

# TMSA From an Owner/Managers Perspective

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# Introduction of INTERORIENT

- Established in 1979, INC is currently one of the leading shipping companies in Cyprus with about 270 shore-based employees and around 3,000 seafarers
- Business areas:
  - Shipowning
  - Shipmanagement
  - Liner & Feeder services
  - Shipping agency and forwarding
- INC is headquartered in Cyprus with offices in Hamburg, Miami, St. Petersburg, Riga, Odessa and Manila
- Owns, Manages and operates about 130 vessels of which 50 vessels are under full management



# To be discussed !

- The view of our customers
- Our view
- Our approach and method
- Experience gained since first submitting
- Positives
- Negatives
- Conclusion



# The view of our customers

## **IMT:**

- **Vessel inspections driven by compliance confirmation - need better ways to support continuous quality improvements**
- **Vessel Operator's systems and procedures key to improving quality standard**
- **Improved quality differentiation is consistent with operator and charterer goals**

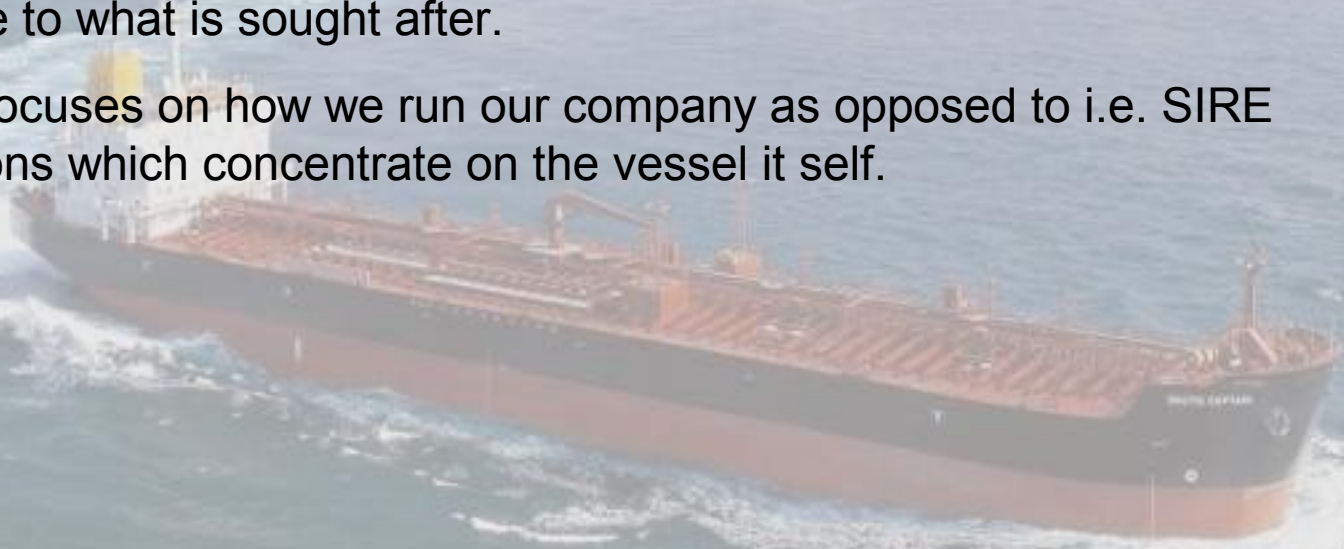
## **OCIMF:**

The Tanker Management and Self Assessment (TMSA) programme provides ship operators with a means to improve and measure their own management systems. The programme encourages ship operators to assess their safety management systems against listed performance indicators. The results from these assessments can then be used to develop an improvement plan, using the stages of attainment described in the programme, to achieve safety and environmental excellence.

