

Maintenance agreement for Containerships VII

CASE STUDY: CONTAINERSHIPS OY



“WE KNOW THE MAINTENANCE COSTS WELL AHEAD AND CAN PLAN OUR CASHFLOW AND BUDGETS ACCORDINGLY.”

The Finnish shipping company Containerships Oy has ensured that their vessel, known as Containerships VII, can keep to its tight sailing schedule through a comprehensive maintenance agreement with Wärtsilä.

“Since the ship is powered by one main engine, it is vital that the engine is operational the whole time. For our customers, it is essential that they can rely on our promised schedules,” says Mr Pekka Järnefelt, Sea Operations Director at Containerships.

The container vessel, Containerships VII, has a length of 159 metres, a breadth of 22 metres and was built in 2002. The ship is powered by one Wärtsilä 7L64 main engine.

The maintenance agreement with Wärtsilä is a partnership with a common goal to ensure a maximised uptime for the vessel's main engine.

– The reason why we signed our first maintenance agreement already back in 2002 was that we needed excellent schedule reliability. With a single main engine, operational reliability and certainty of operations, are essential. It is better for our lean organisation to focus on our core business instead, says Mr Järnefelt.

CHALLENGE

- Planning and fulfilling service and maintenance work in line with the tight time schedule of the vessel.

SOLUTION

- Signing a maintenance agreement covering planning, inspection, technical support, spare parts, training and maintenance work.

BENEFITS

- Meeting fixed time schedules
- Reliability and availability of the main engine
- OEM spare parts
- Long-term cost predictability.

Containerships Oy

The full-service logistics company Containerships Oy was established in 1966. Based in Helsinki, Finland, the company provides container transportation of goods in the Baltic Sea, North Sea and the Mediterranean. The company transports containers using its 13 vessels. In addition, the company uses trucks, rail and river barges. Containerships employs more than 500 people and runs 14 offices.

CONVINCING TRACK RECORD

Wärtsilä's proven track record in operation and maintenance services is impressive with a total of more than 500 installations covered by service agreements. Of these, more than 100 installations are covered by marine maintenance agreements. Containerships' maintenance agreement with Wärtsilä has been in force for 15 years and renewed twice since 2002; the most recent renewal in 2015.

– We feel that there is no real competitor to Wärtsilä. So, we stick with Wärtsilä since we also require original spare parts. It is also important to have local contacts. Our vessels initially had the longest port time in Finland, so with that in mind, it was most convenient to make the overhauls in Finland, says Mr Järnefelt.

ENGINE RELIABILITY IS ESSENTIAL

The maintenance agreement has a direct impact on the overall operational efficiency of Containerships VII. According to Mr Järnefelt, it would be disastrous if the vessel would be out of service for a week or two.

– It would not only affect the schedule of one vessel, but several other vessels as well. Our vessels

have a fixed date schedule for their operations. To keep the fixed dates, we need several vessels. Our customers count on the reliability of our schedules, so we would have to charter replacement tonnage to keep them. Suitable replacements cost money and are not always easy to find.

Wärtsilä's field service professionals with the latest technical expertise ensure that Containerships VII is always in optimal shape.

– Wärtsilä's people are trustworthy and have performed professionally during the agreement period, says Mr Järnefelt.

He adds that there have not been any challenges related to the agreement itself.

– We have had excellent contract managers during all the 15 years. The important thing is that they understand our business and are willing to solve various technical problems, even if they are not necessarily agreement related.

LONG-TERM COST PREDICTABILITY

The long-term maintenance agreement covers maintenance planning with fixed prices for inspection, technical support, spare parts, training and maintenance work, which provides excellent financial

predictability.

– Wärtsilä takes full responsibility for the upcoming main engine overhauls and order spare parts and labour in time. The benefit for us is that we do not need to spend time doing this, meaning that we can keep a lean organisation and focus on fulfilling our customer promises. Last but not least, we get valuable technical support from our contract manager 24/7, states Mr Järnefelt when describing the benefits of the company's agreement.

Mr Pekka Järnefelt says that the maintenance agreement is rather flexible and can be tailored to a customer's specific needs. He has no hesitation in recommending other ship owners with similar needs to enter into a maintenance agreement with Wärtsilä.