

# GRAIG HORIZONS

THE NEWSLETTER FOR THE GRAIG GROUP  
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## Diamonds cut the seas

The first two Diamond 53 handymax bulkers built in Vietnam have successfully entered service. The Graiglas and the Florence were delivered from Vinashin's Nam Trieu and Ha Long yards in June, and as the biggest and most advanced ships ever built in Vietnam are the tangible product of the close co-operation between Vinashin, Graig and the members of the Diamond consortium.



m/v 'Graiglas'

Both vessels are now in service and reports from their operators are very favourable. Hayati Okumus, managing director of Istanbul-based Densan Shipping, says, "We are very, very happy with the ship, and looking forward to our second one. Compared to the two Diamonds we had from China this one has increased dwt, slightly lower fuel consumption and the steelwork and accommodation are better. Also the vibration has been removed, so these are far better ships than the first ones from Chinese yards."

Dilip Nair, General Manager, Fleet Management Limited, says, "We manage eight Diamonds from Chinese yards and now the first from Vietnam. These are very user friendly ships and very strong ships, built to last. Although because it was a new yard the commissioning was harder, this Vietnam-built ship has benefited from a lot of improved details."

Vinashin is to build a further twenty-seven Diamond 53s at Nam Trieu and Ha Long, and also ten Diamond 34s at Pha Rung. The entire \$1bn order programme for the innovative Diamond designs runs to 2011 at present. All the vessels were ordered by Graig to designs by Carl Bro, and will be classed by DNV and built under the supervision of Graig. And the programme will not end there. Graig, Vinashin and their Diamond partners are keen to build further on their co-operation, with further orders for upgraded 53s and 34s, possibly at new yards, and also new designs needed by the market in other sectors.

Speaking at the hand over of the first two vessels, Hugh Williams, ceo of the Graig Group, congratulated the Vietnamese government, Vinashin and the yard management and workers on their hard work and the yards' ability to absorb a new design and deliver to stringent shipbuilding quality standards. He said, "Today is a great day for all of us who care about shipping, for the shipbuilding industry in Vietnam, its position in the world shipbuilding market and for the further development of the Diamond programme. Our next key target and major step is to build on this important experience, know how and confidence together to improve productivity, to speed up and to achieve efficient series construction and timely deliveries of the subsequent vessels. This position is achievable and looking ahead we will work very hard together to ensure that we succeed."

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## The Graig Group

The Graig Group is a broad-based international shipowning and shipping services group with interests in newbuilding supervision, ship management, ship design, ship owning and ship finance.

It was one of the first marine groups from outside Asia to realise the potential to expand shipbuilding outside the traditional Asian shipbuilding countries. It has been contracted to supervise over 100 newbuildings in China, Vietnam and India on behalf of itself and major global shipowning groups. Graig provides a full one-stop service, developing innovative owner- and charterer-friendly designs such as the Diamond bulk carriers, sourcing finance, sourcing the right yard then contracting and overseeing the building of the ships. It can then go on to crew and manage the ships which it knows intimately through helping design and build them.

With 400 staff at sea and ashore Graig employs a global maritime workforce drawn from the UK, China, the Philippines, Germany, Vietnam, India and Russia and has offices in Cardiff, London, Hamburg, Shanghai and Hanoi.

Established in 1919 in Cardiff, today the Graig group is a world leader in delivering innovative projects to the shipping industry. Its staff bridge the gap between sea and shore, between east and west to bring the best in innovation, service and partnership to the global shipping industry.

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# DNV deploying expertise

DNV's maritime business development manager for Asia, Andy Westwood, has had a career at sea as an engineer and another career with DNV. But he is still capable of getting excited about a good ship.

What's special about the Diamond project is that we are helping to produce really strong, safe ships that are environmentally friendly and operationally efficient," he says. "That goes to the heart of DNV's mission. In this project, we have been able to be proactive, using our expertise at all sorts of levels, rather than our more usual role of validating the work of yards and designers."

DNV was, with Graig and designers Carl Bro, one of the founders of the Diamond project, and Andy was also one of the first into Vietnam, where the project now has over \$1bn worth of Diamonds building. "We all saw that it was getting harder to get slots in China so we went with Graig to look at Vietnam, and we have been in active co-operation with them there for the whole programme," explains Andy. "It is a challenge for class, as the yards have a lot to learn about quality and production, but at the same time it is satisfying because they want



to learn and are very co-operative. Vinashin is investing massively in training, and we are helping them, you don't often see such a willingness to invest and train. In many ways the whole Diamond project, especially in Vietnam, has been an education process. Just recently, after delivery of the first two Diamond 53s, we all went together, Graig, ourselves and Vinashin to a big post mortem on the whole process. It was very positive and we all came away feeling lessons had been learned. We can already see production speeding up, less time needed on rework and quality issues and unlike many projects where an almost confrontational atmosphere can occur, there is a genuine across the board willingness to co-operate and improve. I don't remember ever having that co-operative experience anywhere else before."

