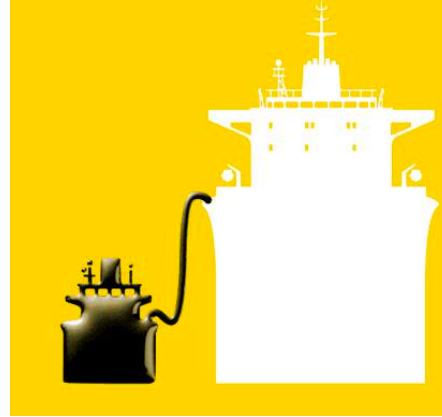


BUNKER 2016



A.Deniz ERAYDIN

02 Şubat 2016 - İMEAK DTO Meclis Salonu

BUNKER 2016

GENEL GÖRÜNÜM

DÜNYA'DA BUNKER

- Gemi Yakıt İkmali = İhrakiye Teslimi = BUNKER İkmali
- 100 yılda bir yeni yakıt teknolojileri



In 1912 the Diesel driven MV Selandia left Copenhagen into a world with no fuel bunkering possibilities



BUNKER 2016

GENEL GÖRÜNÜM

DÜNYA'DA BUNKER

- Ticari yollar, Ülke ekonomileri ve Dar Boğazlar Belirleyici.
- Dünyadaki 8 stratejik dar boğazın 2' si Türkiye'de.
- **Ana denizcilik yakıtı Fueloil ve Gasoil**

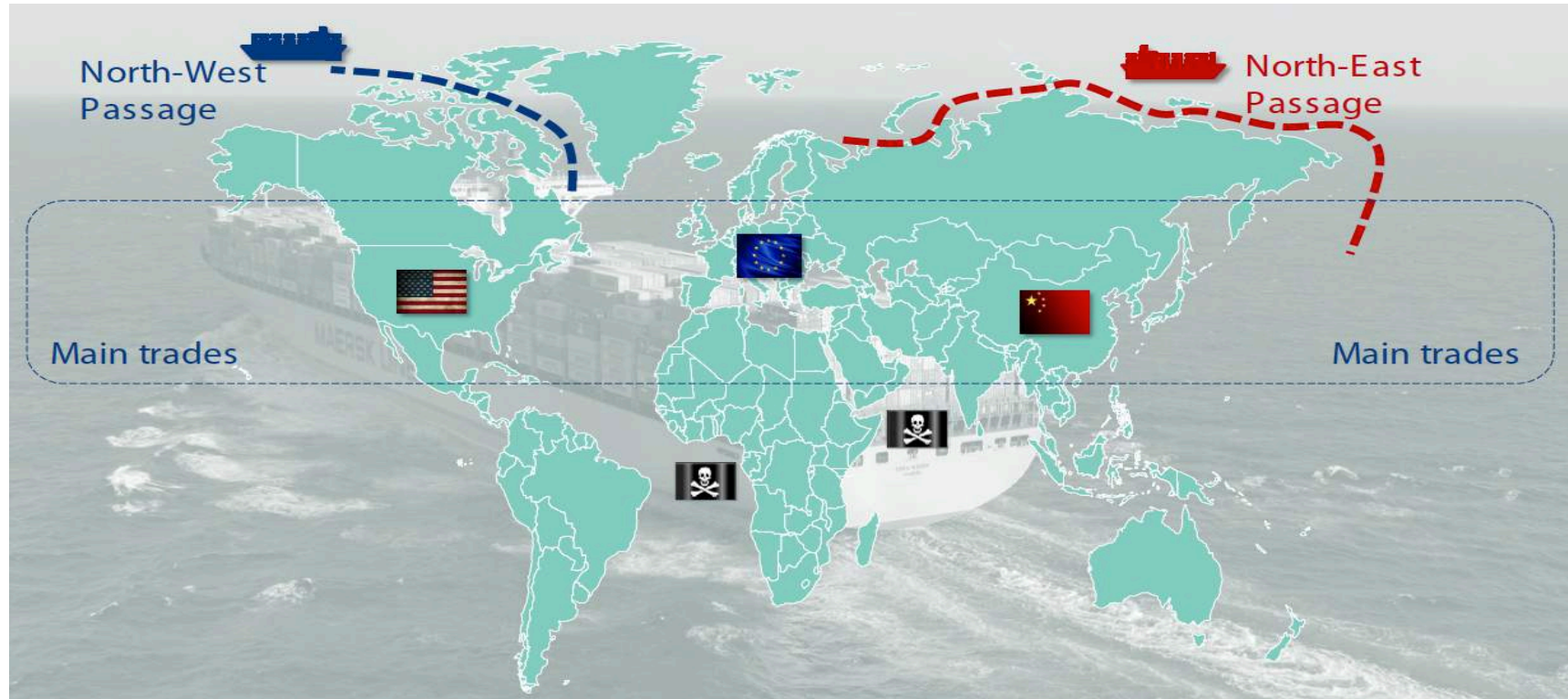


BUNKER 2016

GENEL GÖRÜNÜM

DÜNYA'DA BUNKER

- 10.5 milyar MT taşıma
- 59 000 ticari gemi (uluslararası çalışan)
- 350 milyon MT bunker ürünü
- 280 milyon MT fueloil
- 70 milyon MT gasoil

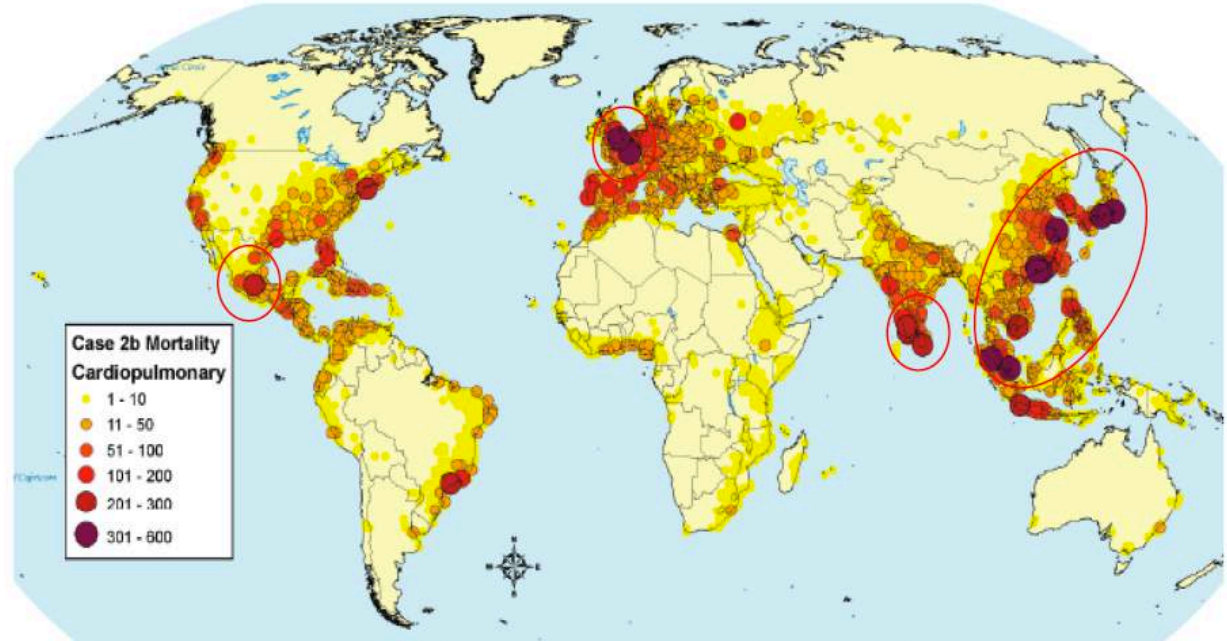
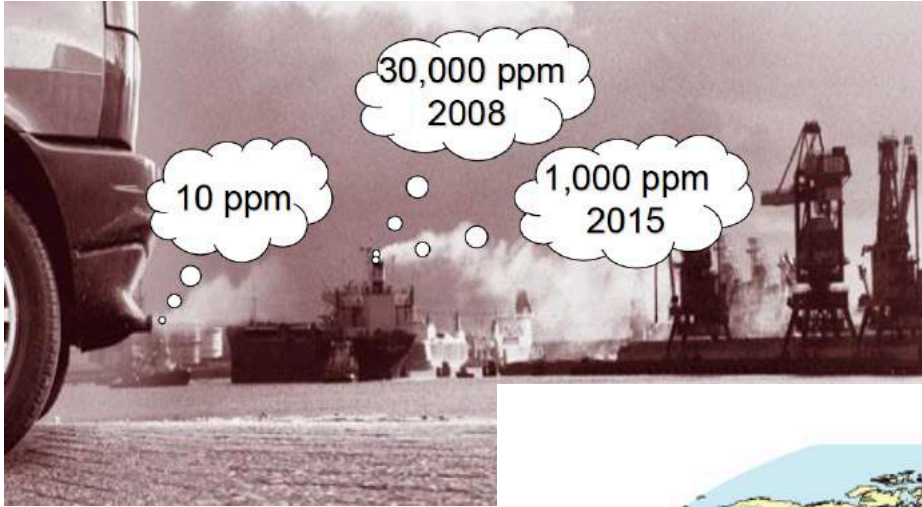


BUNKER 2016

GENEL GÖRÜNÜM

DÜNYA'DA BUNKER

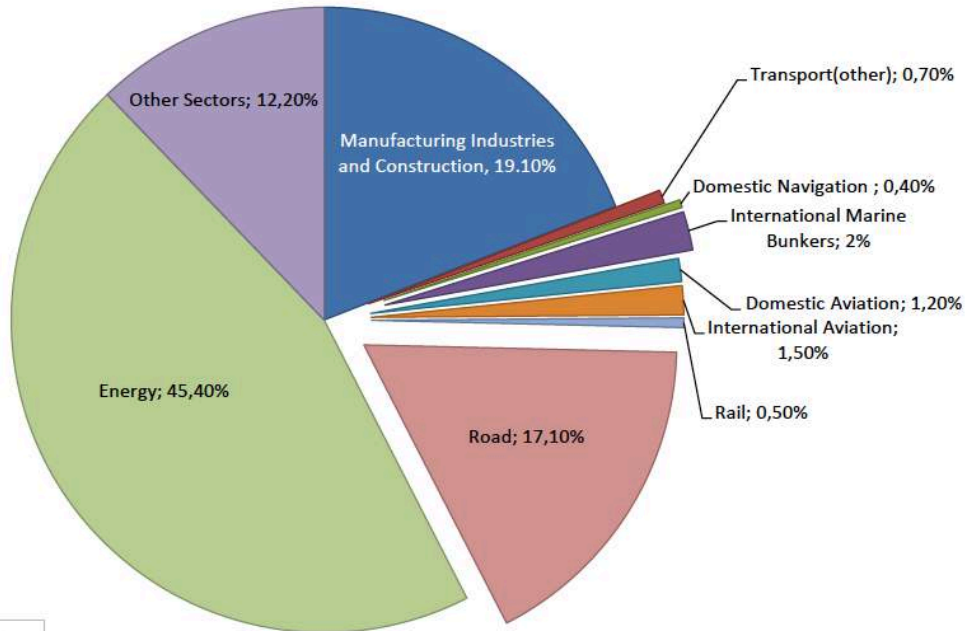
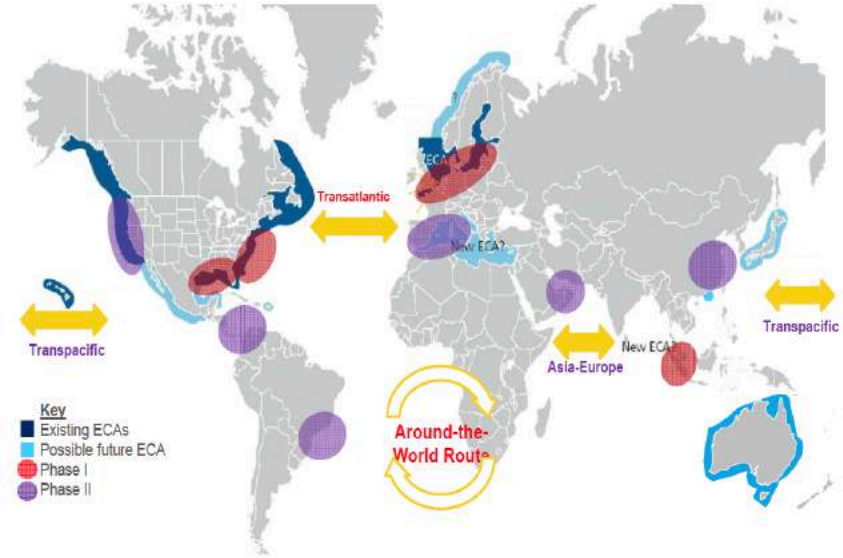
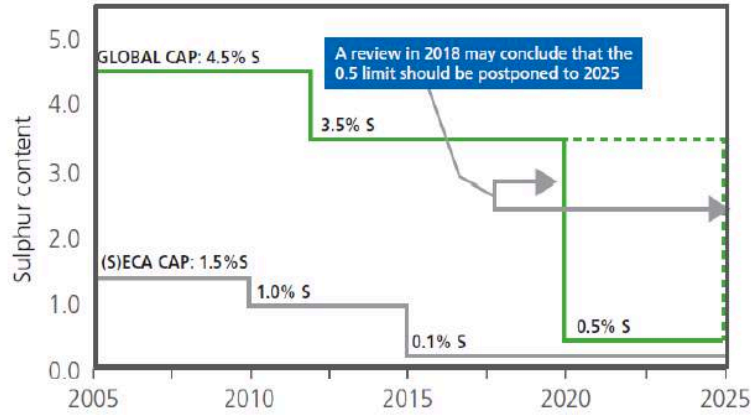
- Gemi kaynaklı emisyon rakamlarında ciddi düşüş hedefleniyor.



