

Terminal Vetting Database

An Update

KEEPING OUR EYE ON THE BALL



HEIDMAR



INTERTANKO

FACT

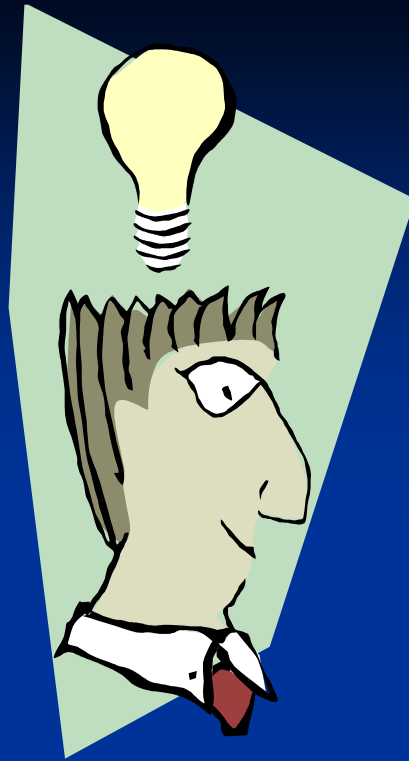
Since the worldwide acceptance of **VETTING** as a way of life in tanker shipping, the quality of tanker tonnage has improved.



HEIDMAR



INTERTANKO



IF THE VETTING PROCESS
WORKS FOR SHIPS, WHY NOT
TRY IT ON TERMINALS ??



HEIDMAR



INTERTANKO



**IT WAS THIS BASIC THOUGHT
THAT WE CREATED THE TVD
CONCEPT AT HEIDMAR**



HEIDMAR



INTERTANKO

AFTER A COUPLE OF YEARS OF RUNNING OUR TERMINAL INFORMATION REPORT

WE LINKED UP WITH INTERTANKO
FOR OBVIOUS REASONS, INCLUDING



INTERTANKO



INTERTANKO

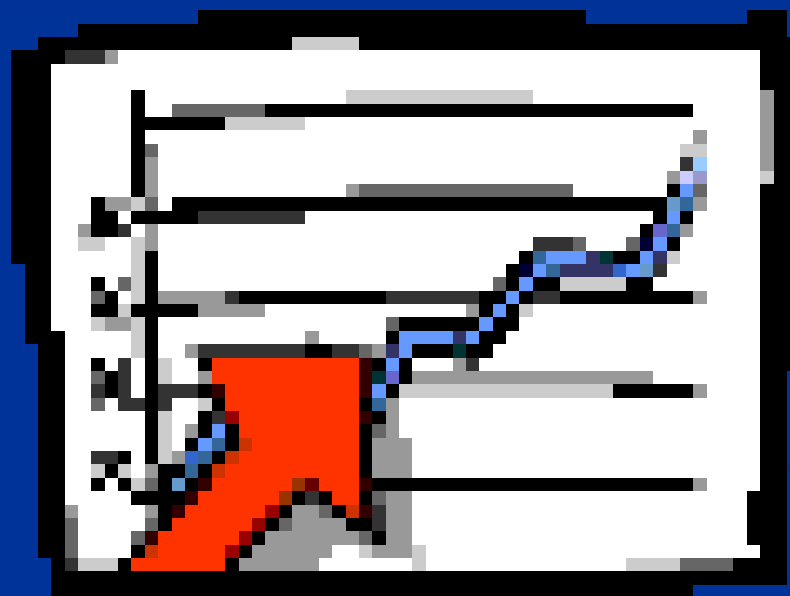


- Is the Nr. One Tanker Owner Advocate in the World
 - Has the smartest tanker minds in the world
 - Has a very large and GROWING membership
 - Has a great VETTING COMMITTEE, which is a natural home for this type of initiative
- AND**



