnished the industry by taking advantage of shortcomings in the bunker measurement process. Although you perform your own fuel quantity measurements, those techniques don’t give you a fast, error-proof quantity transferred. But to maintain your margins, you must tightly manage your fuel expenses.

Also, suppliers know you can’t linger in port, so you’re often forced to accept a bunker delivery before you’re confident on the quantity transferred. Unfortunately, depending on your terms and conditions, you have very little opportunity for recourse once you leave the transaction.¹

“Heavy fuel oil is a complex material to measure.”

Because heavy fuel oil is viscous, its measurement is highly dependent on variable conditions and aeration. If air is trapped in fuel you just bunkered, it may be two days before you can get an accurate reading through volume measurements. And even that varies with temperature. Sounding measurements are a woefully inadequate protection against this high-cost problem.

“Measuring is an error-prone process.”

The bunker process requires many crew members engaged onboard. You must have people to conduct the sounding, someone manning the manifold, the chief engineer must be present, and you must solicit the services of surveyors. It’s time intensive and expensive to devote that much manpower to one event. And you open yourself up to error and safety risks with so many human touch points.

References:

¹ Singapore Bunker Claims Procedure...Proper Usage of Arbitration Clause in Bunker Purchase Contracts, Singapore Shipping Association letter, 12 September 2011. <http://www.ssa.org.sg/library/SSA0403001/SSA%20Circular/2011/ssa137eml.pdf>

With Emerson's Micro Motion Coriolis technology, you can more precisely measure your fuel bunker process by eliminating error-prone measurements, time-consuming conversions, and costly disputes. This reduces the need for human involvement in your bunker process to improve the accuracy and confidence in what you receive. You have the credible backing you need to establish fair and equitable dispute resolution terms and restore trust to the bunker transaction. With a complete and certified system tailored to your marine application, you can accurately and consistently measure each bunker and have an immediate indication of the quality through the direct density measurement. By using direct mass meters and specialized software, you know immediately you're getting the amount of fuel you pay for. With the combination of less human intervention and Emerson's unmatched expertise in the field, you can accurately measure the fuel you receive and be confident in your transfer.



CONFIDENTLY COMMUNICATE A SHORTAGE TO YOUR SUPPLIER

With the system integrity you get by partnering with Emerson, you gain delivery process conformity without performing a set of complex manual procedures. With Emerson's air detection and alarm, you know before you leave port if there is a quantity problem. By reducing human intervention, you minimize points of failure and the opportunity for workers to profit individually.

TRACEABLY MEASURE ALL OF YOUR BUNKERS

Using traditional measurement methods, you must go through a time-consuming and complex approval process to validate any quantity issues. With complete traceability you get only with Emerson, your measurements are tied to international standards, so you and your supplier know they are accurate. By having meters linked to certification, there is no ambiguity or need to recalibrate your meters. That means you can eliminate subjectivity, reduce time spent bunkering, and get back to sea.

LEVERAGE EXPERIENCE TO MEASURE CORRECTLY

Every vessel configuration is different so you can't make any process improvements without customization. With the experience of installing direct mass measurement systems on hundreds of vessels, you have the confidence of a correct installation and a smooth, trouble-free implementation. Only with this unique understanding of environment and condition complexity can you measure your bunker with a high level of certainty. And with the support of Emerson's marine dedicated experts, you can offer your ship crews the onboard training they need to quickly and effectively use your new software.

Emerson has performed hundreds of successful vessel-specific installations and we partner with the industry's largest marine repair company to provide installation on the biggest vessels in the world. In addition, Emerson has third party certification such as MID and MPA for custody transfer.

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