



Norshipping

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OIL COMPANY VETTING



- **In place for approximately 25 years**
 - Positive influence on industry standards
- **Managing Transportation Risk**
 - Risk = Consequences x Probability
 - Risk = Consequences x Probability + Public outrage
- **Public outrage depends on What, Where, Who & Why**
 - Known by the company you keep

WHERE ARE WE TODAY?



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

HOW WOULD YOU RECOGNISE A QUALITY OPERATOR?



What information would you use ?

Pictures

QUALITY PROFILE



Factors:

- Incident History
- Inspection Results
- Emergency Response Capability
- Terminal Vessel Performance Reports
- Safety/Environmental Management System
- Port State Detention Track Record
- Attendance at Intertanko Events
- Terminal Reports
- Age of Fleet
- Management & Leadership
- Incident Investigation
- Reliability
- Green Awards
- ISO Accreditation

OWNER / OPERATOR RATING



TMSA - LEADING INDICATORS

- Management Leadership and Accountability
- Recruitment Mgmt of Seagoing Personnel
- Recruitment Mgmt of Shoregoing Personnel
- Reliability and Maintenance
- Navigational Safety
- Cargo/Ballast and Mooring Operations
- Management of Change
- Incident Investigation
- Safety Management
- Environment Management
- Emergency Preparedness
- Measurement & Analysis

LAGGING INDICATORS

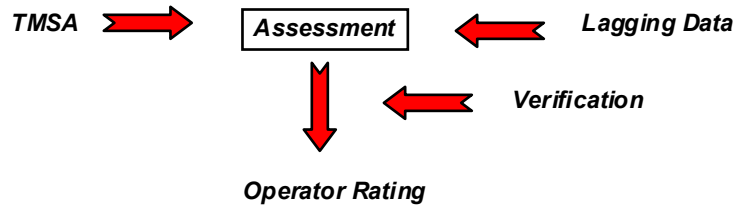
- Inspection Results
- Incident History
- Terminal Reports
- Port State Detention Record

TMSA - and - IMT



- **TMSA key component of decision process**

- Performance indicators support quality assessment
- Operator submits TMSA



- **IMT perform audit reviews**

- Confirm performance in line with TMSA input
- Expectation: No significant variation

- **Assessment rating defines scope of business available with EM affiliates**

WHICH COMPANY WOULD YOU CHOOSE?



COMPANY A

- All TMSA elements level 4
- 60% of SIRE reports have deficiencies
- Number of incidents, none major
 - most common root cause “Failure to follow procedures”

COMPANY B

- 100% of TMSA level 2 some elements at level 3 and 4
- 60% of SIRE inspections - no deficiencies
- Number of incidents, none major
 - Investigations identify gaps in procedures
 - No failures to follow procedures

- **TMSA IS NOT A COMPLIANCE CERTIFICATE!**

- Tool to measure and identify potential improvements

OUR GOALS



- **Achieve safe, clean, efficient, incident free and reliable marine transportation**
- **Encourage and support operators addressing continuous improvement**
- **Direct EM business to quality operators**