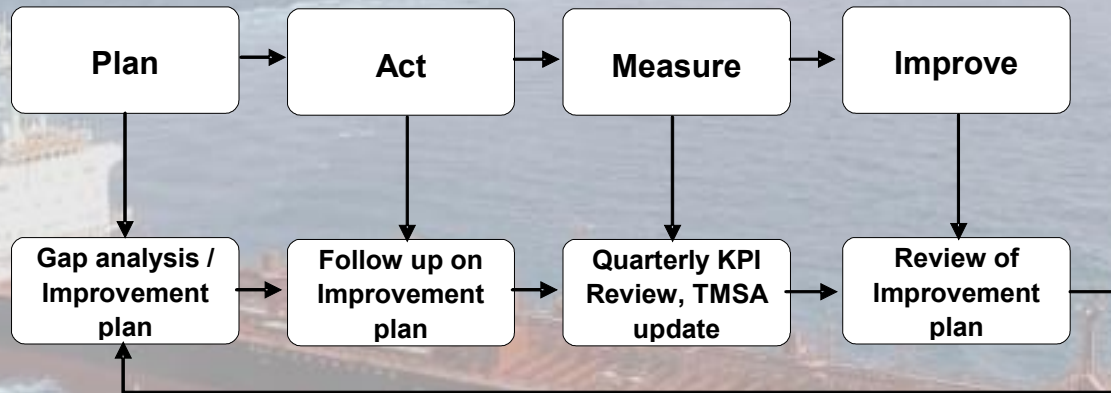


# Our view

- TMSA is a tool/means to continuously improve and a way to measure our progress/standard compared to industry average.
- The Elements, KPI's and Best-Practice Guidance gives accurate guidance to what is sought after.
- TMSA focuses on how we run our company as opposed to i.e. SIRE inspections which concentrate on the vessel it self.



# Our approach/method



# Our approach/method

## **Priority:**

- When drawing up the Improvement plan priority was put to KPI's which we felt was of immediate benefit to our business.
- We did not prioritise to reach a certain overall level.

Our Initial gap analysis indicated that we complied with ~70% of the KPI's.

## **Elements we have put most effort into to date are:**

- Environmental management.
- Reliability and Maintenance Standards (as a result of implementing a new PMS in 2004).



# Our approach/method

## Tools used for implementation & training:

- In house office seminars, for training of shore based staff.
- Fleet Officers meetings/seminars, for training of ship staff.
- Onboard Trainers, for training of ship staff.
- Further development of in house software solutions.

Apart from training courses we have to date not utilized any additional external resources as a result of TMSA.



# Our approach/method

## Time Line:

- Aug 2004, MD/QM visited London in connection with launch of TMSA by IMT
- Oct 2004, paid 25£ to OCIMF
- Nov 2004, Elements distributed to Department Managers to compare with what we had in place.
- Dec 2004, Gap analysis and Improvement plan drawn up and agreed upon.
- e.o. Dec 2004, Submitted first time (as per req by one of our TC customers).
- May 2005, 1<sup>st</sup> Update
- July 2005, 2<sup>nd</sup> Update
- Nov 2005, 3<sup>rd</sup> Update, Updated Improvement plan
- e.o. Nov 2005, First Oil Major TMSA audit
- Since Dec 2005, Quarterly updates as per plan.
- July 2006, Second Oil Major TMSA audit



# Experience gained since first submitting

- Being conservative when first submitting has paid off.
- By completing the comments section on KPI's where we only partly comply we have when audited experienced that the audit reports has contained a higher level of compliance than our own assessment.
- An honest gap analysis and a detailed improvement plan has proven to be the key.
- By being innovative and keeping things simple we have moved forward at reasonable pace.
- By relying on internal resources we have ensured that what has been put in place suits our organisation and complement existing procedures.
- To us it is important that the overall picture fits therefore we do not change a KPI until we feel that the change is fully inforce.



# Positives

- What is asked for is clearly defined, no grey areas.
- The listed performance indicators are of benefit to any organisation if well implemented.
- It has not proved to be a hugely costly affair to date.



# Negatives

- No noticeable reduction in number of oil major office audits.



# Conclusion

With a well developed/implement quality system in place only relatively minor alignment is required.

The overall picture must match as TMSA is only one of the factors taken into account when our vessels are proposed for business.



Questions?

