

Total Quality Tanker Management



At Fleet Management, we're committed to providing total quality and highly professional tanker management services. Our ISO 9002 and ISO 14001 accreditations are testimony to our endeavors.

We're geared to providing a wholly client-driven service, using sophisticated control systems and communications networks to provide owners with up-to-the-minute information about their vessels at any time.

Fleet Management offers the highest level of tanker management service, with emphasis on safety, pollution prevention and shipboard maintenance at competitive, cost-effective rates.



Fleet management

A member of the Noble group





Fleet Firm on Safety

One company firmly committed to pioneering safety initiatives for tankers is Fleet Management, the Hong Kong – based Noble offshoot.

Established in November 1994 as a purely in-house shipmanagement company to cater for Noble's burgeoning shipping sector, Fleet can now boast a healthy 73 vessels under full technical management. Such rapid expansion took other venerable shipmanagement companies generations to achieve what Fleet has accomplished in the space of just eight years.

Under the keen supervision of Kishore Rajvanshy, Fleet has gained a well-earned reputation in the industry for diligence and innovation in equal measure. From a staff of just one, Fleet now boasts 115 employees, 65 in the bustling Hong Kong office and a further 50 in the five branch offices in India and the manning office in Philippines.

**Kishore Rajvanshy, Managing Director –
A Truly Modern Ship Manager.**

"Fleet has been given a free hand in the development of the business," says Mr. Rajvanshy, adding, "I consider myself very lucky," inferring that Richard Elman, the media darling chairman of the Noble Group realizes and appreciates the quality of the leadership on offer downstairs on the 17th floor of the Mass Mutual Tower in Hong Kong and feels no need to interfere. Indeed, Mr. Elman confided to Lloyd's List that his colleague is "running the premier shipmanagement company in the world." Praise from on high.

Currently Fleet has ten chemical tankers under management with a further three due from Japanese shipyards next year. Leading oil majors like Exxon Mobil, Shell, BP, Chevron/Texaco and Petronas regularly approve Fleet's tankers. All the tankers have excellent scores in the CDI system too. All the tankers also have a spotless record in Port State Control Inspections.

The senior staff including the managing director, technical managers, port captains and superintendents have a combined experience of more than 100 ship years of sailing and managing oil and chemical tankers. Of the ten chemical tankers, Fleet conducted newbuilding supervision for five of them – providing Fleet with valuable inhouse newbuilding experience and just as important from a client's point of view, an extra set of stringent eyes on the vessel from its very inception. Maintaining a clean tanker is vital. "We put a lot of stress on managing vessel performance," says Mr. Rajvanshy. "Consequently we have created a tanker operation department whose sole responsibility is to monitor and guide masters about cargo matters and about vessel preparation for the oil major's inspection."

The tanker operation department is in addition to Fleet's technical department. Currently there are five shore-based marine superintendents whose task is to visit each of these ships four times a year. There is a distinct process that the master of each tanker has to follow for the duration of one cargo contract. Once he knows what the next cargo is, he emails headquarters with his plan and requirements for cleaning the tanks. Fleet is very well versed in tank cleaning having prepared tanks for fine chemicals such as MEG fibre grade and methanol which have very stringent wall wash test and foot sample standard in relation to chlorides, colour, hydrocarbon, suspended matter and impurities. All Fleet's ships are fitted with laboratories onboard so that tank cleaning can be carried out in a scientific manner with minimum loss of time and resources. Fleet has considerable experience in converting tanks from chemicals and petroleum products to vegetable oils or molasses and other products and vice versa, adhering to all the necessary regulatory and industry requirements. Once the tanks are prepared a plan for loading and stowage is sent for approval. Next comes the specifics for carriage conditions – temperature and special requirements like cargo circulation and nitrogen blankets, all of which headquarters monitor constantly through advanced IT capabilities. The master also has to provide a discharge plan. Finally once the cargo is safely ashore, the master provides headquarters with a detailed voyage analysis.

