



Press Release

## **SkySails helping Ardmore Shipping to set new standards in fuel and operational efficiency**

### **Irish product and chemical tanker specialist adds SkySails Performance Monitors across its fleet**

Hamburg/Cork, April 15th, 2013. It is no secret that fuel efficiency and operational excellence are the keys to economic success in the maritime industry. A company boldly embracing this challenge is Cork-based Ardmore Shipping, thanks to an innovative performance monitoring system from SkySails.

Ardmore Shipping, a product and chemical tanker specialist, operates a fleet of seven vessels from 17,500 dwt to 50,000 dwt. Ardmore has recently taken delivery of the first of its new-build series of four 49,999 dwt IMO 3 product and chemical tankers from SPP Shipbuilding in Korea, which have been designed to deliver the highest standards of fuel efficiency and operational performance.

Numerous fuel-saving technologies have been integrated across Ardmore's new build vessels, including larger and more efficient propellers, Mewis Duct and propeller boss cap fin devices for improved propeller and hull form efficiency, MAN B&W ME-B and ME-C electronic engines, as well as a high-performance hull coating. These technologies are anticipated to reap fuel savings of 10 to 15%. Each ship also holds voluntary EEDI certification by ABS.

However, in order to manage vessel performance, you need to be able to measure it. That is why Ardmore Shipping has also equipped its vessels with Performance Monitor, a vessel performance monitoring system from German manufacturer SkySails - also known as the developer of the kite wind propulsion of the same name - to evaluate the effectiveness of the applied fuel-saving technologies and for operational optimization purposes.

SkySails' Performance Monitor is a sensors-based computer system continuously collecting and analyzing data about the ships' and operating conditions, thus lending transparency to the interrelation between the various factors that determine the optimal settings for operating a vessel. By providing just the right amount of real-time onboard and onshore data and decision support, the SkySails Performance Monitor delivers the necessary insights for improving a ship's operational efficiency. At the same time automated data collection, transfer and import routines free up time for more important tasks.

Stephan Wrage, CEO of SkySails commented: "A vessel's fuel consumption heavily depends on a range of factors, including operating conditions such as waves, wind and load, which can change dynamically during sailing. Whether the master and owners are looking for the most profitable speed, the most economical speed or the ETA speed for just-in-time arrival, our Performance Monitor collects the data and provides the real-time analysis that helps them to find the optimal operational settings, such as speed and trim. With the daily bunker bill being such a high proportion of vessel operating costs, Performance Monitor performs a critical role in maximizing efficiency and profitability, on the bridge and on shore, for each vessel and across the fleet."

"Applying a new technology to improve fuel efficiency is one thing," said Anthony Gurnee, CEO of Ardmore Shipping, "but there is also a lot to gain in terms of operational optimization. We believe that our seafarers and team ashore are the ones who drive operational excellence. With the SkySails Performance Monitor we now have the perfect tool in place to give them the critical data and decision support essential for their daily work."

The most recent vessel in Ardmore's fleet to benefit from SkySails Performance Monitor is the *Ardmore Seavariant*, a 49,999 dwt IMO3 product and chemical tanker build by SPP Shipbuilding in Korea in accordance with SPP's industry-leading design for this vessel class and delivered to Ardmore in March 2013. The *Ardmore Seavariant* has since been delivered on a 12-month charter arrangement to US transportation company Cargill, an organisation known for its emphasis on chartering modern, fuel-efficiency vessels.

**ENDS**

### **Photo Captions**

Pictured are the SkySails Performance Monitor bridge display and the *Ardmore Seavariant*, the latest vessel in the Ardmore fleet to be equipped with SkySails Performance Monitor.

### **About SkySails GmbH**

SkySails GmbH was established in 2001 in Hamburg, Germany. The company is the market and technology leader in the field of automated towing kite systems and the maker of SkySails wind propulsion for ships.

As such, SkySails has acquired years of expertise in the collection, communication and analysis of consumption, propulsion and weather data on seagoing ships. This formed the basis for the development of the SkySails Performance Monitor, which was introduced commercially in late 2011. Since that time, some 30 ships belonging to various ship owners have been outfitted with the system.

SkySails employs 40 people representing a wide range of disciplines and specialties, including sailors, shipbuilders, naval architects, software developers and management professionals.

### **About Ardmore Shipping**

Ardmore Shipping Limited ("Ardmore") manages the activities of the Ardmore Shipping Group, which is engaged in the ownership and operation of product and chemical tankers in worldwide trade.

Ardmore was formed in 2010, an opportune time to create a new shipping company with ambitious long-term growth plans. Ardmore provides shipping services to customers through commercial pools and time charters. Ardmore is developing into a first-class organization dedicated to the very best operating practices, customer service and operational efficiency – enabled by a solid financial foundation to support well-timed growth and the agility to seize new opportunities.

Ardmore Shipping currently operates a fleet of seven product and chemical tankers, totaling over 250,000-dwt and an average age of less than six years. Ardmore expects to take delivery of the *Ardmore Seaventure* in May 2013, with two more 49,999-dwt IMO 3 product and chemical tankers scheduled for delivery in January 2014, all from SPP Shipbuilding in Korea.

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