BUNKER 2016

DÜNYA'DA BUNKER

Emission Control Areas (ECAs)



Emisyonu oluşturan sektörlerin dağılımı

Bunker = 2.4%

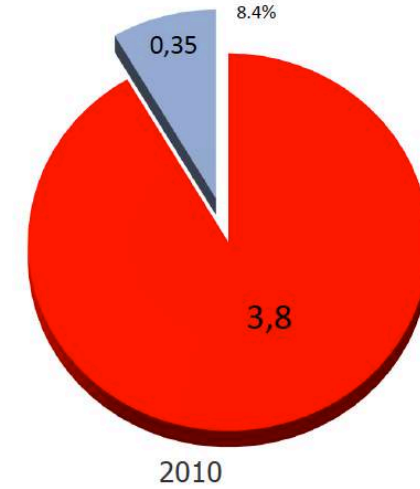
BUNKER 2016

GENEL GÖRÜNÜM

DÜNYA'DA BUNKER

Dünya Petrol Tüketimi = 4.15 milyar MT

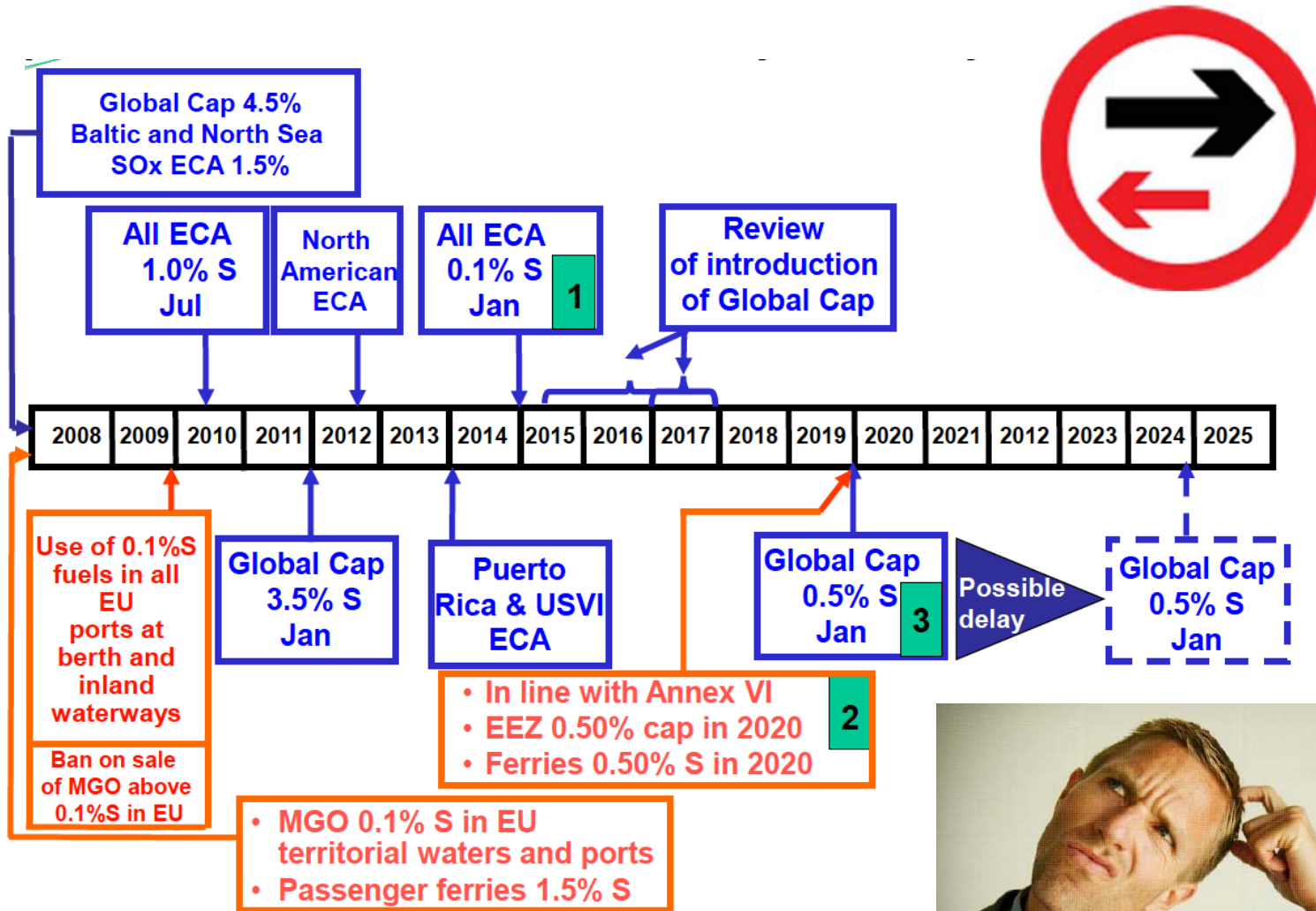
Bunker = 350 milyon MT = %8.4



Source:
Report for the UK Dept of Energy and Climate Change by Purvin & Gertz
June 2011 (Now part of IHS)

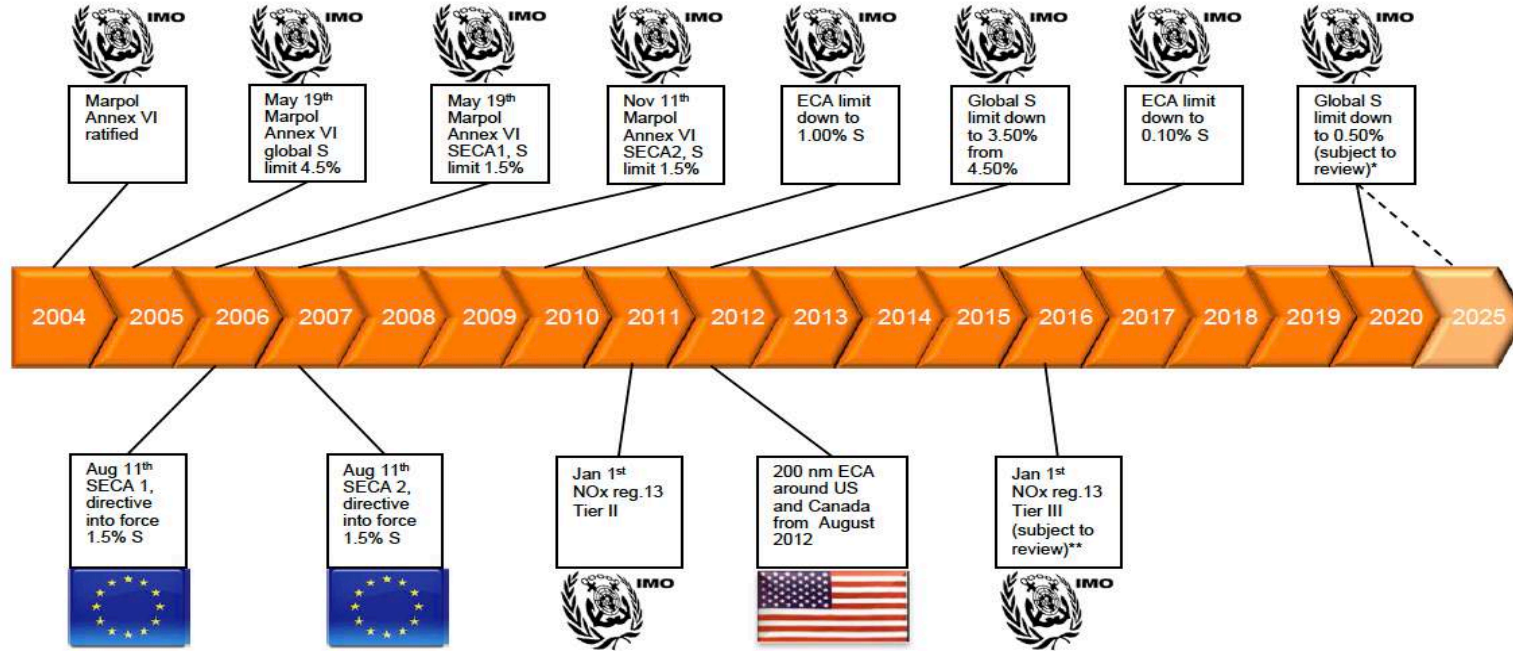
BUNKER 2016

ÖNÜMÜZDEKİ 10 YILDA KARŞILAŞACAĞIMIZ GELİŞMELER



BUNKER 2016

ÖNÜMÜZDEKİ 10 YILDA KARŞILAŞACAĞIMIZ GELİŞMELER



High Sulphur Fuel Oil



Low Sulphur Fuel Oil



Marine Gasoil



LNG

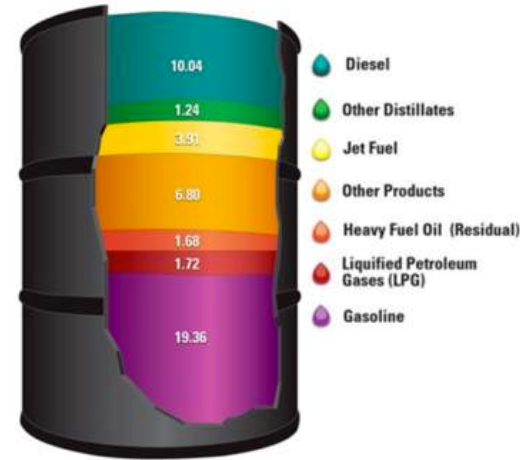




BUNKER 2016 DEĞİŞİM RÜZGARLARI



- Düşük fiyatlar
- Daha çevreci uygulamalar
- Ciddi yaptırımlar
- Yeni yakıtlar
- Artan verimlilik uygulamaları
- Daha fazla rekabet
- Ekonomik ve siyasi belirsizlik ortamında risk yönetiminin önemi artıyor.



BUNKER 2016

ECA & SECA
mevcut



BUNKER 2016

İlave ECA & SECA

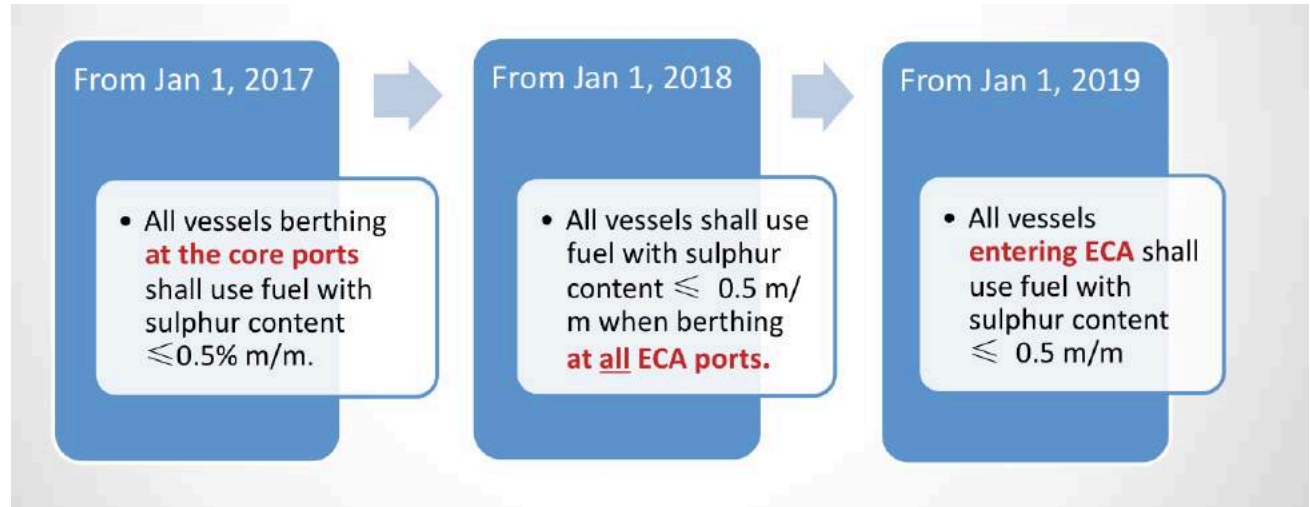
YENİ = ÇİN



BUNKER 2016

İlave ECA & SECA

YENİ = ÇİN



BUNKER 2016

ECA & SECA

YENİ = ÇİN

From Jan 1, 2017

- All vessels berthing **at the core ports** shall use fuel with sulphur content $\leq 0.5\%$ m/m.

From Jan 1, 2018

- All vessels shall use fuel with sulphur content $\leq 0.5\%$ m when berthing **at all ECA ports.**

From Jan 1, 2019

- All vessels **entering ECA** shall use fuel with sulphur content $\leq 0.5\%$ m/m

1. Pearl Delta:

Sea waters connected by points A - F (excluding waters of HK and Macao)

- A. Coastline junction point of Huizhou and Shanwei
- B. 12NM off Zhentouyan
- C. 12NM off Jiapeng Islands
- D. 12NM off Weijia Island
- E. 12NM off Dafanshi Island
- F. Coastline junction point of Jiangmen and Yangjiang

Inner water range:

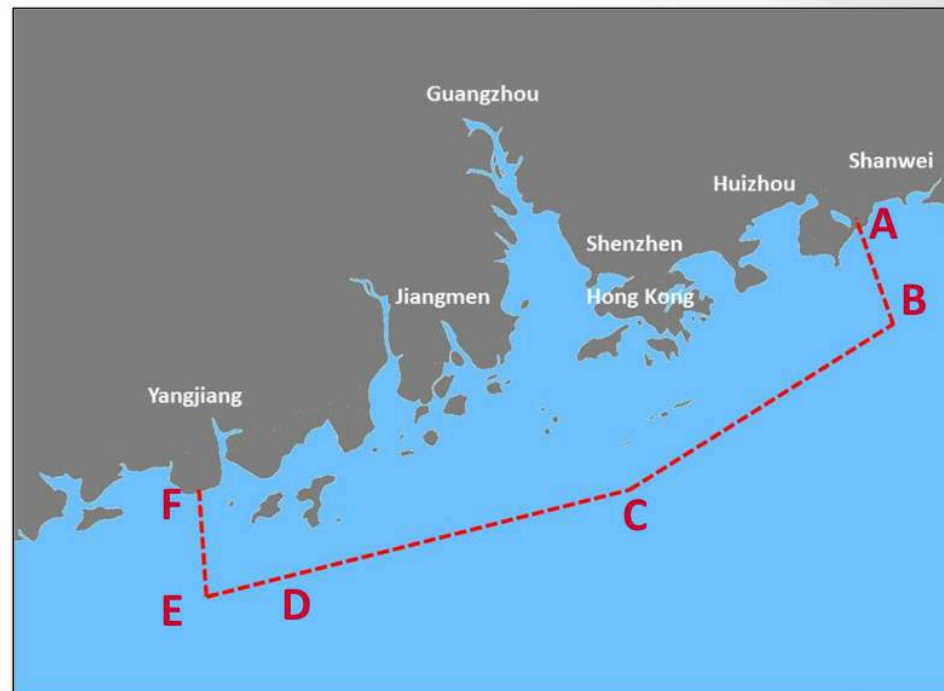
The inner water rivers administered by Guangzhou, Dongguan, Huizhou, Shenzhen, Zhuhai, Zhongshan, Foshan, Jiangmen, and Zhaoqing

Core Ports:

Guangzhou, Shenzhen, Zhuhai

Main bunker ports:

Guangzhou, Shenzhen (Yantian, Chiwan)



BUNKER 2016

ECA & SECA

YENİ = ÇİN

From Jan 1, 2017

- All vessels berthing **at the core ports** shall use fuel with sulphur content $\leq 0.5\%$ m/m.

