



DNVPS Worldwide HQ  
Regional Office & Laboratory  
Singapore  
27 Changi South Street 1  
Singapore 486071  
Tel: + 65 6779 2475  
Fax: + 65 6779 5636  
Tlx: RS 39659 / 28597 DNVPS  
Email: singapore@dnvps.com

DNVPS Regional Office  
& Laboratory  
Fujairah, UAE  
Port of Fujairah  
P.O. Box 1227  
United Arab Emirates  
Tel: + 971 9 2228152  
Fax: + 971 9 2228153  
Email: fujairah@dnvps.com

DNVPS Regional Office  
& Laboratory  
Oslo, Norway  
Veritasveien 1  
N-1322 Hovik, Norway  
Tel: + 47 67 57 9900  
Fax: + 47 67 57 9393  
Tlx: 76 192 VERIT N  
Email: dnvps.oslo@dnv.com

DNVPS Regional Office  
London, UK  
Palace House  
3, Cathedral Street  
London SE1 9DE  
United Kingdom  
Tel: + 44 0207 357 6080  
Fax: + 44 0207 716 6736  
Email: london@dnvps.com

DNVPS Regional Office  
& Laboratory  
Rotterdam, The Netherlands  
Haastrechtstraat 7  
3079 DC Rotterdam  
The Netherlands  
Tel: + 31 10 292 2600  
Fax: + 31 10 479 7141  
Email: rotterdam@dnvps.com

DNVPS Regional Office  
& Laboratory  
Houston, Texas, USA  
318 North 16th Street  
La Porte, Texas 77571, USA  
Tel: + 1 281 470 1030  
Fax: + 1 281 470 1035  
Email: houston@dnvps.com

# FUELWISE

DNV Petroleum Services

DNV is a global provider of services for managing risk. Established in 1864, DNV is an independent foundation with the objective of safeguarding life, property and the environment. DNV comprises 300 offices in 100 countries, with 6,400 employees.

FUELWISE

# Managing Risk

## in Bunker Procurement

Marine fuels as an internationally traded commodity are largely transacted on the basis of price and availability. These products may originate thousands of miles from the supplying port and there is often no guarantee of the quality you will eventually receive, even if the fuel has been ordered to ISO 8217 specifications.

As a form of quality assurance, some prudent buyers may arrange for analysis of pre-delivery samples drawn jointly with the supplier from a pre-nominated storage tank. However, this procedure does not preclude the possibility of subsequent contamination of the fuel at the supply barge or pipeline before it is transferred to the receiving vessel. You also cannot be certain that a change of the pre-nominated tank has not taken place. Should any one of these incidents occur, testing of pre-delivery samples would not reflect the fuel quality as received by your ship.

### Price vs Quality

Bunker prices may not necessarily have a strong correlation with quality. On the one hand, paying a lower price does not always translate into value for money as cheaper bunkers could contain abrasive materials and other contaminants, or have lower energy content. On the other hand, higher priced fuels may not be of better quality since bunker movements, like any other commodity, are dictated by supply and demand.

### Fuel-related engine damage and regulatory requirements

While pre-consumption knowledge of the fuel quality actually delivered to your vessel is clearly important for avoiding serious engine damage, ship operators now also have to take regulatory requirements into consideration. MARPOL Annex VI, launched in May 2005, imposes sulphur limits on marine fuels. Ship owners failing to conform to these requirements face hefty fines and even detentions.

### FuelWise – your key to greater confidence in bunker purchasing

To help you make informed decisions about the choice of bunker suppliers, especially when managing fuel purchases in unfamiliar ports, FuelWise offers convenient and unlimited access to the fuel quality test results of the most recent deliveries by individual suppliers around the world.

Supported by the DNV Petroleum Services global testing network and fuel quality database – the largest in the market – FuelWise features exclusively data derived from representative samples taken at the point of custody transfer, using the continuous drip method. Such samples not only reflect the fuel quality as delivered to the receiving vessel, but are also consistent with MARPOL Annex VI recommendations.



