



PRESS INFORMATION

Fastcalgas to make gas delivery on board on time

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Martek Marine has launched Fastcalgas, a new calibration gas supply service for ship owners and managers that is reckoned to be the first of its type in the world.

Shipowners today face a costly and time consuming logistics headache in delivering the calibration gas in cylinders needed to keep ships' gas detection equipment in service.

The scale of the challenge is not at issue. With 16,000 tankers of various types in the market, a single tanker could have up to 15 pieces of equipment reliant on calibration gas, all of them different. Overall, as many as 40 different basic calibration gas types can be used in shipboard gas detection.

"In some ports of call, perhaps half of the required gas types will be available," said Steve Coulson, Martek Marine Marketing Director. "In other ports, there will be fewer, and in some cases, none of the gas types will be available at all." Because some of the gasses concerned are hazardous cargoes, they are also subject to special rules and certification. Certain gasses, for example, can only be transported by cargo plane.

"Specifying the right gas, organising the shipment and coinciding delivery from elsewhere with a ship call is not just time consuming; there can be ambiguity on freight rates, where the owner often does not know what the final price of delivery will be."

With gas detection one of its core areas of expertise, marine engineering problem solver Martek Marine has worked with some of the leading names in logistics, including Fedex and DHL Danzas, as well as gas production and distribution specialist Air Liquide, to develop Fastcalgas - a one stop service to meet all calibration gas delivery needs. Where other service providers negotiate freight rates for different gasses on a case by case basis, Martek has secured fixed terms covering delivery of between one and 20 cylinders anywhere in the world.

"What we are offering is a door to door delivery service to any destination able to receive gasses within certification requirements that includes a confirmed delivery price for a given number of calibration gas cylinders," said Mr Coulson. "This is something that owners have simply never had before. In more problematic destinations, where door to door delivery is not possible, gasses will be delivered to the nearest available airport."

Hub operations in Singapore, Shanghai, Fujairah, Maryland and Manchester, will be stocked with calibration gasses. Part of the service will be offered via scheduled passenger air services. Mr Coulson said that for "problem gasses", where cargo planes had to be used, Martek Marine would ensure that its five regional distribution centres were "always fully stocked up".

Fastcalgas will be offered via the internet, with owners logging into a secure website to interrogate the Martek



Marine database over the availability of any calibration gas, no matter what its individual manufacturer nomenclature. All manufacturer part numbers and descriptions will be translated into a unified product type, unique to Martek. By placing the product in the site's shopping basket, owners will receive a proposal by email, which they can then translate into a firm order.

Owners could even pay by credit card, Mr Coulson said, while Fastcalgas included a customer rebate based on owner spend over a 12 month period.

Other issues, such as the non-standardised cylinders used to deliver gasses today, would also be addressed by Fastcalgas. "The current practice is to rent out cylinders. They can be awkward, potentially hazardous to move around and have to be returned. We will offer disposable cylinders that can be recycled in any aluminium centre."

Martek Marine will also look to market the new service to shipyards, including repair yards, Mr Coulson said.
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Picture: Fastcalgas will deliver calibration gasses in recyclable aluminium cylinders.

Press Enquiries

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