From Jan 1, 2018

- All vessels shall use fuel with sulphur content $\leq 0.5\%$ m/m when berthing **at all ECA ports.**

From Jan 1, 2019

- All vessels **entering ECA** shall use fuel with sulphur content $\leq 0.5\%$ m/m

2. Yangtze River Delta

- A. Coastline junction point of Nantong and Yancheng
- B. 12NM off Waikejiao Island
- C. 12NM off Sheshan Island
- D. 12NM off Haijiao Reef
- E. 12NM off Dongnan Reef
- F. 12NM off Liangxiongdi Rock
- G. 12NM off Yushan Islands
- H. 12NM off Taizhou Islands
- I. 12NM off from the coastline junction point of Taizhou and Wenzhou
- J. The coastline junction point of Taizhou and Wenzhou

Inner water range:

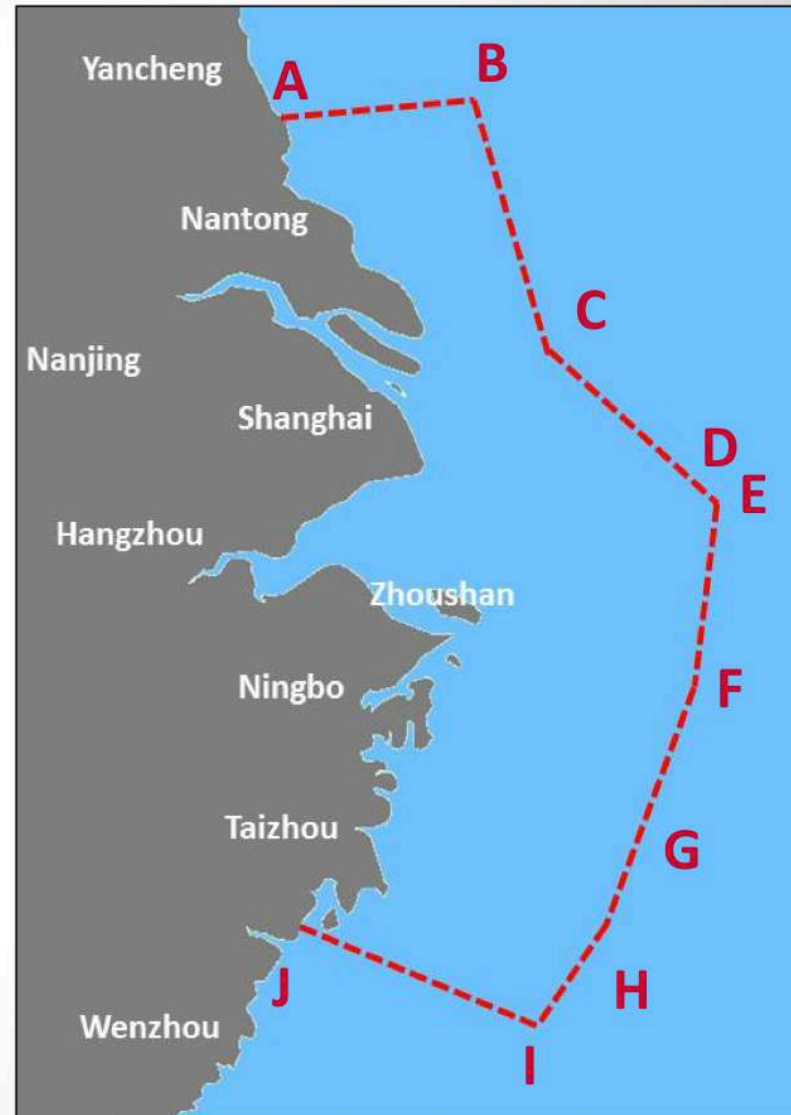
Nanjing, Zhenjiang, Yangzhou, Taizhou, Nantong, Changzhou, Wuxi, Suzhou, Shanghai, Jiaxing, Huzhou, Hangzhou, Shaoxing, Ningbo, Zhoushan, and Taizhou

Core Ports:

Shanghai, Ningbo, Zhoushan, Suzhou, Nantong

Main bunker ports:

Shanghai, Ningbo, Zhoushan, Nanjing, Taicang, Zhangjiagang, Changshu, and Zhenjiang.



BUNKER 2016

ECA & SECA

YENİ = ÇİN

From Jan 1, 2017

- All vessels berthing **at the core ports** shall use fuel with sulphur content $\leq 0.5\%$ m/m.

From Jan 1, 2018

- All vessels shall use fuel with sulphur content $\leq 0.5\%$ m/m when berthing **at all ECA ports.**

From Jan 1, 2019

- All vessels **entering ECA** shall use fuel with sulphur content $\leq 0.5\%$ m/m

3. Bohai Sea Waters:

The sea water inside the line of two points: coastline junction point of Dalian and Dandong; coastline junction point of Yantai and Weihai)

Inner water range

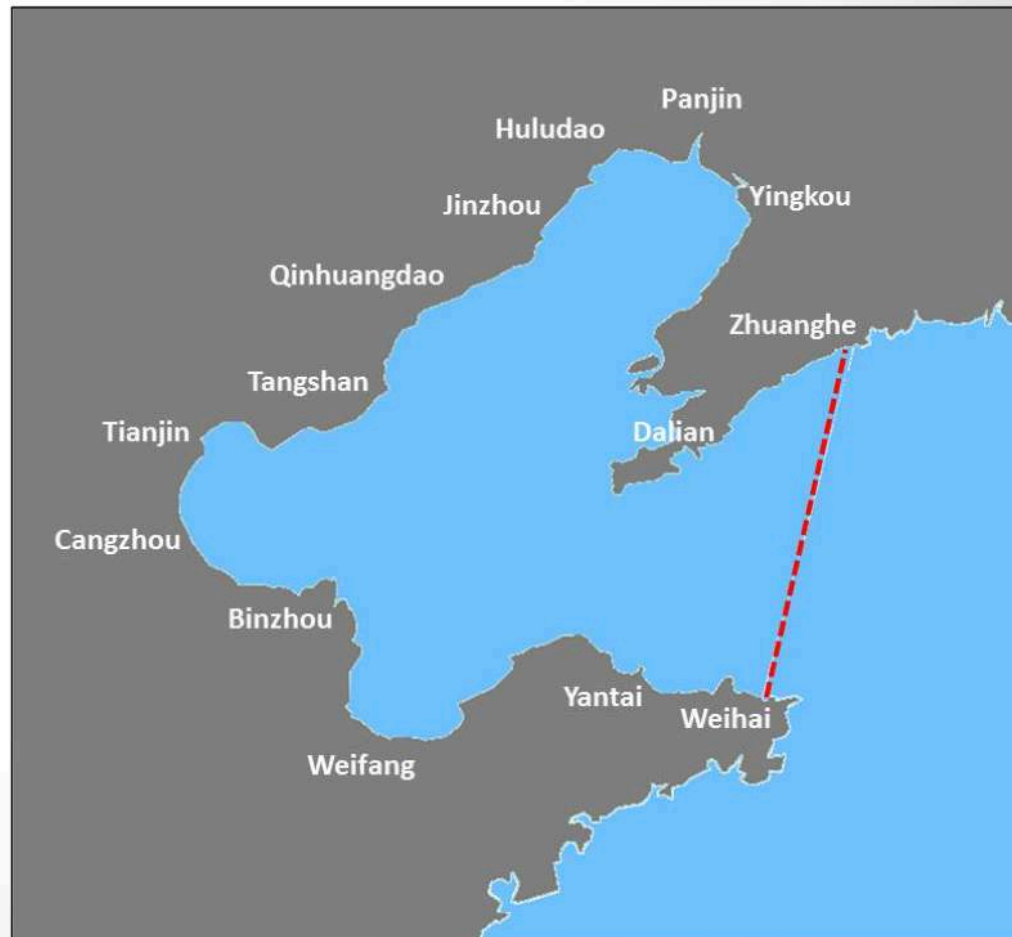
Dalian, Yingkou, Jinzhou, Huludao, Qinhuangdao, Tangshan, Tianjin, Cangzhou, Binzhou, Dongyin, Weifang, and Yantai.

Core Ports:

Tianjin, Qinhuangdao, Tangshan, Huanghua

Main bunker ports:

Tianjin, Caofeidian, Jingtang, Qinhuangdao, Dalian, Huanghua, and Yantai.



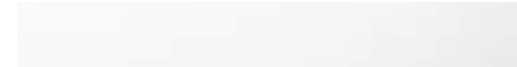


BUNKER 2016

ECA & SECA da kullanılan yakıtlar



Characteristic	Limit	Distillate		Vacuum Gasoil	Fuel Oil RMB 0.1%
		DMA 0.1%	DMB 0.1%		
Kinematic viscosity, mm ² /sh	min.				
- at 40°C	max.	5.466	4.339	-	-
- at 50°C	max.	-	-	12	9-15
Density at 15°C, kg/m ³	max.	888.0	899.8	833.1	899-906
Sulphur, % (m/m)	max.	0.098	0.055	0.0137	0.085-0.1
Flash point, °C	min.	86	70	169	85
Pour point (upper), °C					
- winter quality	max.	-6	-9	27	0-15
- summer quality	max.	0	6	27	0-15





BUNKER 2016

ECA & SECA da kullanılan yakıtlar Specifications

Characteristic	Limit	0.1% Fuel Oil	Distillate		Vacuum Gasoil
		RMA 10 With Revisions	DMA 0.1% Sulphur	DMB 0.1% Sulphur	HDME 50
Kinematic viscosity, mm ² /sb	min.		2.00	2.00	
- at 40°C	max.		6.00	11.00	40-75
- at 50°C	max.	10.00			
Density at 15°C, kg/m ³	max.	920.0	890.0	900.0	895.0-915.0
CCAI	max.	850			795-810
Cetane index	min.	-	40	35	-
Sulphur, % (m/m)	max.	0.10	0.10	0.10	0.10
Flash point, °C	min.	60.0	60.0	60.0	>70
Hydrogen sulfide, mg/kg	max.	2.00	2.00	2.00	<1
Acid number, mg KOH/g	max.	2.5	0.5	0.5	<0.1
Total sediment aged, % (m/m)	max.	0.10			0.01
Total sediment hot filtration, % (m/m)	max.				
Oxidation stability, g/m ³	max.		25	25	
Carbon residue, % (m/m)	max.	3.50		0.30	<0.30
- 10% volume distillation	max.		0.30		
Pour point (upper), °C					15-30
- winter quality	max.	21	-6	0	
- summer quality	max.	21	0	6	
Water, % (V/V)	max.	0.30		0.3	0.05
Ash, % (m/m)	max.	0.040	0.01	0.01	<0.01
Vanadium, mg/kg	max.	50			<1
Sodium, mg/kg	max.	50			<1
Aluminium plus silicon, mg/kg	max.	25			<0.3
Lubricity, corrected wsd 1,4) @ 60°C	max.		520	520	<320
Used lubricating oil (ULO), mg/kg		Fuel shall be free of ULO. Fuel is considered to contain ULO when either:			
- Calcium and Zinc	-	Calcium > 30 and Zinc > 15; OR			Calcium<1 Zinc<1
- Calcium and Phosphorus	-	Calcium > 30 and Phosphorus > 15			



BUNKER 2016

Gasoil 0.1 V ULSFO



LNG V SCRUBBERS



Dual & Triple Engines ?
Methanol ?





BUNKER 2016

YENİ YAKITLARLA İLGİLİ MALİYET BEKLENTİLER

Hangi yakıt ?
Hangi ana makina ?
Nerede ?
Ne zaman ?



