

Making Money in a Tough Market



2nd April 2015



BERNHARD SCHULTE 
SHIPMANAGEMENT

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Attaining Efficacy With Strong Management Systems



You need access to:-

- ☐ An extensive network of resources and services.
- ☐ A broad range of experience.
- ☐ Technological backing

This helps to:-

- ☐ Improve operational efficiency
- ☐ Reduce costs
- ☐ Accomplish stability



Contemporary Ship Management

A vessel is only as good as the crew who sail onboard

A portfolio of competent, ambitious, and well-trained professionals who are able to meet the most demanding requirements are indispensable.

Why?

- ☐ Excellent ship operations, resulting in continual acceptance and employability/attractiveness of vessels.
- ☐ Fundamental in avoiding accidents, incidents and hazardous situations whilst at the same time maintaining and improving the standard of each ship.



Contemporary Ship Management



How?

- ☐ Commitment to a comprehensive structured program of lifelong learning.
- ☐ Succession opportunities both onboard and ashore
- ☐ Leaders not managers
- ☐ Exceptional communication



Building A Strong Support Network

From the crew on board each vessel, to the array of shore based agencies, suppliers and service providers constructing each Owner's operational network, it is imperative that each partnership is built on the trust and excellent co-operation.

- ❑ Same mentality and shared beliefs between each member of the network.
- ❑ Long term relationships should be forged with stakeholders who have common goals, targets and ideals.
- ❑ Transparency and direct flow of information.



Building A Strong Support Network



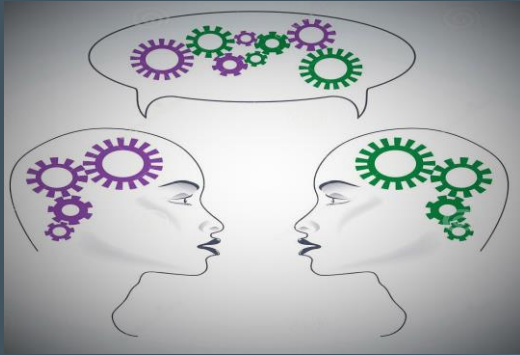
Once a steady group of associates has been established, ship operators can then work closely with each entity within their network and move towards obtaining ever greater cost efficiency and solutions for each unique operational situation.

Benefits:-

- ❑ Solid relationships with first-class suppliers, workshops, marine service providers and internal specialised services ensures consistently reliable, high-quality services.
- ❑ Professional ship managers must run their vessels in a traditional or “family way” keeping good features of the past and bringing the freshness of new .
- ❑ Lowest possible prices.



Shared Expertise



**“Two heads
are better
than one”**

- ☐ Retention of high calibre trained personnel.
- ☐ Knowledgeable & experienced shore based teams to manage and supervise operations
- ☐ Emphasis on safety, operational excellence and continuous performance improvement



Technological Solutions

Comprehensive integrated maritime solutions, reduce paperwork, improve communication as well as saving man hours and money.

What's needed:-

Instant flow of information

Easy implementation, maintenance, and customisation

Single data entry concept

Fully web based, and mobile platform compliant

Integrated Maritime Solutions

PAL e3 ERP Suite of products



Easy Implementation, Maintenance, and Customisation

Custom dashboards, with dynamic views, puts data at your finger tips for quicker analysis and faster decisions.

Dashboards for every role.

Full drill down capabilities.

Alerts driven enabling instant actions.

Built in sliders to provide multiple timeline views.



Web Based Applications/Programmes


Customer Web Access

Transparent monitoring of vessel performance, financial health, crew information and PMS jobs onboard vessels, with built in interactive dialogue feature.

MARI Apps **PAL 03** **CUSTOMER WEB ACCESS** **Manager User 1**

Financials **Operations** **PMS / Purchase** **MariApps Shipping Limited**


Vessel Tracker *Mariappsvesel2 - Last updated - 09-Mar-2015 03:20:00*



Updated: Recently 1 - 2 days ago > 2 days ago Selected Vessel

Vessel Information of Mariappsvesel2 [More Info](#)

Vessel Type	Container
IMO	9665657
CBM/TEU	1,740 TEU
DWT	23,252
Flag	Singapore
Maiden Name	MariappsVSL2 MN2
Hull No	368
Ship Manager	Zian(Cyprus)
In Mngmt. Since	22-Feb-2008
Class	Germanischer Lloyd
Next Drydock	
Last Drydocking	



Shipyards	Guangzhou Wenchong Shi...
Delivery Date	February 2008
Main Engine	MAN B&W 7S60MC-C
Auxiliary Engine	
Charter Name	

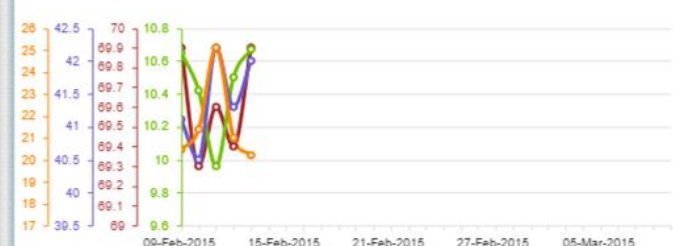
Fleet List

- Chemical Tanker (Chemical Tanker Type-2)
 - Mariappsvesel1
- Container (Container <= 2,999 TEU)
 - Mariappsvesel2

Crew List for Mariappsvesel2

- HTIN LINN THAW (Myanmar)
MASTER
- SOE AUNG THU (Myanmar)
CHIEF OFFICER
- MIN MIN THANT (Myanmar)
2ND OFFICER
- AUNG MIN (Myanmar)
3RD OFFICER
- THIHA AUNG (Myanmar)
DECK CADET
- KOLESNICHENKO SERGIY (Ukrainian)

Noon Report for Mariappsvesel2



Alerts for Mariappsvesel2

Comments (0) Published (0) Uploaded (0) Help (0)

Maritime concepts and solutions

Consultancy Services

Technology Solutions

Newbuilding & Conversion

Corporate & Financial
Management

Crew, Technical &
Commercial Management

Telecommunication
Services

Maritime Training

Maritime Hospitality
Services

Corporate & Seafarer Travel



Thank you for your time



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