



## Poseidon Challenge

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## IBIA Objectives

- **Education**
  - Basic industry understanding
  - Development of training options
- **Raising industry standards**
  - Quantity
  - Quality
- **Other operational standards**
- **Commercial best practise**
  - Taxation position paper
  - Dispute Resolution



## Quantity metering Indisputable measurement

- **Technology Assessment**
  - Utilised industry metering expertise
  - Interviewed several vendors
  - Price & performance
  - Statement of requirements developed
  - Detailed trial & procurement programme



## Quantity Metering Roll-out plans

- Independent test rig trials
- Assessment of software and data transmission options
- Barge trials
- Software and data transmission trials
- Hub port stakeholder discussions
- IBIA barge operator workshops
- IBIA or industry standard manifolding and metering
- Hub port roll out in late 2006



## Quantity Metering Successful outcome

- **On-line metering**
  - Flow rate
  - Total quantity
- **Data transparency (assures quantity integrity)**
  - Data accessible over the net
- **Other data (drives quality)**
  - Viscosity
  - Temperature
  - Density
- **Safe access**
  - No access necessary



## Quality Sulphur monitoring

- IMO requires S content of delivered fuel on BDN
- Sulphur, viscosity, density, temperature, flow rate, mass as a continuous and final data stream
- Real time and recorded graphical output
- Homogeneity
- Significant step to quality assurance of delivered product



## Quality - Sulphur monitoring

- Assessment of options undertaken
- Vendor invited to develop unit & test rig
- Barge trial on mv Camilla (Coryton/Dover) bunker barge
- Durability, ruggedness, and equivalency programmes (12 mths)
- Vendor introduced compact commercial version



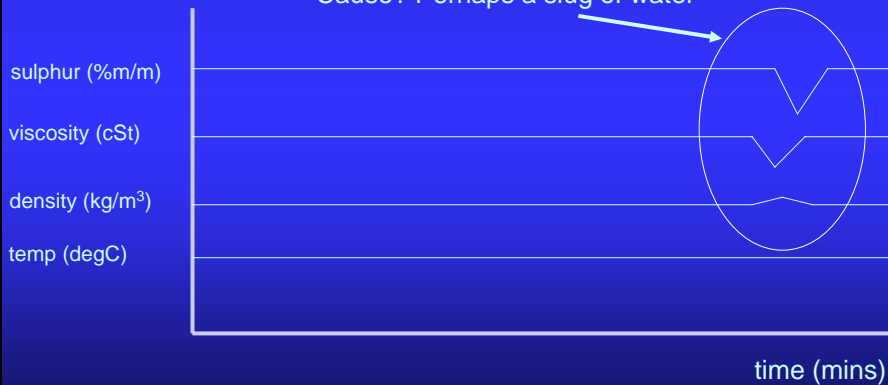
## mv Camilla – Dover bunker barge Sulphur monitoring





## Fuel delivery Real time data

Non homogenous  
Cause? Perhaps a slug of water



## Quality The next steps

- **QC specs**
  - Limited further value
  - Mainly of retrospective and legal value
- **QA approach impacts upon**
  - Component procurement policy
  - Traceability
  - Blend controls and accountabilities
  - Inherent control
- **The Challenges**
  - Change of industry procurement behaviours



## IBIA - Posieden Challenge

- IBIA has started the journey – it will take some time, particularly the quality challenge
- Support from Intertanko members?
- Change in purchasing behaviours?
- Potential savings