BUNKER 2016

Yeni standartlar = çevre + insan sağlığı + verimlilik



BUNKER 2015

VERİMLİLİK

SHIP EFFICIENCY

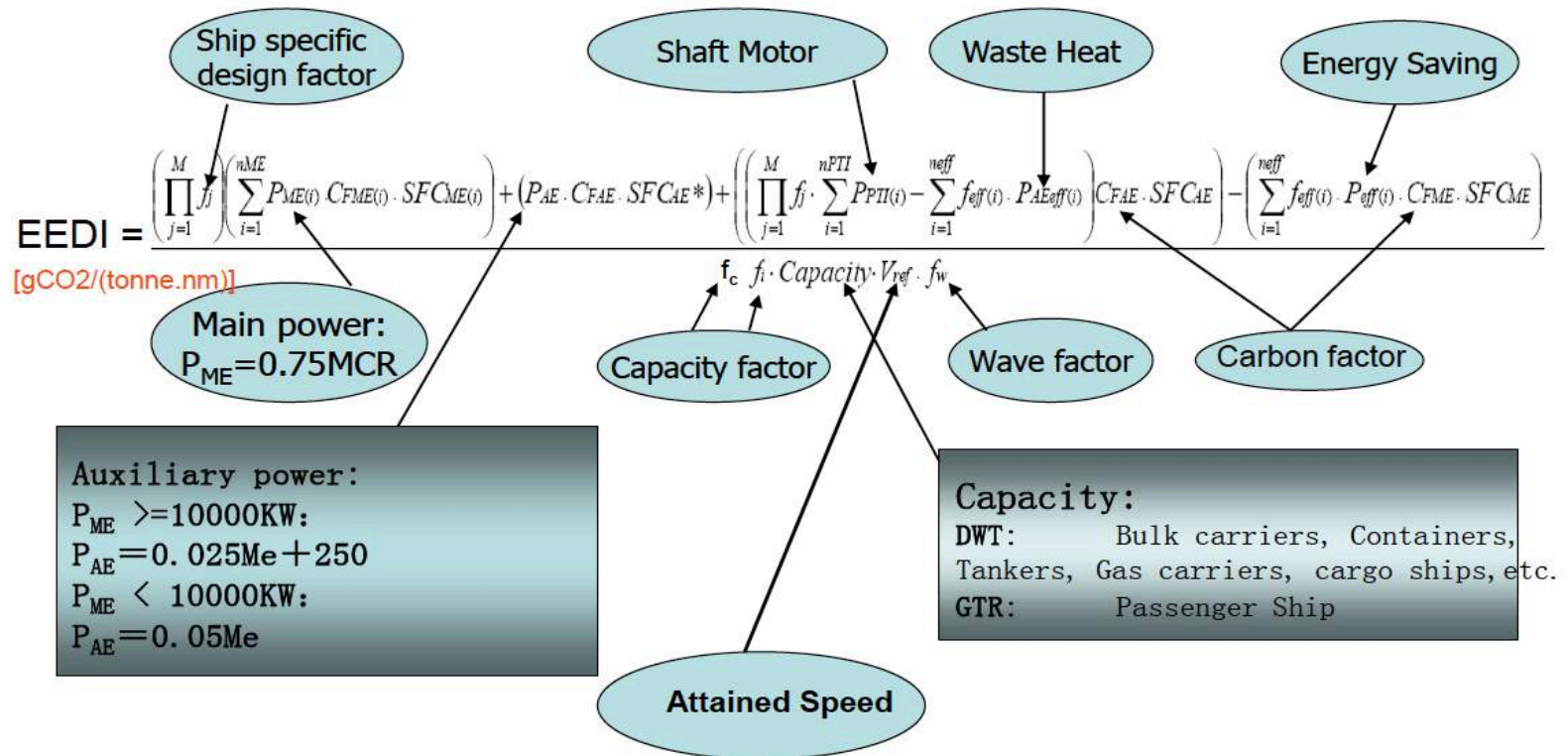
➤ EEDI (gCO2/tonne.mile) =

$$\frac{\left(\prod_{j=1}^n f_j \left(\sum_{i=1}^{nME} P_{ME(i)} \cdot C_{FME(i)} \cdot SFC_{ME(i)} \right) + (P_{AE} \cdot C_{FAE} \cdot SFC_{AE}^*) + \left(\prod_{j=1}^n f_j \cdot \sum_{i=1}^{nPTI} P_{PTI(i)} - \sum_{i=1}^{neff} f_{eff(i)} \cdot P_{AE_{eff}(i)} \right) C_{FAE} \cdot SFC_{AE} \right) - \left(\sum_{i=1}^{neff} f_{eff(i)} \cdot P_{eff(i)} \cdot C_{FME} \cdot SFC_{ME}^{**} \right)}{f_i \cdot f_c \cdot Capacity \cdot f_w \cdot V_{ref}}$$

BUNKER 2015

VERİMLİLİK

SHIP EFFICIENCY



BUNKER 2015

VERİMLİLİK

SHIP EFFICIENCY

Main Engine(s)

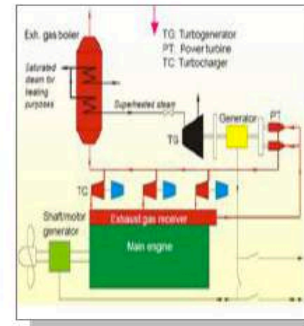
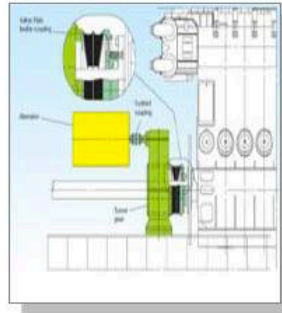
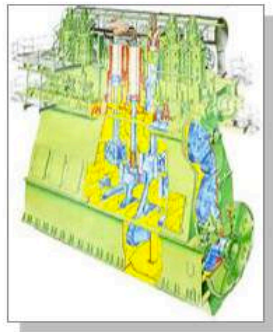
Aux Engine(s)

Innovative Energy Eff. Power Gen. Technologies

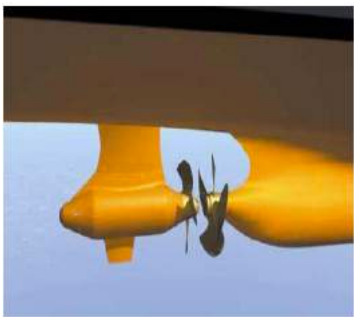
Innovative Energy Eff. Propulsion

$$EEDI = \frac{\left(\prod_{j=1}^M f_j \right) \left(\sum_{i=1}^{nME} P_{ME(i)} \cdot C_{FME(i)} \cdot SFC_{ME(i)} \right) + (P_{AE} \cdot C_{FAE} \cdot SFC_{AE}^*) + \left(\prod_{j=1}^M f_j \cdot \sum_{i=1}^{nPTI} P_{PTI(i)} - \sum_{i=1}^{neff} f_{eff(i)} \cdot P_{AEff(i)} \right) C_{FAE} \cdot SFC_{AE}}{f_c \cdot f_i \cdot Capacity \cdot V_{ref} \cdot f_w}$$

[gCO₂/(tonne.nm)]



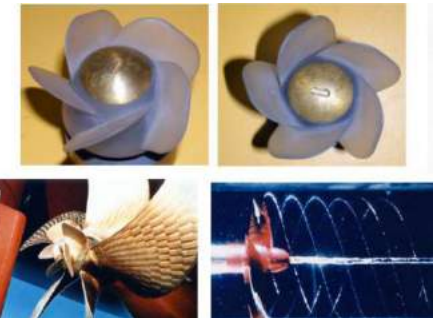
Boilers are excluded from EEDI



BUNKER 2016

VERİMLİLİK

SHIP EFFICIENCY








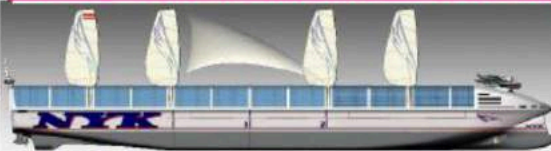
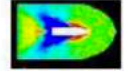


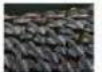

EEDI = DESIGN INDEX

EEDI indicates the efficiency that is expected for a ship to achieve, based on the ship specifications, calculated by *Engine power*, *SFC*, *DWT* and *Speed*.

$$EEDI = \frac{\text{Engine power} \times SFC \times C_F}{DWT \times \text{speed}} \quad (\text{gCO}_2/\text{ton-mile})$$

$$EEDI = \frac{\text{Impact to environment}}{\text{Benefit to society (transportation work)}} = \frac{\text{Power} \times \text{fuel consumption} \times \text{CO}_2 \text{ emission factor}}{\text{Capacity} \times \text{ship speed}}$$

CO2 emission cuts of 69%

 Solar power 2 %	 Wind power 4 %	 Reduced power for ship use 2 %	 Wind resistance 1 %
 Propulsion efficiency 5 %			 Hull form optimization 2 %
 Superconductivity 2 %	 Weight savings 9 %	 Hull friction 10 %	 Fuel cells 32 %

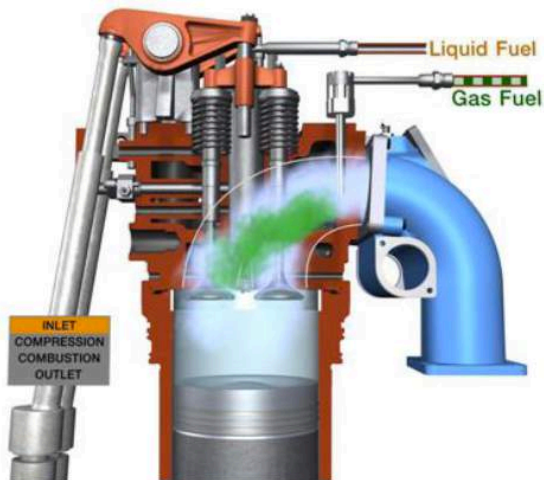
BUNKER 2016

ALTERNATİF BUNKER ÜRÜNLERİNE GEÇİŞ

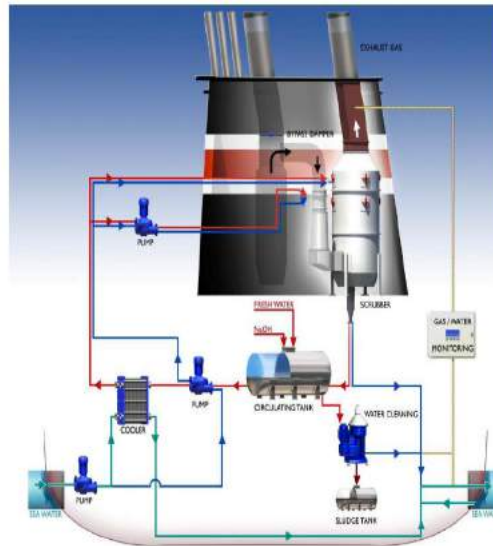


Source: Rolls Royce (Bergen K-GE)

- Mevcut yakıtlardan çok hızlı vazgeçmiyoruz.
- Mevcut yakıtlara ilave yeni yakıtlar ekleniyor = **LNG**
- Mevcut yakıtlarla yeni yakıtları beraber kullanma imkanları geliyor = **DUAL/TRIPLE ENGINES**
- Mevcut yakıtları kullanmaya devam etmek için ilave aparatlar gerekcek = **SCRUBBERS**



Source: Wartsilla



Source: Force Technology, 2012
See: http://www.youtube.com/watch?v=J8_DTASh0_g



BUNKER 2016

ALTERNATİF BUNKER ÜRÜNLERİNE GEÇİŞ

LNG

- Ürün olarak en temiz ve uzun vade de ucuz seçenek.
- Eski gemiler = çok pahalı (scrubber çok daha uygun)
- Yeni inşa = %20 -%40 + maliyet.
- Yaygın ikmal imkanı yok.
- İleride fiyatı ne olur belirsiz.
- **İkmal prosedürü tam olgunlaşmadı = uygun gemi adamı zorluğu**
- 1. nesil LNG ana makina = yüksek arıza oranı = RİSK
- LNG tankları = hacim problemi = daha az yük taşıma
- **Petrol/Bunker Şirketleri: depo + barç yatırımı**
- Armatör: Yeni inşa yatırımı
- Yatırım yapılan geminin, yatırım yapılan limanlara gitmesi gerekiyor.

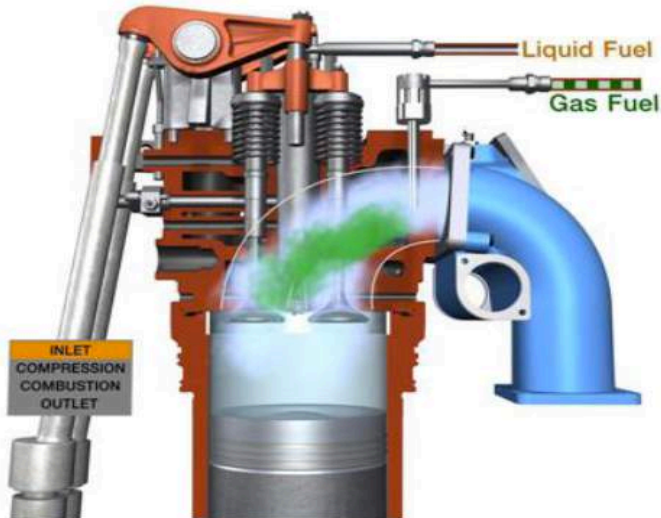


BUNKER 2016

ALTERNATİF BUNKER ÜRÜNLERİNE GEÇİŞ

DUAL/TRIPLE ENGINES

- FO/LNG veya FO/GO/LNG kullanan ana makinalar
- **Dünyanın her yerinde kullanılabilir.**
- Eski gemiler = çok yüksek maliyet (scrubber tercih)
- Yeni gemiler = hala yüksek maliyet.
- 2-3 çeşit bunker ürün depolama zorluğu = hacim problemi
- **Personel yeterliliği ???...**