INTERTANKO

IT GAVE US A PLATFORM TO SERVE MORE TANKERS THROUGH USE OF A WIDER DATABASE



INTERTANKO

The Form

- One Page
- Web-Based
- User Friendly

**INDICATIVE
NOT
DEFINITIVE**

Vessel Information		Berth Information	
Vessel name:		* Country:	*
IMO #:		* Port:	*
Master:		* Terminal:	*
Date reported:		* Berth:	*
Arrival draft:		* Operation:	*
Terminal Contact Information			
Contact person:		Email:	
Telephone #:		Fax #:	
Instructions			
Please provide a rating for the following questions on a scale of 1-5. 1:Unacceptable, 2:Below average, 3:Average, 4:Above average, 5:Excellent Comments are encouraged. All '1' and '2' ratings must be accompanied by comments.			
Grouping		Rating	Explanation/Comments
Equipment:	Bollard condition:	*	
	Condition apron/fenders/dock:	*	
	Condition chocksan(s)/hose(s):	*	
	Dock lighting:	*	
Shore Personnel:	Pre-transfer conference:	*	
	Safety awareness:	*	
	English skills:	*	
	Accessibility/Communication:	*	
	Courtesy:	*	
	Emergency preparedness:	*	
Miscellaneous:	Surveyor safety awareness:	*	
	Tug performance/condition:	*	
Port Facilities:	Do they accept slops:	*	
	Is current a big factor:	*	
	Any surge due to traffic:	*	
	Any berthing restrictions:	*	
	Is the charted water depth at the berth accurate:	*	
	Any physical obstructions to the berth:	*	
	MSDS issued (load port only):	*	
	Shore gangway:	*	
	Tug line used:	*	
	Quick release shore bollards:	*	
Click the button to the right to save the report >>>			Save Report
Email the saved file to: download@Q88.com			



HEIDMAR



INTERTANKO

THE RATINGS

- 1. Poor: Worse than average in all areas. Needs lot of improvement.**
- 2. Below Average: Worse than average in some areas. Could use some improvement.**
- 3. Average: Fully adequate.**
- 4. Above Average: Better than average in some regards.**
- 5. Excellent: Of a very high quality in all regards.**



HEIDMAR



INTERTANKO

THREE LEVELS OF UTILITY

1. Review of terminals prior to vessel's call
2. Operator/Terminal Cooperation on addressing observations
3. Special Handling By Intertanko for Terminals Resisting Cooperation



HEIDMAR



INTERTANKO

THE IDEA IS TO MAKE TERMINALS SAFER FOR SHIPS AND SEAFARERS THRU A SIMPLE TWO STEP PROCESS

ACCUMULATING
INFORMATION



ACTING ON THAT
INFORMATION



HEIDMAR



INTERTANKO

You Can't Do the Second

Without Having Done the First



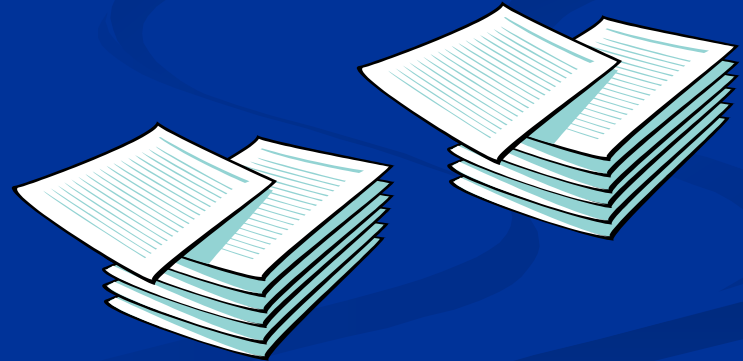
HEIDMAR



INTERTANKO

Information Collection

- Is Where Q88 Leads the Way
- Through maintenance of over 5000 active reports
- Covering over 1100 terminals
- And over 1700 berths



HEIDMAR



INTERTANKO

Data on Terminals is Maintained

- For 12 Months provided a minimum of 10-reports are in the system
- Indefinitely for each terminal until at least 10 reports are accumulated

This is designed to keep the Information Fresh



HEIDMAR



INTERTANKO



For More Information

- Contact support@Q88.com



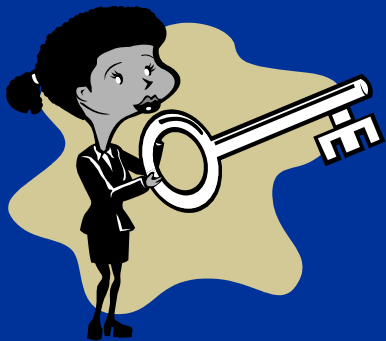
HEIDMAR



INTERTANKO

Acting on the Information Collected

- The very neat system of information collection described is not an end in itself.
- It does little good to know of poor conditions at terminals if they are not corrected



**IS TO EFFECTIVELY USE
THAT INFORMATION !**



INTERTANKO

Going back to Utility Levels--

Level 1: Vessel Manager can review terminals prior to vessel's call



HEIDMAR



INTERTANKO

Level 1/Pre-Review

- Go to the database before your ship arrives at her next port
- Note the ratings for each aspect of that terminal
- Advise the vessel accordingly.



HEIDMAR



INTERTANKO

Example 1

- Vessel is heading to Smith Terminal, Paulsboro NJ
- TVD shows average score for Pre-Transfer Conference is only 1.1 out of 5.0

Action

WARN THE SHIP !!!