Bunker transfer from barge to ship



Fragments of a damaged turbo charger



Clogged centrifuge



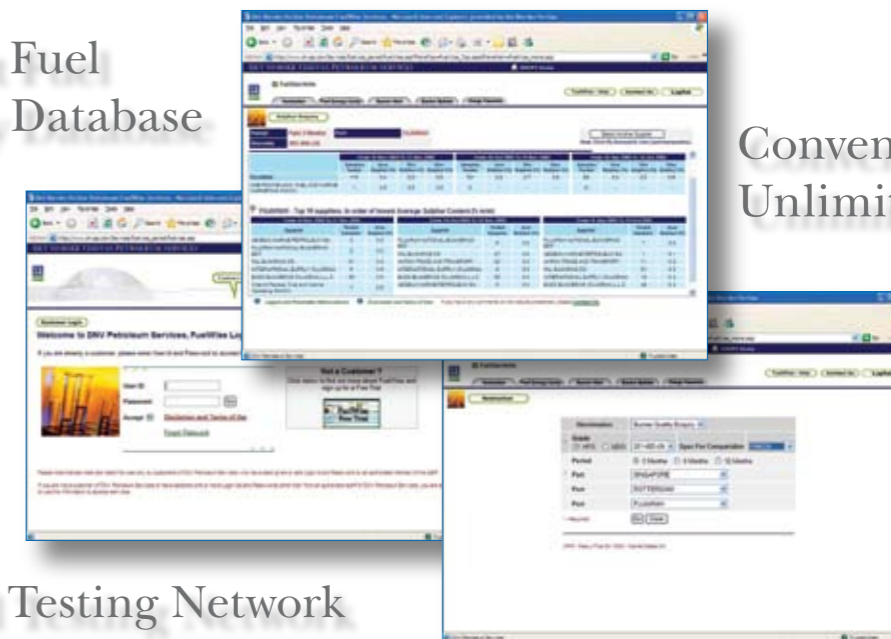
## Worldwide fuel quality data at your fingertips

As a FuelWise subscriber, you'll enjoy unlimited access to 'live data', as our fuel quality results are uploaded to the FuelWise service web site as soon as the laboratory tests are completed. You can therefore retrieve the latest data in real time to select suppliers currently offering the best value.

### Largest Fuel Quality Database

*FuelWise is the ideal infoservice for:*

- Ship owners
- Ship managers
- Ship charterers
- Fuel suppliers
- Fuel brokers and traders
- Port authorities



Convenient and Unlimited Access

### Global Testing Network

#### FuelWise Features

- ▶ **Worldwide bunker quality enquiry**, with data presented in ISO 8217 parameters and specifications, retrievable through user-friendly steps
- ▶ **Sulphur enquiry**, providing fuel sulphur data of selected suppliers (maximum, minimum and average values), as well as the top 10 suppliers (in order of lowest average sulphur content) in each selected port
- ▶ **Energy enquiry**, providing energy content data of selected suppliers, as well as the top 10 suppliers (in order of highest average energy content) in each selected port
- ▶ **Energy comparison**, for evaluating the value for money offered by shortlisted suppliers, in terms of energy content (MJ/kg) for every dollar's worth of fuel
- ▶ **Complimentary access** to the DNV Petroleum Services authoritative bunker quality alerts and bulletins, for timely information on worldwide marine fuel quality problems detected within the company's global testing network

#### Unique Benefits at a glance

- Unlimited access to 'live' fuel quality data presented in ISO 8217 specifications and parameters, and consistent with MARPOL sampling requirements
- Fuel quality data supported by the DNV Petroleum Services global testing network
- Reduces risk in purchasing bunkers from unfamiliar suppliers
- Complements regular bunker quality testing to enhance efficient fuel management
- Effective monitoring tool for fuel supplied and delivered, ideal for buyers and sellers alike
- Affordable and easy to use

#### FuelWise – fuel quality information at your fingertips

In just a few short minutes, FuelWise can equip you with the essential data to choose the most reliable bunker source and to monitor the quality of fuels transacted. Accessible via the Internet, it puts powerful information at your fingertips.

Contact the nearest DNV Petroleum Services office for more information on FuelWise or to request for a free trial.