Source: Wartsilla

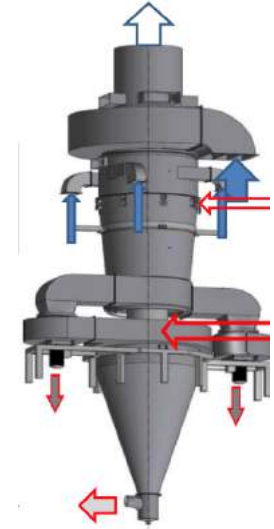


BUNKER 2016

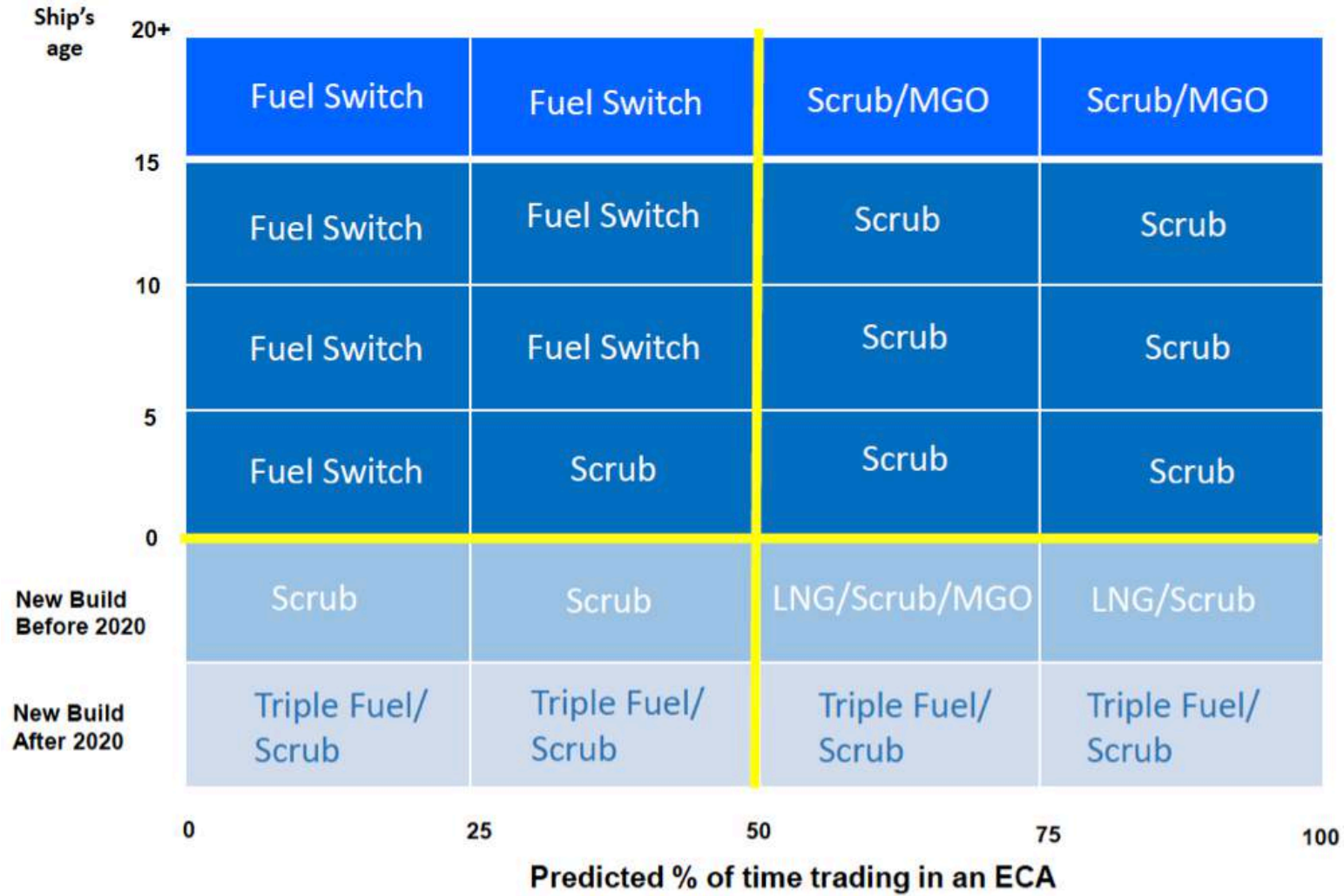
ALTERNATİF BUNKER ÜRÜNLERİNE GEÇİŞ

SCRUBBERS

- **Dünyanın her yerinde kabul gören standart ve sertifikalı ürünler mevcut.**
- Emisyon kontrolleri için yeterli.
- Eski gemiler = retrofit = yüksek maliyet
- Yeni gemiler = çok daha az maliyet
- Atık problemi olabilir (open/close system)
- **işletme için harcanan enerji hesaba katılmalı.**

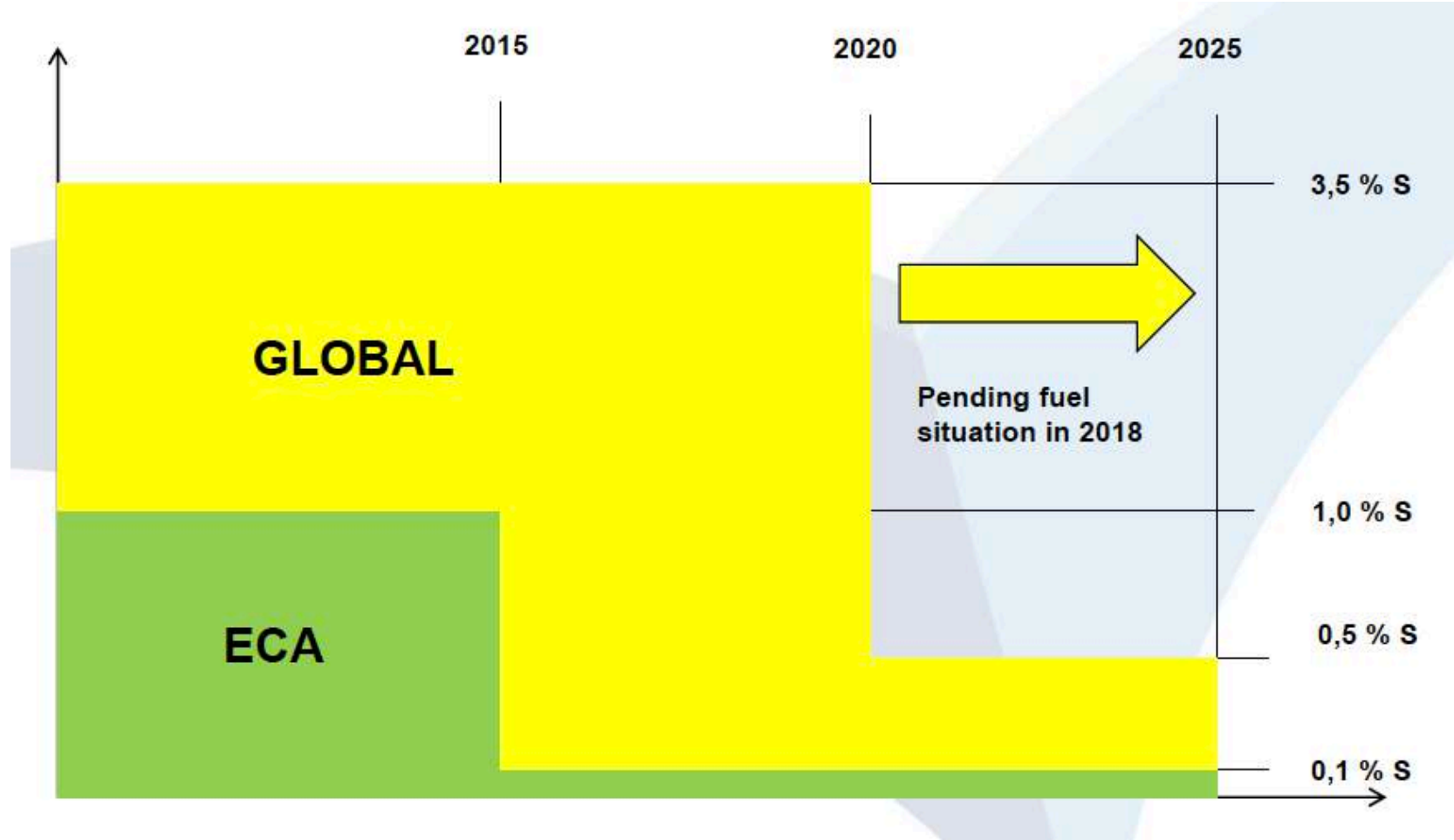


BUNKER 2016



BUNKER 2016

ÖNÜMÜZDEKİ 10 YILDA KARŞILAŞACAĞIMIZ GELİŞMELER





BUNKER 2016

ECA & SECA da kullanılan yakıtlar Değişim göstergeleri

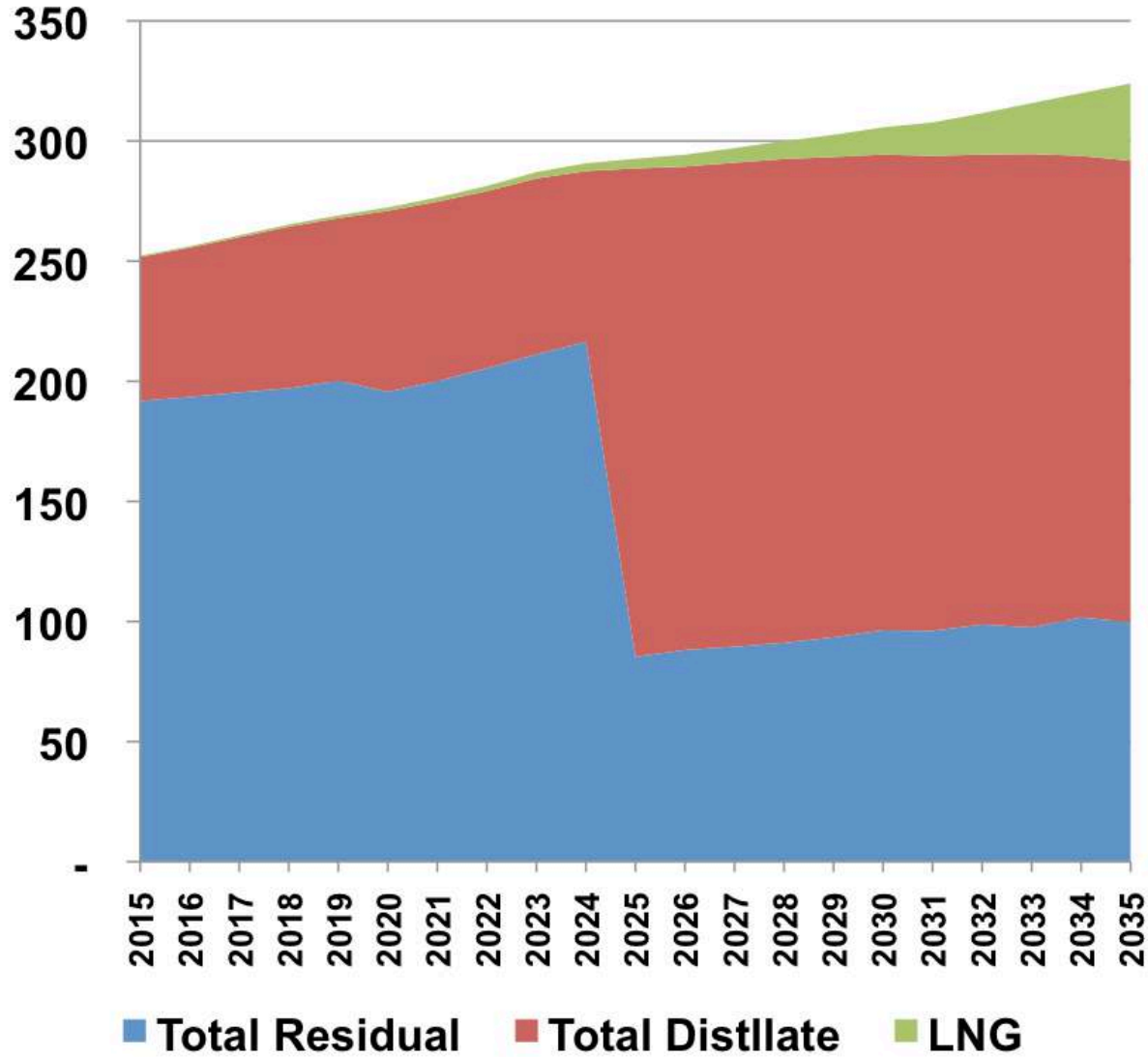
	2013				2015 Straight Conversion			
	TOTAL	LSFO	HSFO	MGO	TOTAL	LSFO	HSFO	MGO
Rotterdam	10,400,000	2,156,933	7,693,067	550,000	10,409,871	0	7,800,000	2,609,871
Antwerp	7,020,000	1,229,780	4,386,220	1,404,000	6,978,440	0	4,400,000	2,578,440
Amsterdam	650,000	150,000	450,000	50,000	743,250	0	550,000	193,250
Zeebrugge	650,000	150,000	450,000	50,000	743,250	0	550,000	193,250
Gibraltar, Ceuta & Algeciras	4,100,000	984,000	2,296,000	820,000	4,059,720	0	2,300,000	1,759,720
Hamburg	1,400,000	616,000	693,000	91,000	1,379,280	0	700,000	679,280
Le Havre & Cherbourg	50,000	5000	40000	5,000	49,775	0	40,000	9,775
Gothenburg / Copenhagen	1,500,000	660,000	740,000	100,000	1,480,300	0	750,000	730,300
Thames	320,000	140,000	150,000	30,000	507,600	0	160,000	347,600
Falmouth	250,000	120,000	120,000	10,000	82,000	0	80,000	2,000
Portland	125,000	60,000	60,000	5,000	21,000	0	20,000	1,000
Immingham	240,000	60,000	144,000	36,000	189,000	0	144,000	45,000
Dunkirk	178,770	37,830	136,440	4,500	180,628	0	140,000	40,628
St Petersburg	2,000,000	418,248	1,491,752	90,000	1,989,427	0	1,500,000	489,427
Las Palmas	2,100,000	315,000	1,365,000	420,000	2,220,825	0	1,500,000	720,825
Periphery Ports	1,033,300	219,000	289,500	1,524,800	1,033,945	0	300,000	1,733,945
TOTAL	33,017,070	7,321,792	20,504,978	5,190,300	33,068,311	0	20,934,000	12,134,311
							Increase	↑6,944,011