HEIDMAR



INTERTANKO

Example 2

- Vessel is going to Smith Terminal, but your check of the TVD system shows “Fenders” are rating 0.5 out of 5.0 with a note saying that most of them are missing

Action

This One is more complex than the first Example



INTERTANKO

It Requires

■ Confirmation of the Observation---

- Contact Terminal Management to Discuss
- Dispatch Field Rep to substantiate
- Take photos if needed
- Make Sure Your Facts Are Straight!!

**IF THE OBSERVATION IS PROVEN TRUE
YOU, AS OWNER/OPERATOR,
MUST TAKE ACTION**



HEIDMAR



INTERTANKO

WHAT ACTION???

...Discuss with shipmaster

...Discuss with Charterer

...Discuss more with Terminal Operator

Ask:

**Can this be corrected prior to my
ship's arrival?**



HEIDMAR



INTERTANKO

IF THE ANSWER IS “NO”

- You must politely but firmly refuse to moor at that terminal.

If you have set this up properly

- Your charterers will support you
- Your management will support you
- Your Master and Crew will support you
- The Port State Will Support you

**EVEN GOD
WILL SUPPORT YOU**



HEIDMAR



INTERTANKO

**But if you permit berthing anyway
DESPITE such information**

**You might as well have not even
bothered participating in the program**



HEIDMAR



INTERTANKO

- Because you have collected valuable information which you have refused to use.

REMEMBER OUR OBJECTIVE



HEIDMAR



INTERTANKO

Is not to collect Information

- It is to USE that information to make life better for our ships and seafarers
- Without implementation of our newly gained knowledge, we have

**ACCOMPLISHED
NOTHING**



HEIDMAR



INTERTANKO

Utility Level 3

- When the terminal refuses to discuss conditions, or tells you to take a hike we encourage you to

**Relay this to us at the Intertanko Vetting Committee
Terminal Vetting Database WORKING GROUP**

We will take further action on your behalf, including



INTERTANKO

What We Can Do

- Directly Contact the terminal
- Put the Issue in the Weekly Intertanko Newsletter
- Advise Other Owners of the condition
- Alert Port State Authorities

On behalf of our seamen



HEIDMAR



INTERTANKO

How to Do That....

- Capt John Hill, Chairman TVD Working Group
- Email John.Hill@Heidmar.com
- Capt Howard Snaith, Secretary to Intertanko Vetting Committee
- Email Howard.Snaith@Intertanko.com



INTERTANKO

But These Actions Are Seldom Required

Because Terminal Professionals Also Want
Unsafe Conditions Fixed

We have Similar Objectives!!



HEIDMAR



INTERTANKO

TO DATE WE HAVE INPUTTED OVER 18000 REPORTS

**INDUCED SEVERAL TERMINALS TO MAKE
EXPENSIVE IMPROVEMENTS**

**... STARTED CONSTRUCTIVE DIALOGUES WITH MANY OTHERS,
...STARTED WORKING WITH OCIMF IN A DATA-SHARING EFFORT
...HAVE CREATED A TERMINAL-FEEDBACK FUNCTION
...WE HAVE OPENED THE DATABASE TO ALL TANKERS, WORLDWIDE**

**BUT THERE IS
MUCH MORE TO
DO!!**

**...We need to keep building our database volume
...We need to keep spreading the word**

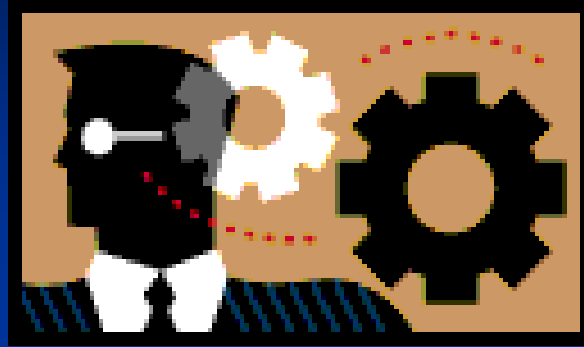


HEIDMAR



INTERTANKO

Some Things We're Working On are:



- Ability for Terminal to Comment On Any Low Scores
- Ability to Email TVR's from Website
- Charting/Post Voyage Analysis
- Vessel—Terminal Dialogue re Observations
- Exporting Results into Excel
- More Effective Use of Port Facility Information



INTERTANKO

And, WE NEED YOUR HELP

...If the program is interesting to you let us know

...Talk it Up With Your People

...Get Your Ships in on the Program

**SO WE CAN BUILD ON THESE EFFORTS
TO HELP OUR SHIPS**

And work with our terminal friends to make our industry safer for all



INTERTANKO



Capt John N. Hill
Chairman
Intertanko TVD
Working Group



HEIDMAR



INTERTANKO