

CASE: SEAL SYSTEM RETROFIT ON M/T CUMHURIYET



“As we have a good relationship with Wartsila, and their contact persons on our other vessels, there was no need to hesitate for long when the possibility to change the supplier of our seal system came along”, says **Serkan Demir**, Technical Superintendent at Ditas Deniz.

The Ditas Deniz Isletmeciligi ve Tankerciligi A.S. company commenced its tanker operations in 1974. Today the company is owned by the Ko Group, which is the largest group of companies in Turkey and one of the driving forces of the Turkish economy. Ditas Deniz is probably Turkey’s leading tanker management company. Among other vessels Ditas Deniz owns the crude oil tanker M/T Cumhuriyet, the biggest tanker sailing under the Turkish flag, the oil/chemical tankers T.Sevgi and T.Gönul, and several other time chartered vessels.

SEAL SYSTEM IN NEED OF A RETROFIT

Serkan Demir, who has been with Ditas Deniz for more than five years, explains that the M/T Cumhuriyet was dry docked in Istanbul for seven days.

– We needed to get all the maintenance and repairs done during this planned dry docking. We were also considering a retrofit of our seal system at the same time.

At this point, the M/T Cumhuriyet did not have Wartsila seals; in fact, the vessel was not equipped with any Wartsila products at all.



—The spare parts and service for our previous system became too expensive and we did not reach an agreement with the manufacturer. We also wanted to rethink our dry dock procedures in the future, states Serkan Demir.

Ditas Deniz wanted a seal system that would function smoothly.

—Of course, we wanted a better seal system than before. We also wanted Wärtsilä to be aware of the fact that Cumhuriyet is vital for our business. There was no room for delays in the retrofit, Serkan Demir explains.

GOOD REFERENCES AND SALES EFFORT

Why did Ditas Deniz choose Wärtsilä seals, even though it was a fairly unknown seal system for them at the time?

—It was the first time we considered Wärtsilä seals. However, we soon realised that their reference list is quite impressive, and the system was easy to apply to our conditions. Wärtsilä’s Sales Account Manager, Mr. Özgür Üstüner, was very friendly and knowledgeable. He gave clear and realistic answers to all our questions. Since we have co-operated successfully with him before, it was a very effective negotiation, Serkan Demir declares.

The seal system retrofit process was completed without problems.

—We were very pleased with the approach of both the service engineer and sales account manager. Overall, we are very pleased with Wärtsilä’s performance during the retrofit, says Serkan Demir.

LONG-TERM BENEFIT

Wärtsilä seals are designed for easy service and maintenance. Ditas Deniz expects that the changeover to Wärtsilä seals will bring clear long-term benefits.

—Although we will not see any immediate economic benefits, we do expect that the



Challenges	Solution	Benefits
<ul style="list-style-type: none"> – Installation previously had no Wärtsilä products – Limited time for the seal system retrofit (during scheduled dry docking of the M/T Cumhuriyet). 	<ul style="list-style-type: none"> – Installation of Wärtsilä seal system – Well planned and scheduled retrofit. 	<ul style="list-style-type: none"> – Smooth operation of the seal system – Long-term economic advantage – Easy service and maintenance

seal system retrofit will pay off in the future, since we do not intend to sell the vessel, says Serkan Demir.

Wärtsilä and Ditas Deniz have an ongoing relationship regarding several other ships in the Ditas Deniz fleet, and Serkan Demir keeps the door ajar for the possibility of changing to Wärtsilä seals in them too.

—Before any scheduled dry docking, we will absolutely consider this option. If we can reach an agreement, why not?

Wärtsilä’s Sales Account Manager says that M/T Cumhuriyet will be an important reference for further retrofit opportunities, especially in the Turkish shipping market.

—The vessel is the biggest tanker sailing under the Turkish flag, so naturally it is a significant reference for us and hopefully a

door-opener for further expansion into the Turkish market.

The co-operation between Ditas Deniz and Wärtsilä increases with this seal system retrofit.

—The retrofit went well and based on our experience with Wärtsilä seals up until now, I would recommend them to other ship owners too without hesitation, says Serkan Demir from Ditas Deniz.

Wärtsilä contact for further information about the M/T Cumhuriyet:

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