Speed Increase	Consumption	Increase
10%	20%	8,332,813
30%	50%	10,416,017

BUNKER 2016

ÖNÜMÜZDEKİ 20 YILDA KARŞILAŞACAĞIMIZ DEĞİŞİM

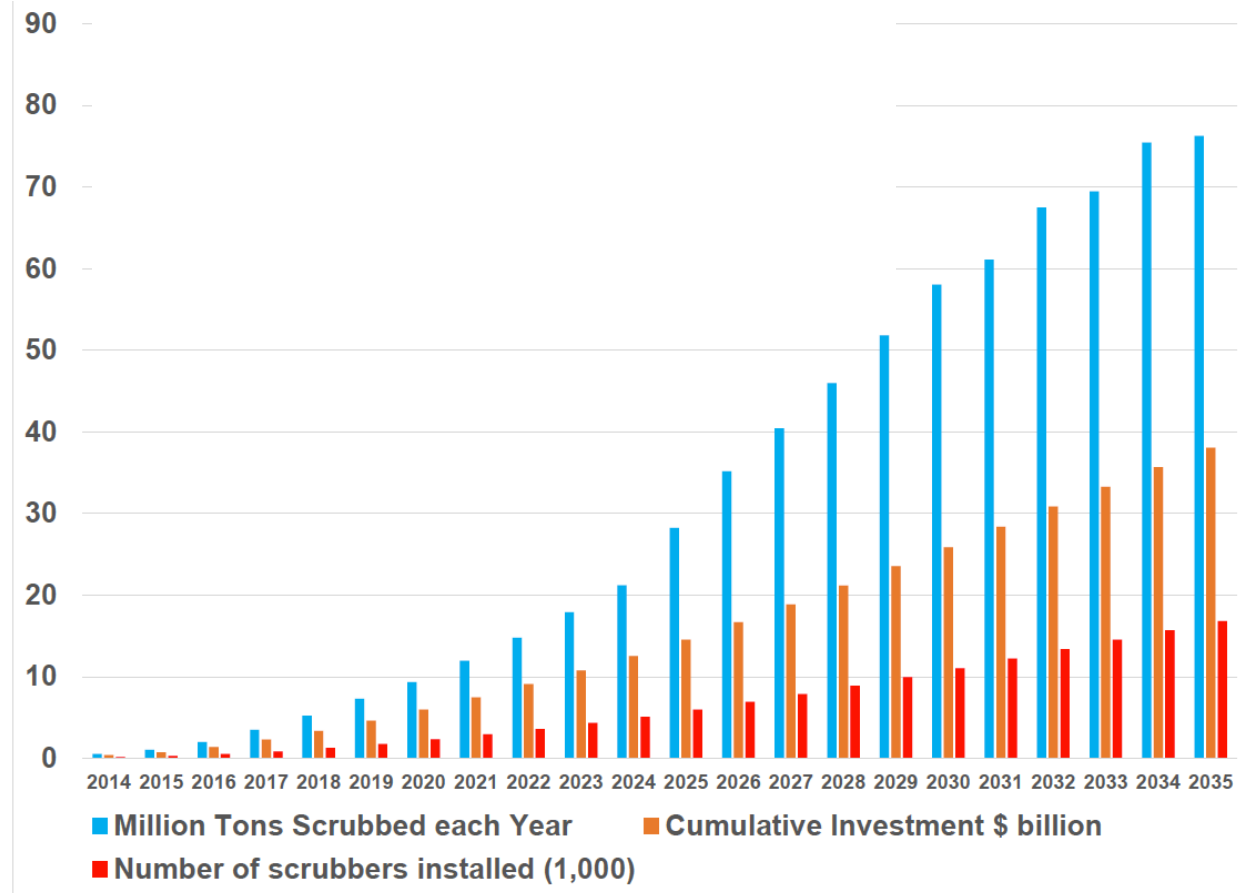
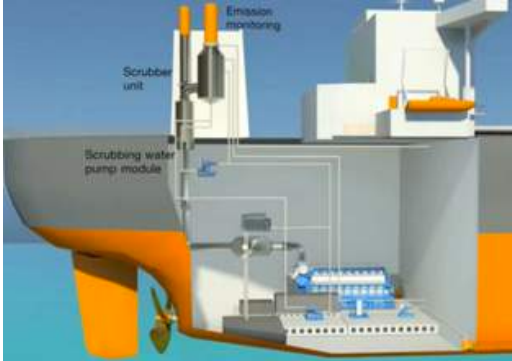


BUNKER 2016

ALTERNATİF BUNKER ÜRÜNLERİNE GEÇİŞ

SCRUBBERS

- 2025 = 6 000 scrubber kullanan gemi.
- 2035 = 12 000 scrubber kullanan gemi.
- USD 15 milyar yatırım





BUNKER 2016

PETROL FİYATLARI - BEKLENTİLER

- BP - önümüzdeki 3 yıl fiyatların düşük kalacağını ön görüyor.
- ENI – önümüzdeki 4 - 5 yıl düşük fiyat, sonra USD 200/bbl.
- Goldman Sachs – Düşük fiyatlar uzun süre kalacak.
- Bank of America Merrill Lynch – 2016 da ortalama USD 62/bbl.



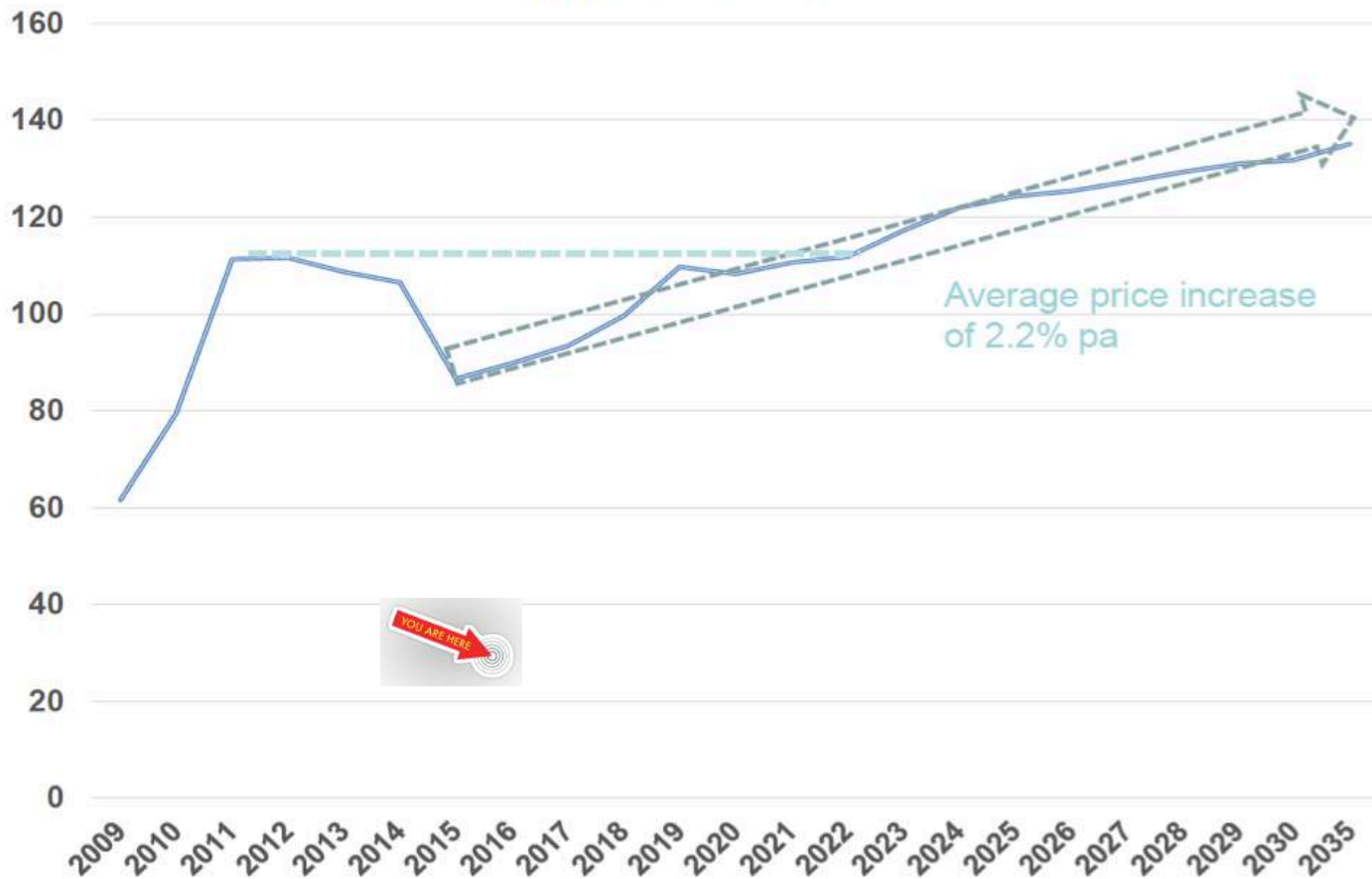


BUNKER 2016

2013 de yapılan tahmin



FGE
FACTS GLOBAL ENERGY
Brent Crude Oil - \$/bbl

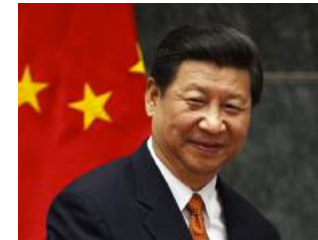
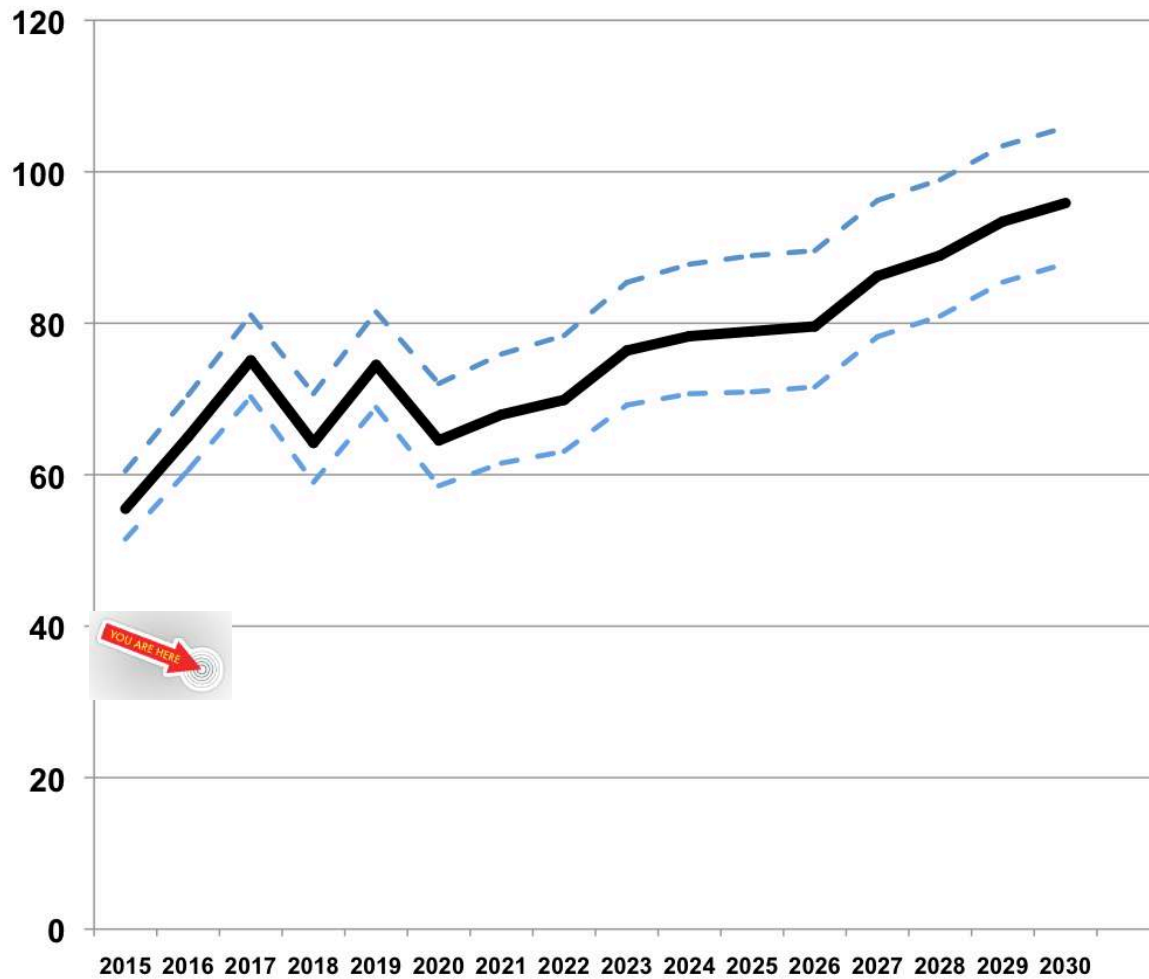




BUNKER 2016

PETROL FİYATLARI - BEKLENTİLER

Predictions of spot annual average Brent \$/bbl



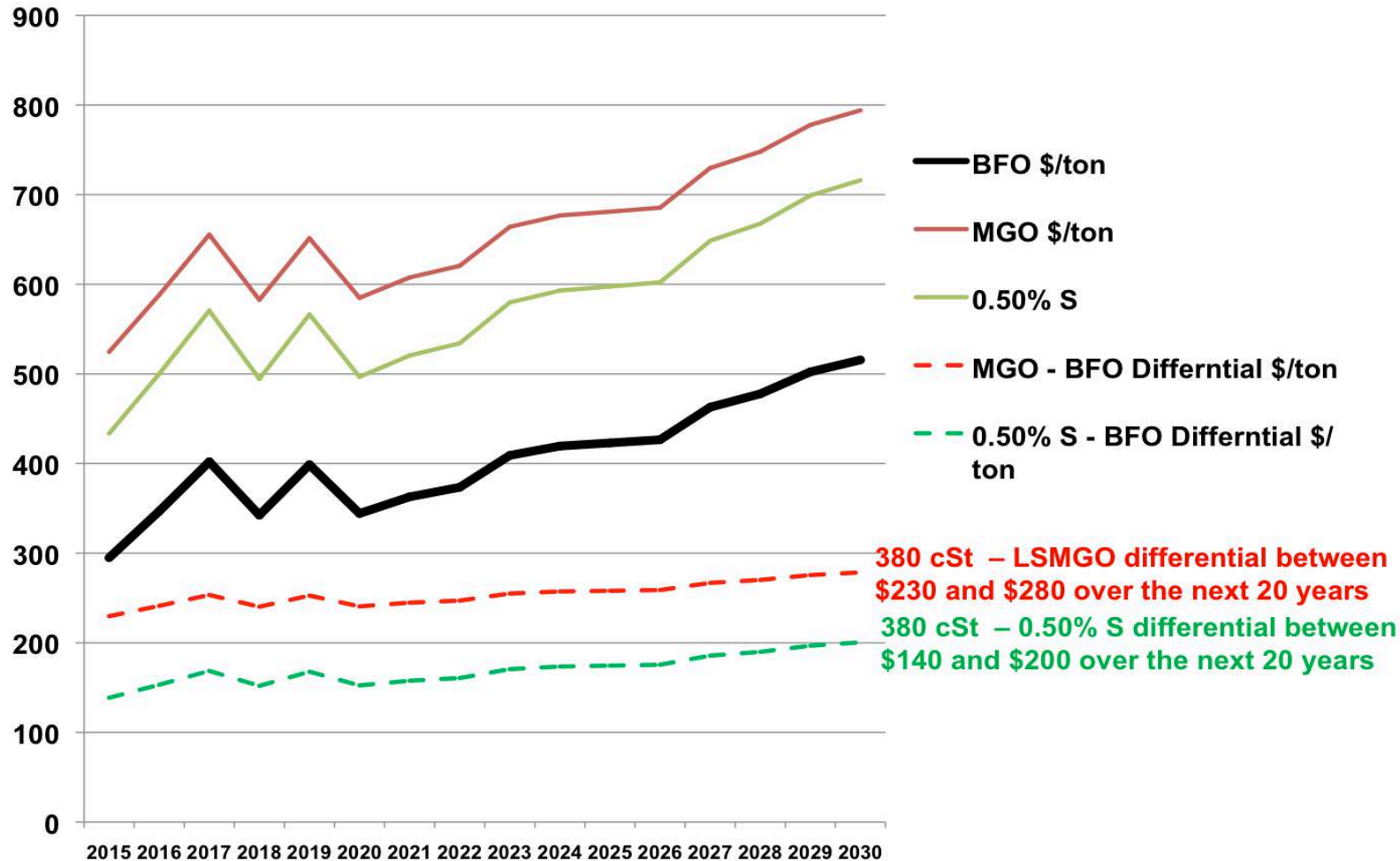
- - High \$/bbl
- Brent \$/bbl
- - Low \$/bbl

