

OSM SHIP MANAGEMENT RENEWS MAINTENANCE AGREEMENT: IMPROVED PERFORMANCE, EASIER FORWARD-PLANNING AND LOWER COSTS

ENERGY
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Mikko Varpio
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OSM Ship Management Finland Oy decided to renew their maintenance agreement with Wärtsilä for another five years. The first five years have demonstrated that a solid maintenance agreement can free up funds and resources, guarantee quality and allow key personnel to focus on their core jobs.

– It takes the right mix of planning, policy and business skills to get five-year price stability, increase engine performance and make forward-planning easier. Through the agreement we have experienced these benefits, says Technical Manager, Mikko Varpio, of OSM Ship Management Finland.



The previous agreement was with Neste Shipping, a company owned by Neste Oil that has now been dissolved. The vessels themselves were subsequently sold to companies owned by Finland's National Emergency Supply Agency and Ilmarinen, and the ship management functions were outsourced to OSM Ship Management Finland Oy, a Finnish subsidiary of OSM Group AS of Norway. The vessel assets are managed and administered by Navidom Oy, which

is jointly owned by Neste Oil, the National Emergency Supply Agency and Ilmarinen.

ONE-STOP PRINCIPLE FOR COST-EFFECTIVE MAINTENANCE

The maintenance agreement covers two DAT Aframax crude oil tankers and six chemical/product tankers, which are all asset managed by Navidom. These eight ships with a total of 14 main and 20 auxiliary engines are covered by the agreement for planned maintenance,

spare parts and performance monitoring performed by Wärtsilä.

Usually, it is the long term that matters. With ship management operations worldwide, ■ ■ ■



OSM Ship Management Finland knows a thing or two about quality, reliability and security of operations.

– For us, a one-stop solution to ship maintenance and performance optimisation is the key, while still keeping overall costs in check. In evaluating the alternatives, we realised the benefits of renewing the maintenance agreement for another five years, says **Mikko Varpio**.

The renewed agreement offers a planned need-based delivery of spare parts.

– With this agreement in place, we are able to free up our office staff and ship crew so that they can focus on their core work, instead of the more laborious procurement process, states Mikko Varpio.

ENGINE PERFORMANCE OPTIMISATION

For OSM Ship Management Finland, a maintenance agreement with Wärtsilä is a sensible way to predict long-term cost, maximise uptime through proper maintenance and coordinated schedules, receive dedicated technical expertise and support and source OEM spare parts. The maintenance agreement includes regular engine maintenance and major overhauls every 12,000 hours. Normally each engine will undergo two such extensive overhauls in a five-year period, with regular minor maintenance operations in between.

– According to the scope of the maintenance agreement, each engine is constantly monitored and the results are reported back to Wärtsilä. The data is then used both during and between major overhauls in order to keep the engines running at peak efficiency and optimal fuel economy as well as to trigger spare parts deliveries, says Mikko Varpio.

This is further complemented by annual five-day monitoring visits on board the ships by Wärtsilä personnel.

Fleet with Wärtsilä engines covered by maintenance agreement

Eight ships with a total of 14 main and 20 auxiliary engines. Planned maintenance, spare parts and performance monitoring performed by Wärtsilä

M/S Kiisla, M/S Suula	1 x Wärtsilä W46 main engine, each 3 x Wärtsilä W20 auxiliary engines, each
M/S Neste, M/S Jurmo, M/S Purha, M/S Futura	1 x Wärtsilä W46 main engine, each 3 x Wärtsilä W20 auxiliary engines, each
M/S Mastera, M/S Tempora	4 x Wärtsilä W38B main engines, each

Challenges	Solution	Benefits
<ul style="list-style-type: none"> – Planning spare parts purchasing – Eliminating unplanned servicing and maintenance – Lowering overall maintenance costs – Long-term planning of maintenance activities – Enabling top performance and economy from each engine 	<ul style="list-style-type: none"> – Five-year maintenance agreement heavily leaning on the expertise of Wärtsilä – Performance optimisation and on-time maintenance – Constant performance monitoring of each engine in order to keep performance optimal – Annual five-day visits to each monitored ship 	<ul style="list-style-type: none"> – Increased knowledge-transfer to ship crew – Reduced operational costs through performance optimisation and on-time maintenance – Optimal engine performance, better fuel economy – Maximised uptime and revenue through proper maintenance – Long term cost predictability and shared goals

– The crews at sea are in constant contact with Wärtsilä’s technical personnel, so both parties stay up-to-date on the performance, economy and overall condition of each engine, says Account Manager **Stefan Willberg** from Wärtsilä.

EXPERIENCES AND BENEFITS

The previous maintenance agreement proved itself to be highly valuable to all concerned. From the customer’s side, all the expectations on the agreement were fulfilled and even exceeded in some areas. The overall experience has been very positive, with mutual trust and thorough quality-assurance being the keywords.

– We have had such a great experience working with this maintenance agreement and supplying services to the customer, that we felt confident in offering a renewal of such an extensive agreement, says Willberg.

The agreement is now entering its second five-year period. During the first period there were many positive points raised, especially in the feedback given by the crews. Seldom was there ever a word of complaint.

– Coming from our people at sea, I can’t think of any higher compliment, says Mikko Varpio.

– This maintenance agreement is the most cost-effective way of following our strict spare parts and maintenance policy. We have been very pleased with the way of working during the previous agreement period and found it beneficial to carry on with the agreement. We can now continue to benefit from the scheduled maintenance done together with Wärtsilä and keep all parties informed in advance – for the next five years, concludes Mikko Varpio at OSM Ship Management Finland.