Training plays a pivotal part in Fleet's safety drive – well-trained, knowledgeable crews, along with solid shipbuilding practices, are perhaps the key to avoiding calamities – something Fleet has taken onboard. "Wherever we take crew we open an office to maintain quality," says Mr. Rajvanshy. "In that sense, we are similar to Noble," he continues, "Not wanting to share responsibility with others." Such dedication to in-house training will probably lead to Fleet opening an office in Shanghai soon to assuage the growing desire by shipowners to have Chinese crews.



A state-of-the-art 12,300 dwt chemical tanker, delivered March 2002, voyaging under strict Fleet safety guidelines



A modern chemical tanker discharging cargo safely.

At Fleet's own training centre in Mumbai experienced engineers and deck officers ensure quality crew. Fleet produces shipboard specific videotapes for familiarization purposes, investing much time and capital into these educational films. The firm is believed to be the only shipmanagement company to go to the trouble to produce such in-depth videos.

There are regular courses for bridge team management; hazardous material handling; computerized planned maintenance; energy conservation; maritime English; personal safety and social responsibility; control and instrumentation; and finally the FRAMO pump course. FRAMO pumps, made in Norway, are installed on the majority of modern tankers and the course module was developed in conjunction with the Norwegian company.

Fleet has also instigated an ambitious cadet program. Successful deck and engineer cadets from the Indian government's training schools are taken on by Fleet.

"At any given time," says Mr. Rajvanshy, "we have more than 100 cadets on the deck side and 50 on the engine side." There is a constant flow of trainees, which is necessary as Mr. Rajvanshy explains that "the life of the Indian officer at sea is limited. They tend to look for shore jobs after three to four years as master or Chief engineer."

Typically it takes 10 years to become a master – a huge amount of time and investment for such a short time at sea.

Nevertheless some of those masters who have returned to shore have helped pioneer Fleetship.com, an advanced shipmanagement tool that gives owners unique access to the whereabouts and condition of their respective ships, an internet tool that, contends Mr. Rajvanshy, is unrivalled in shipmanagement circles.

Quotations for management are available online at www.fleetship.com. All owners have their own page that is password protected. The site, which was designed and built by the Noble-owned Rawmart team over the period of a year, has a number of highly original features. These include a real-time display of the position of each owner's vessels throughout the world. Every ship must send a coded message every day to update its position.

Mr. Rajvanshy surveys the map of the world on his computer screen, with 73 dots marking the location of his ships. From Punta Arenas to Plymouth, he knows every single vessel without the need to click on the dot to reveal its identity and condition. For each ship, he has a tale to tell. Such intimate knowledge of a fleet in excess of 70 vessels is unquestionably impressive.



A 25,000 dwt Chemical Tanker being launched in Japan

With the website it is also possible to select an individual vessel and the system will show its trading route as well as an overview of the entire vessel. This includes details on surveys, which is based on a traffic-light system – ie a green light when it is 60 days until the next survey is due, yellow for 30 days and red when a survey is overdue.

Vessel performance data as well as details of all internal and external inspections such as audits, vetting inspections, Port State Control inspections etc and deficiencies / observations pointed out during such inspections are also available on the website allowing close and proper follow up of the vessel. Digital photographs received by email from the ships are used extensively for monitoring the vessel's performance verification of corrective action.

Other advanced facilities include a search engine that enables users to pinpoint any information throughout the whole site. This might include vessel types, port calls, cargoes and crew providing details of name, nationality, rank and so on.

New features include a real-time inspection report tool and downloadable certificates and surveys. If, for example, an owner wants to show a ship's certificate to a charterer, it can be now be downloaded or emailed directly from the Fleetship site.

The software side of the company, combined with the intricate care for minute details make Fleet the outstanding exponents of ship safety, whether it be tankers, bulkers or containerships, in the modern shipmanagement arena.