BUNKER 2016

PETROL FİYATLARI - BEKLENTİLER



ARA bunker prices \$/ton





BUNKER 2016

BUNKER SATIN ALMA DETAYLARI



- KALİTE
- MİKTAR
- FİYAT
- ÖDEME TEYİDİ 





BUNKER 2016

BUNKER SATIN ALMA DETAYLARI

KALİTE



- Yakıt talebi yapılırken yakıtın teknik ismi kullanılmalıdır
(RME 180, RMG 380, MGO DMA ...)
- Yakıtın hangi standartlar çerçevesinde olması gerektiği belirtilmelidir.
(ISO 8217:2005, ISO 8217:2012 ...)
- Gemiye, ana makinaya, çalışılan bölgeye göre ilave limitler talep edilmelidir.
(max density 0.95 veya sulphur %3.00 (max)...))
- ISO 8217:2005 ve sonrasında çıkan kalite çerçevesi esas alınmalıdır:



ISO 8217:2005
ISO 8217:2010
ISO 8217:2012(E)

ÖRNEK:

100 MT RME 180 (ISO 8217:2010) max sulphur %3.00

50 MT MGO DMA (ISO 8217:2005) max sulphur %0.1 , max density 0.86



BUNKER 2015 BUNKER SATIN ALMA DETAYLARI

ÖRNEK INQUIRY



Please kindly quote your best for our following inquiry:

Vessel :

IMO:

Dwt/Grt/Loa:

Flag:

Supply Port :

ETA:

Quantity&Fuels: 500 Mtons - HS/LS IFO 380 CST (RMG380 - Max. Sulph. 3,5 pct.)

50 Mtons - LS MGO DMA (Max. Sg. 0,86 - Max. Sulph. 0,1 pct.)

Fuel Specs: In compliance with the requirements of ISO 8217:2010 for petroleum products (Marine Fuel)

For Vanadium content above 200 mg/kg,

Sodium content must be max 30 pct. of Vanadium content

Buyer Account:

Payment terms:

Agent :

Prices to be quoted per metric ton with applicable charges specified (barging, wharfage, overtime, tax etc.) if any.

Additional charges such as barging, wharfage, overtime and tax shall be specified.

The following parameters to be advised in your quotation:

- Density at 15 deg. C, kg/m³
- Water content, pct (v/v)
- Sulphur content, pct (m/m)
- Ash content, pct (m/m)

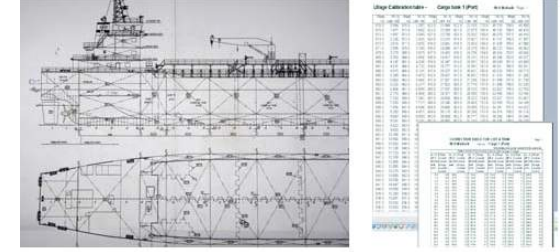




BUNKER 2016

BUNKER SATIN ALMA DETAYLARI

MİKTAR



- “MARPOL Annex VI bunker supply procedures”

- MARPOL Annex VI Procedures:

- Yakıt Miktarı = “bunker barcının” ölçüleri esastır.
- Damlama usulü numune = “yakıt alan gemin” manifoldu.

Eğer Yakıt alacak geminin, yakıt manifoldunda “damlama usulü numune alma aparatı” yok ise, numunenin “bunker barç manifoldundan” alınması için talep “satın alma” aşamasında bildirilmelidir.

- Bunker Barcı = Liman veya klas kurumundan güncel kalibrasyon cetveli.



Six annexes:

- Annex I (oil) - mandatory
- Annex II (chemicals) - mandatory
- Annex III (packaged dangerous goods)
- Annex IV (sewage)
- Annex V (garbage)
- Annex VI (air pollution / energy efficiency)



BUNKER 2016

BUNKER SATIN ALMA DETAYLARI

FİYAT



- Piyasadan “*günlük fiyat*” veya,
- Platts ve benzeri kurumların yayınladığı fiyat seviyelerine göre “*formül*”.

- Yakıt ikmalinden en az 4-5 iş günü önce bağlamak ideal.
- Spekülatif son güne bırakmak = RISK



- **USD 10.00/MT daha ucuz = dünyanın en pahalı yakıtı ???...**

- En ucuz yakıt size pahalıya mal olabileceği gibi,
“*En pahalı yakıt da en kaliteli yakıttır*” anlamına gelmeyebilir.



- **En ucuz yakıt = güncel standartlarda, piyasa fiyatına, eksiksiz alınmış yakıttır.**





Firm filed for Chapter 11 in Denmark on Friday

W Bunker

BUNKER 2016

OYUNUN KURALLARINI DEĞİŞTİREN GELİŞME
Ekim 2014



Global debts could top \$1.5 billion.

OW owes industry players 'at least \$730 million'
18th November 2014 12:35 GMT

OW Bunker issues profit warning

7th October 2014 15:35 GMT

OW Bunker: Investor speaks of 'breach of trust'

24th October 2014 15:59 GMT

OW Bunker to undergo restructuring procedure

6th November 2014 07:15 GMT

OW Bunker: More details emerge on fraud allegations

6th November 2014 13:00 GMT

OW Bunker files for bankruptcy

7th November 2014 22:32 GMT

OW's Singapore subsidiary executives seen as scapegoats

10th November 2014 00:10 GMT

“

125 million dollars is a lot to hide.



Danish bunkering sector has suffered a loss of image

ARA market: 'Everyone affected' by OW non-payments

11th November 2014 17:30 GMT

Denmark's bunkering industry 'can get over image loss'

13th November 2014 15:55 GMT

Denmark's bunkering industry 'can get over image loss'

13th November 2014 15:55 GMT

Lawyer: Senior staff had every opportunity to track Singapore events

27th November 2014 17:15 GMT

Suppliers challenge OW receivers' right to unpaid bunkers

1st December 2014 14:05 GMT

OW Bunker case under review by serious crime office

4th December 2014 13:07 GMT

Report: US investors gunning for OW backers

4th December 2014 11:00 GMT



BUNKER 2016

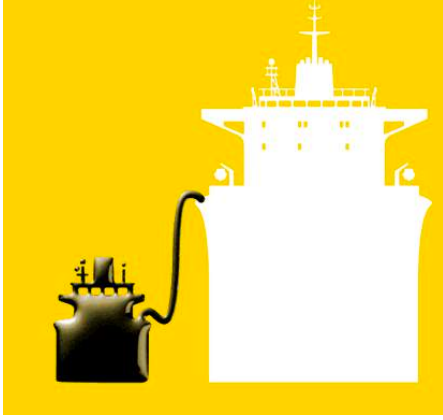
BUNKER SATIN ALMA DETAYLARI

ÖDEME TEYİDİ



- Güven zincirine ilave halka = Ödeme Teyidi
- Armatörler, “*bunker trader*” aracılığı ile alınan yakıtların faturası ödenmeden önce, “*physical bunker supplier*” dan bunker ikmali ile ilgili borç kalmadığına dair yazılı teyit isteyebilirler.
- Bunker Trader = finansör
- Armatör = finansı kullanan





BUNKER 2016 BUNKER İKMALİ İKMAL ÖNCESİ

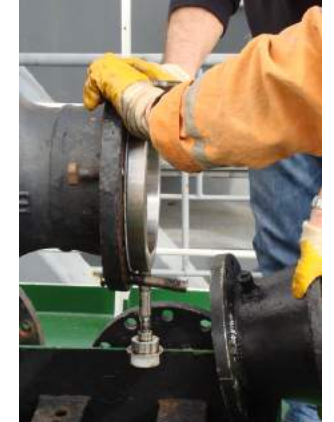
**MÜMKÜNSE HER İKMALDE,
EN BAŞTAN
TARAFSIZ SURVEY KULLANINIZ !**

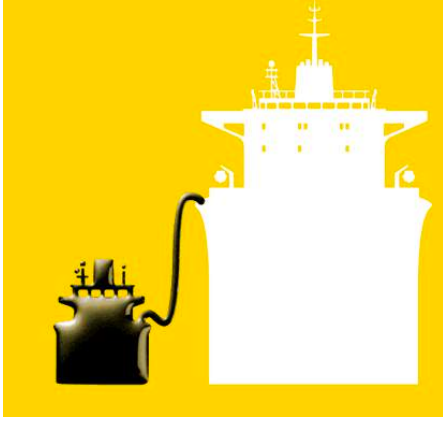


**MARPOL 73/78 ANNEX VI
PROSEDÜRLERİ VE DÖKÜMANTASYONU ESAS ALINMALIDIR.**

BUNKER BARCI TARAFINDAN HAZIR BULUNDURULMASI GEREKENLER:

BUNKER ÜRÜNÜNÜN YÜKLEME BELGELERİ (MİKTAR VE CİNS)
ÜRÜN KALİTE BELGESİ
MSDS FORMLARI
TESLİMAT ÖNCESİ DURUM TESPİT TUTANAKLARI
1 BÜYÜK + EN AZ 3 ADET NUMUNE ŞİŞESİ
NUMUNE MÜHÜRLERİ
BDN (BUNKER DELIVERY NOTE)
MANİFOLT DAN DAMLAMA USULÜ NUMUNE ALMA APARATI





BUNKER 2016

BUNKER İKMALİ

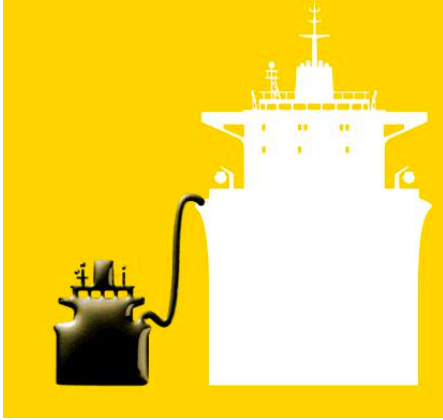
İKMAL ÖNCESİ



- Gemi acentasından ikmal detayları teyit.
- Bunker Barcı yükleme
- Yakıt alacak gemiye yanaşma (mühürlü tanklar)
- MSDS formları
- **Bunker Barcı Kalibrasyon cetveli**
- Mühürlerin sökülmesi
- Bunker Barç tanklarında ölçüm.
- **Teslimat Öncesi Durum Tespit Tutanağı + Check List**
- Hortum Bağlantısı
- **Damlama Usulü Numune alma aparatı gemide yoksa bunker barcından alınacağını teyidi.**

**MÜMKÜNSE HER İKMALDE,
EN BAŞTAN
TARAFSIZ SURVEY KULLANINIZ!**





BUNKER 2016 BUNKER İKMALİ İKMAL SIRASINDA

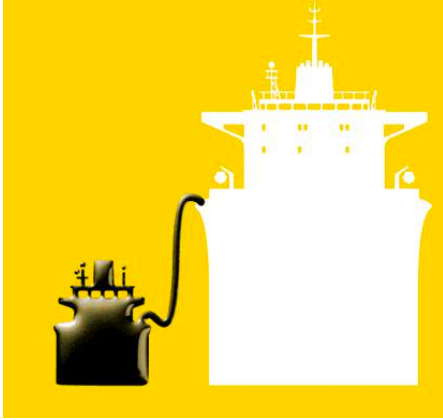


- Numune alım gözlemi = Bunker Barç Temsilcisi + Gemi Temsilcisi
- Numune alım = ikmal boyunca (damlama) + 1 büyük kap
- Numune Kapları = etiket + numune numaraları + mühürler + kaşe



**MÜMKÜNSE HER İKMALDE,
EN BAŞTAN
TARAFSIZ SURVEY KULLANINIZ !**





BUNKER 2016 BUNKER İKMALİ İKMAL BİTİMİ



- Bunker barç tanklarında ölçüm = Bunker Barç temsilcisi + Gemi Temsilcisi
- BDN (Bunker Delivery Note) doldurulur.
- Numune mühür numaraları BDN'e kaydedilir.
- **1 numune (min) yakıt alan gemiye,**
- **1 numune MARPOL numunesi olarak yakıt alan gemiye,**
- **1 numune (min) bunker barcına verilir.**
- İkmal sonunda kalkış için yakıt alan geminin kaptanından izin istenir.

**MÜMKÜNSE HER İKMALDE,
EN BAŞTAN
TARAFSIZ SURVEY KULLANINIZ!**

ALLAH SELAMET VERSİN





BUNKER 2016

TÜRK BUNKER SEKTÖRÜ

DÜŞÜK KÜKÜRT UYGULAMASI



2012 de Limanlarımızda düşük kükürt (%1.5) uygulamasına geçildi

ISTANBUL & MARMARA, AEGEAN, MEDITERRANEAN, BLACKSEA REGIONS
CHAMBER OF SHIPPING

File No :
Our Reference : 5328 21.09.2011
Subject : **About Quality of Fuel**

Circular No: 517 / 2011

Reference: 07.09.2011 dated and 25963 numbered letter of Prime Ministry, Undersecretariat of Maritime Affairs, General Directorate of Marine Transport.

