



CASE STUDY

Danelec

EUROTANKERS INC.

**New Danelec Greek Office Drives
Safety and IoT Upgrades for
Eurotankers Inc.**



WWW.DANELEC-MARINE.COM

THEME: GETTING CLOSER TO OUR CUSTOMERS

In business since 1990 and based in the Greek maritime center of Piraeus, Eurotankers Inc. is a successful ship operator with a fleet of thirteen double-hull tankers and three bulk carriers operating on a global basis. Its ships are all certified by Bureau Veritas or LR and the company takes a supplier agnostic approach to equipment and technology, simply looking for the most reliable, feature-rich and cost-effective solutions for easy retrofitting.

These requirements led to the first Danelec Marine VDR being installed on MT EUROBRAVE in 2014, but the partnership with Danelec really started to expand following the opening of a new Danelec Greek office headed by Kostas Seretis, Business Development Manager in Piraeus this March.

...Supply and
installation of a dual
redundant ECDIS...





LOCAL PRESENCE

Eurotankers has since ordered two new VDRs for easy retrofitting using Danelec's simplified conversion kits on its tankers MT EUROINTEGRITY and MT EUROVOYAGER. The company also selected Danelec to upgrade navigation on MT EUROSTRENGTH with the supply and installation of a dual-redundant ECDIS, with a second dual ECDIS installed early January 2021 on MT EUROFAITH.

"Danelec has demonstrated its ability to support our technology needs with robust systems and excellent technical support. We have always experienced a fast turnaround and availability of the systems we need, but the local presence here in Greece will help us to further ensure that our ships are well-equipped to operate safely and to meet regulations." - Capt. Ioannis Kourtelis – DPA/Marine & HSQE Manager, Eurotankers Inc.



About Eurotankers Inc.

www.eurotankers.gr

Eurotankers has 200+ sailing staff on 13 ships and 30+ staff working in its Greek office.

The company focuses on the quality of its personnel and seafarers, most of whom have been with the company for years. Constant training and daily attention to professional and personal needs of vessels' crew enables the smooth operation of the ships.

DIGITALISATION & DATA

Danelec is also helping Eurotankers Inc. to introduce more digital vessel and fleet management to its daily operations. As part of the DanelecConnect solution, a Danelec Vessel Remote Server (VRS) will be installed by the end of 2020 to provide secure Internet of Things (IoT) infrastructure on MT EUROVOYAGER. The low-cost VRS is practically plug and play and will enable Eurotankers Inc. to start collecting data that can be accessed in the cloud and used to develop more efficient vessel operations.

While for now the capability is only on MT EUROVOYAGER, this is a key first step in Eurotankers Inc.'s digitalization journey. "We are keen to future-proof our vessels and leverage the data they produce as it can help us to streamline operations, reduce bunker costs and enable our fleet to operate with significantly reduced environmental impact. We are confident that the new VRS system will help us to achieve these goals by optimizing both the cost and technical aspects of capturing valuable data onboard," said Capt. Ioannis.



**The
Danelec
Difference**



Safety is
priority
number one



Enhance fleet
operational
efficiency



Maximize
return on
investment

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