

Finding a solution

Wärtsilä pioneered the duel fuel two-stroke engine and scrubber technology, but this is only part of what they're offering the Middle East maritime sector.



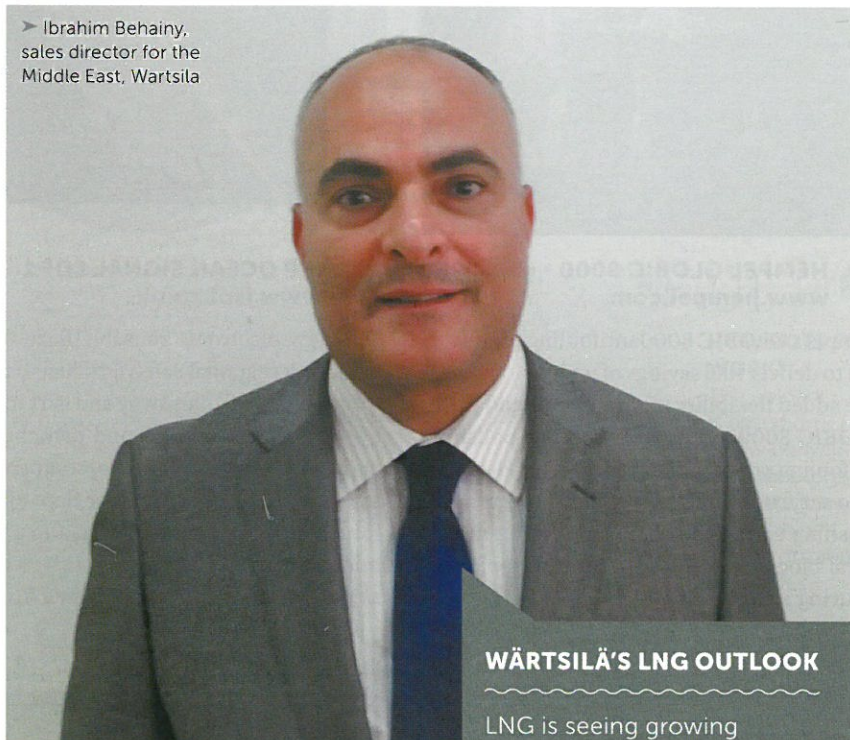
Founded in 1834, Wärtsilä is the oldest of the 'big four' marine power solutions providers (MAN, Caterpillar, Rolls Royce and Wartsila) and as such has been at the leading edge of the industry's advancement in terms of efficiency. The marine engine manufacturer was one of the first to introduce scrubber technology for the minimisation of sulphur emissions, Ibrahim Behairy, sales director for the Middle East, tells Maritime & Ports Middle East.

The almost two century year old company has also led the development of the 'LNG-ready' duel fuel engine, which can be fairly easily adapted to run on HFO, MDO or LNG. This is especially relevant in the Middle East, where shipping lines are showing a strong interest in the use of this fuel, but Behairy feels that the wider set of solutions offered by Wärtsilä is what is driving demand at the moment, especially in the oil and gas sector.

"Tankers are a strategic market segment for us in the Middle East, especially LNG carriers, but we're also seeing increasing demand for our slow steaming engine modification kit, which is a result of this industry trend due to reduced freight rates and emission control regulations," says Behairy. "There is some tuning and rearrangement of the engine that is required in order for it to be run below the RPM for which it was designed. So a retrofit is required to prevent the need for more frequent servicing of the engine."

Another trend for which Wärtsilä is seeing growing demand is hybrid propulsion solutions in the offshore sector. "Offshore service providers want to have the most economical solution, especially if the vessel is required to keep station using dynamic positioning near an oil rig for long periods of time, so Wärtsilä provides a total power solution for OSVs and

► Ibrahim Behairy, sales director for the Middle East, Wärtsilä



WÄRTSILÄ'S LNG OUTLOOK

LNG is seeing growing demand as a ship fuel in the Middle East due to new international regulations that Behairy says are prompting Middle East shipping lines operating globally to consider ways to reduce emissions. "LNG represents a clean source of fuel, but you need the infrastructure to be ready for this. There is a lot of interest though, which has prompted more investment in the development of bunkering solutions for this fuel." "There is a lot of interest in duel fuel engines," he adds. "A ship being built today may need to comply with stricter environmental legislation in ten or fifteen years time, so owners are taking a proactive step in making their ships 'LNG ready'."

all other vessel segments, which includes design, propulsion, engines, power systems and the integration of all these systems."

"We've found that this has been the best way to support our maritime clients," says Behairy. "You can have the engine, the propulsion, the electrical and automation systems, the bridge equipment, the design of the hull, and the installation of environmental systems, such as scrubbers, provided along with strong aftersales support." Behairy does admit, however, that Wärtsilä has found the decline in the oil price to be a particular challenge in the market at present. "Before that it was the compliance with the new emission legislation from Tier 2 to Tier 3, which all newbuilds have to comply with, luckily Wärtsilä has been proactive in anticipating these changes well in advance and has been able to provide solutions, such as the two stroke duel fuel engine, scrubbers and other emission mitigation technologies." ●