It is enclosed herewith the Reference letter containing that vessels coming to ports of our country can not use marine diesel whose Sulphur content exceeds 0,1% by mass as of 01.01.2012 and also, vessels with Turkish Flag shall not use marine fuels whose sulphur content exceeds 1,5% in SOx Emission Detection Fields determined by IMO in accordance with Marpol Annex-VI.

Likewise, Passenger Vessels sailing in our country's marine jurisdictions can not use marine fuels whose Sulphur content exceeds 1.5% by mass.

Respectfully submitted,

Yours Faithfully,

Signature
Murat TUNCER
General Secretary

ANNEXES:
ANNEX-1: Reference letter (2 pages)

DISTRIBUTION:

Disc:
- To All Members (in Web page)
- Turkish Shipowners Association
- S/S Ship Owners Motor Carriers Coop.
- Maritime Association of Shipowners and Agents
- İMEAK DTO 14 and 30 Numbered Prof. Com. Chair.
- Association of Ship Fuel Suppliers
- S/S Sea Tankers Fuel Oil Transport Coop.

Information:
- Y/K Chairman and Members
- İMEAK DTO Environment Commission

REPUBLIC OF TURKEY, PRIME MINISTRY, UNDERSECRETARIAT OF MARITIME AFFAIRS
General Directorate of Marine Transport

Number : B.02.01.DNMM.06.14.01.143.01/25963 07/09/2011
Subject : Quality of Fuel

TO ISTANBUL & MARMARA, AEGEAN, MEDITERRANEAN, BLACKSEA REGIONS
CHAMBER OF SHIPPING
(Mecidiyeköy Meşamur Cad. No: 22 Fındıklı / İSTANBUL)

Reference: a) 04.08.2011 dated and 1116 numbered your letter,
b) 21.06.2011 dated and 2480 numbered letter of İMEAK Chamber of Shipping addressed to your Ministry,
c) "Regulation on Reduction of Sulphur Rate in Some Types of Fuel Oils", which has entered into force by being published in 6 October 2009 dated and 27363 numbered Official Gazette,
d) "Regulation about Making Arrangement in the Regulation on Reduction of Sulphur Rate in Some Types of Fuel Oils", which has entered into force by being published in 31 December 2009 dated and 27449 numbered Official Gazette.

It is stated that it is requested to continue using the normal marine fuels in the reference (b) letter by İMEAK (Istanbul & Marmara, Aegean, Mediterranean, Blacksea Regions) Chamber of Shipping on account of the fact that any emission detection field has not been declared in our country yet by stating with your reference (a) letter that vessels coming to ports of our country as of 2012 can not use marine diesel whose sulphur content exceeds 0.1% under the scope of "Regulation on Reduction of Sulphur Rate in Some Types of Fuel Oils", which has entered into force with 29.09.2009 dated and 2009/13478 numbered Council of Ministers' Decision; it can not be understood how to make the application for the fossil fuels. In the continuation of letter, it is requested to assess the reference (b) letter sent in the attachment of letter with reference to the works conducted by our Undersecretariat in connection with marine fuels and to inform its result to your Ministry.

As it is known, reference (c) regulation, enacted in coordination with your Ministry for harmonization with European Union Directives before "Environmental Section" regulated within the scope of harmonization works conducted in European Union membership process, has replaced with reference (d) regulation.

When reference (b) letter is inspected, it is understood that reference (c) and (d) regulations are interpreted as "vessels coming to ports of our country can not use marine diesel whose sulphur content exceeds 0.1% by mass as of 01.01.2012". Before aforementioned regulation is created and subsequently, meetings have been organized by the sector representatives regarding the subject with the participation of Energy Market Regulatory Board (EPDK), Association of Ship Fuel Suppliers and Chamber of Shipping and such developments have been mentioned in the aforementioned meetings.

In this respect, marine fuels have been determined by the regulations enacted by EPDK and while fuels which are commonly defined as gas oil or diesel in the marine language, are called as Group I marine diesel and Group II marine diesel in the relevant regulations, fuels which are commonly defined as fuel oil in the marine language, are called as marine fuel in the relevant regulations. These fuels are produced and supplied to the market according to TR-ISO 8217 standard in our country.

REPUBLIC OF TURKEY, PRIME MINISTRY, UNDERSECRETARIAT OF MARITIME AFFAIRS
General Directorate of Marine Transport

Number : B.02.01.DNMM.06.14.01.143.01 07/09/2011
Subject : Quality of Fuel

It is resolved in 7th article of reference (c) regulation amended with reference (d) that marine fuels whose sulphur content exceeds 0,1% by mass can not be used as of 01.01.2012 in the inland vessels and in the vessels on the quay. It has been resolved according to the commitments assumed by EPDK and published in 11 October 2009 dated and 27373 numbered Official Gazette (Bunker Fuel Serial No: 3) that from among marine fuels supplied to the market or circulating as of 31.12.2011, Group I marine diesel can contain maximum 0,1% sulphur and Group II marine diesel can contain maximum 1,5% sulphur and this situation is supportive to the provision of aforementioned regulation.

Although it is also stated according to 3rd article of reference (c) regulation amended with reference (d) that marine fuels, whose sulphur content exceeds 1,5%, is not used in SOx Emission Detection Fields in our country's marine jurisdictions, there is not any SOx Emission Detection Field determined in our country yet. However, it has been also resolved in this article that vessels with Turkish flag can not use marine fuels whose sulphur content exceeds 1,5% in accordance with MARPOL Annex 6 in SOx Emission Detection Fields defined by International Maritime Organization. Additionally, it has been also resolved in this article that all passenger vessels providing regular service should use marine fuels whose sulphur content does not exceed 1,5% while they are sailing in our country's marine jurisdiction.

Consequently, marine fuels have been regulated with the aforementioned regulations and there is not any additional regulation made by our Undersecretariat.

I kindly request you to be informed and to take necessary actions.

Signature

Dr. Özkan POYRAZ
On behalf of Undersecretary
General Manager

DISTRIBUTION

Disc:
To Ministry of Environment and Urban Planning
(General Directorate of Environment Management)

Information:
İMEAK Chamber of Shipping



BUNKER 2016

TÜRK BUNKER SEKTÖRÜ

TİCARİ YAKITLAR

(ÖTV'si sıfırlanmış yakıtlar)



- 9 000 deniz aracı ÖTV si sıfırlanmış akaryakıt kullanıyor.

- **350 000 MT/yıl civarı yakıt satılıyor.**

- ÖTV'si sıfırlanmış yakıtta karşı çıkanlar:

- 1- Sektörü tanımayanlar

- 2- Rant sisteminden çıkarları olanlar.

- Suistimal var, oran çok düşük.



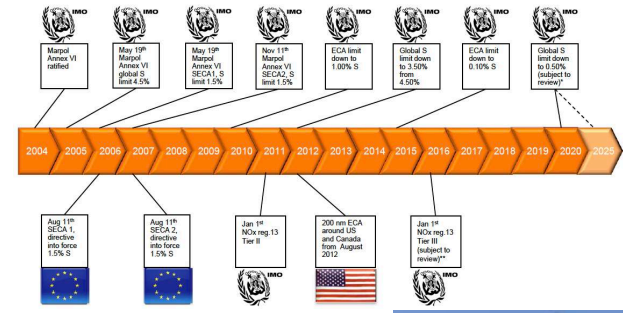
- **Suistimalleri yapanların genelde Denizcilik sektörünün tanımadığı, gerçek ihtiyaç sahipleri olmadığı göze çarpmaktadır.**

- Gerçek ihtiyaç sahipleri kontrol mekanizmalarını destekliyorlar.

- Sektör oyuncularının seslerini daha çok duyurup, Devletin ve Denizciliğimizin kazançlarını rakamlarla anlatmaları gerekiyor.



BUNKER 2016 SONUÇ



• **01.01.2015 den itibaren yürürlüğe giren emisyon kısıtlamalarına dikkat.**

• LNG, Dual/Triple Engines ve Scrubber = şirketlere özel kararlar.

• Ship Efficiency = EEDI = yeni tasarımlar ve yatırımlar.

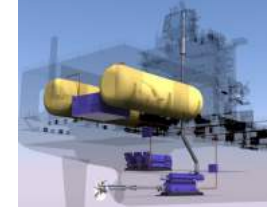
• Düşük Petrol Fiyatları = siyasi geçici aşırı düşüş

• OW Bunker = güven zinciri kırıldı = güven halkası eklenmeli.

• **Daha teknik satın alma = standartlar ve kaliteler detaylandırılmalı.**

• MARPOL ANNEX VI = alınan numune herkesi bağlar = titiz numune alımı.

• **MARPOL ANNEX VI = ikmal prosedürleri = ikmal öncesi, ikmal ve sonrası kayıt edilmeli.**



BUNKER 2016

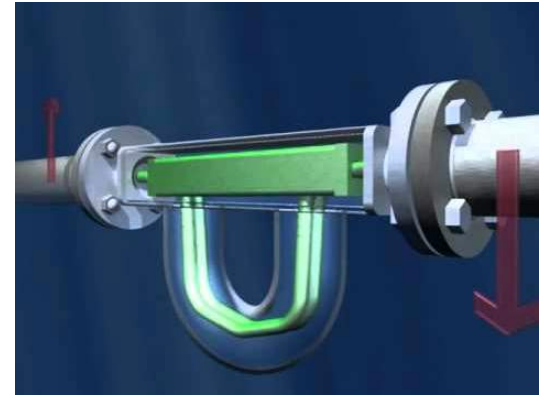
TEŐEKKÜRLER



A.Deniz ERAYDIN

13 ve 28 Numaralı Meslek Komiteleri Sunumu
02 Őubat 2016 - İMEAK DTO Meclis Salonu

EMERSON CORIOLIS MASS FLOW METERS



EMERSON™



EMERSON CORIOLIS MASS FLOW METERS

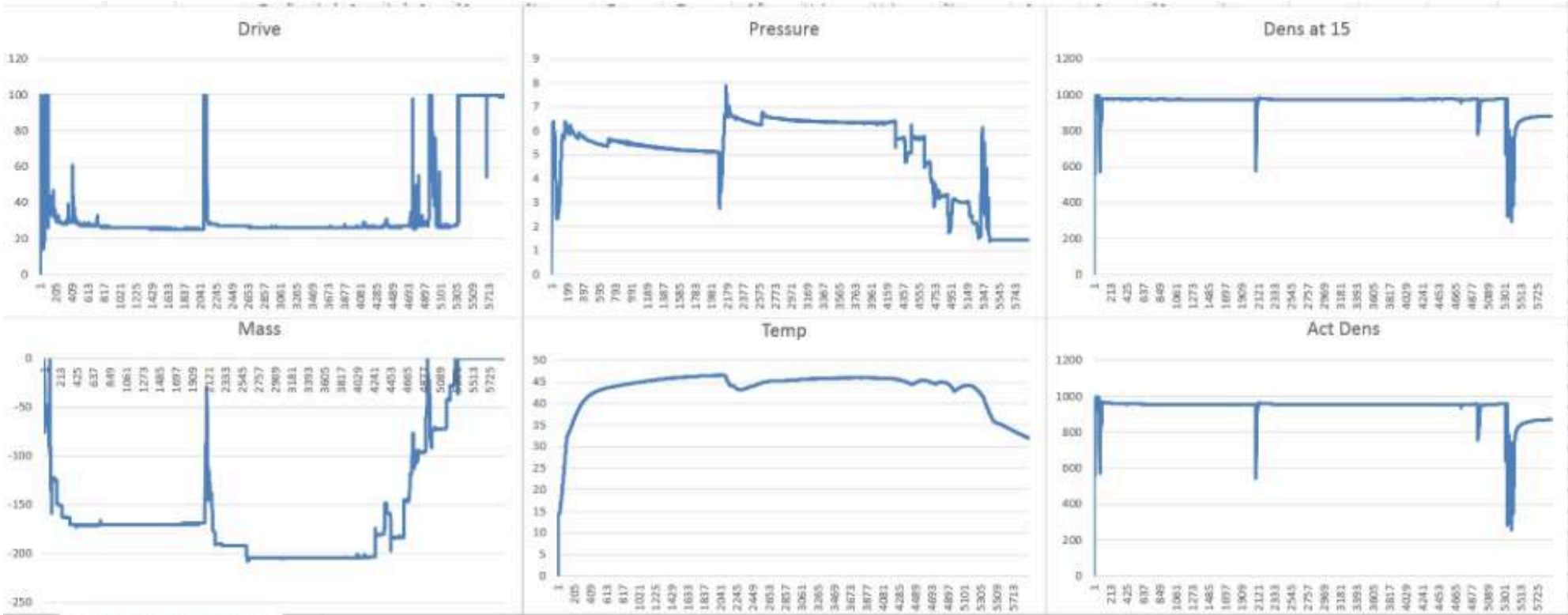


İkmal sırasında anlık sunulan veriler:

- Kesafet (density)
- Sıcaklık
- Litre karşılığı Metrik Ton
- Su miktarı
- Hava miktarı



EMERSON CORIOLIS MASS FLOW METERS





Neden İstanbul en kaliteli bunker ikmal limanıdır?

- 1- En düşük kalite bunker ürünü ISO 8217:2005 dir. Avrupa limanlarının %50 si bu kaliteyi garanti edemez. Türk Limanlarında ortalama kalite ISO 8217:2010 dur.
- 2- İkmal prosedürü olarak MARPOL ANNEX VI zorunludur. İkmal öncesi, ikmal ve ikmal sonrası dökümantasyonu oturmuştur.
- 3- Bunker claim oranı % 0.3 ler seviyesindedir. Singapur ve benzeri limanlarda bu oran %15 in üzerindedir.
- 4- 16 adet double hull bunker barcı hizmet vermektedir.

Neden CYE Petrol en iyi bunker şirkettir?

- 1- Yeni nesil double hull bunker barçları kullanılmakta.
- 2- MARPOL Annex VI ikmal prosedürü kullanılmakta.
- 3- Tüm Bunker ürünlerinde ISO 8217:2012(E) garanti edilmekte (all grades).
- 4- QUALITY CLAIM için min 90 gün süre verilmekte (rakipler 15 gün max).
- 5- EMERSON Coriolis Mass Flow Meter lerle bunker ikmali yapılmakta.

Yukarıdaki 5 kalite unsurunun tümünü müşterilerine sunan dünyadaki tek “physical bunker supplier” CYE Petrol/İstanbul dur.

