Terminal Vetting Database

An Update

KEEPING OUR EYE ON THE BALL
Since the worldwide acceptance of VETTING as a way of life in tanker shipping, the quality of tanker tonnage has improved.
IF THE VETTING PROCESS WORKS FOR SHIPS, WHY NOT TRY IT ON TERMINALS ??
IT WAS THIS BASIC THOUGHT THAT WE CREATED THE TVD CONCEPT AT HEIDMAR
AFTER A COUPLE OF YEARS OF RUNNING OUR TERMINAL INFORMATION REPORT

WE LINKED UP WITH INTERTANKO FOR OBVIOUS REASONS, INCLUDING
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
IT GAVE US A PLATFORM TO SERVE MORE TANKERS THROUGH USE OF A WIDER DATABASE
The Form

- One Page
- Web-Based
- User Friendly

INDICATIVE NOT DEFINITIVE

HEIDMAR

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

ACCUMULATING INFORMATION

ACTING ON THAT INFORMATION
You Can’t Do the Second

Without Having Done the First
Information Collection

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

- Contact support@Q88.com
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!
Going back to Utility Levels--

Level 1: Vessel Manager can review terminals prior to vessel’s call
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.
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 !!!
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.
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
WHAT ACTION???

...Discuss with shipmaster
...Discuss with Charterer
...Discuss more with Terminal Operator

Ask:

Can this be corrected prior to my ship’s arrival?
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
But if you permit berthing anyway DESPITE such information

You might as well have not even bothered participating in the program
Because you have collected valuable information which you have refused to use.

REMEMBER OUR OBJECTIVE
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

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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
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
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
But These Actions Are Seldom Required

Because Terminal Professionals Also Want Unsafe Conditions Fixed

We have Similar Objectives!!
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
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
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
Capt John N. Hill
Chairman
Intertanko TVD
Working Group