Andy says he was happy to partner Graig on the Diamond design and build project not

just because it was an opportunity for DNV to deploy its expertise directly, but also because it was clear Graig had the experience of supervising ships in yards in developing countries. "It would have been hard to make this project work without the experience of Graig's supervision teams," he says. "Our surveyors on the spot do appreciate the co-operation and expertise that Graig brings to the project at a local level. And we have an excellent link at the top level, so co-operation throughout the project is made easier."

Looking forward, Andy says the Diamond partners have been discussing new designs. "We are very keen to focus more on environmental issues and there are now some good ideas which will be incorporated in future designs," he says. "And we can get those ideas into action when we work with a good owner, a good designer and receptive yards."

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## User-friendly Diamonds please Fleet Management

**Hong Kong-based Fleet Management Limited is an independent third party ship manager with a strong focus on client satisfaction.**

Part of the Noble Group, it currently manages over 170 modern ships from offices around the globe. Dilip Nair is the General Manager, Technical & Special Projects, in charge of a mixed fleet of ships, mostly bulkers and tankers.



"We have been involved with the Diamond project since it was a few lines on a drawing board," he says. "We manage eight Diamonds from Chinese yards and now the first from Vietnam. These are very user friendly ships and very strong ships, built to last. With the Vietnamese vessel, because it was a new yard, the commissioning was harder, however this Vietnam-built ship has benefited from a lot of improved details."

Dilip knows ships, he worked his way up at sea to Chief Engineer, then worked as a superintendent before joining Fleet Management where Mr Rajvanshy, the Managing Director, has been his mentor since the Chief Engineer days. So he understands the hard realities of a bulk carrier. "These ships are good for the crew because they save a lot of time in hold cleaning and preparing. Also they are very safe for the crew, with access through the wing tanks, and little details like protected hold lighting, water and air lines down to the cargo hold make the

whole hold preparation process quicker and easier," he says. "The Vietnam ship has quite a few differences to those from China, as working with Graig we have been able to make continual small detailed changes, all of which improve the ships as they go along. The issue of vibrations has been resolved on the Vietnam ship. We have recorded 154 small improvements to the ships, and our crews appreciate that."

According to Dilip, it is senior masters from Fleet Management who normally sail on the Spar Diamond ships. "They say the manoeuvring characteristics are very good on these ships, especially at slow speed. It is good for us and good for our clients that the crews find the ships easy to operate. That way we can provide the top class management service our clients expect from us. Diamond class, really."

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## Shipbuild – reporting software

Graig has developed a new shipbuilding reporting and tracking system, Shipbuild.

The software helps yard project managers track construction and record remarks block by block and finally provides a full record of the ship's construction. At any time it will display a graphical representation of the ship's progress with a colour coded system.

Shipbuild will be rolled out to yard project managers in the second half of 2007, and will be opened up to shipowner clients in 2008. Graig managers in the yards, in Shanghai and in head office will be able to track construction wherever Graig is supervising a ship, and see remarks put in by yard personnel, while owners will have an instant reporting tool on the progress of their newbuilding. Shipbuild can cope with any ship design, and uploading of the model is simple via an Excel spread sheet detailing the blocks and machinery input.

In a separate IT development, Graig has become the first UK company to get full approval to use a print on board chart system. The ChartWorld Print on Board system allows officers to print a fully approved Admiralty chart for anywhere in the world, bang up to date, in 4 minutes. The system was trialled on the CEC Caledonia and will now be rolled out fleet wide, cutting the workload of officers maintaining the charts and also the number of charts carried to cope with varied trades of Graig's ships.

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Graig's crews deploy their skills to lift a crew boat onto CEC Caledonia for transport to Mariupol. The crew boat is almost one third the size of the CEC Caledonia.



## Greener Diamonds

Green thinking caps are on in Graig's technical department, where a MK2 Diamond handymax is being thought through.

The intention is to design a new Diamond handymax which will encompass all the feedback from the present Diamond 53 series, and at the same time improve environmental performance still further. There will be a focus on fuel and energy efficiency to

reduce the carbon footprint, with optimised engine and generator power. The possibility of full speed will be maintained while the ability to carry a larger deadweight of cargo efficiently at slightly slower speeds will significantly reduce emissions. Other green details will include outfit space and piping for ballast water treatment and for exhaust scrubbing when technology permits and an improved stern tube sealing arrangement.

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## China supervision strengthens

Graig China's supervision activities have been widened with recent contracts to supervise the building of four 3,000 dwt specialised multi purpose containerships at China's Huali yard on behalf of Danish company Shipcraft, two Diamond 34 handysize bulkers at Haida Shipyard and the building of a series of three 114,000 dwt tankers and three 163,000 dwt tankers at New Times for Greek owner MMS.

Along with the series of nine anchor handlers for Sealion at Wuchang and the panamax tankers for MMS at New Century, that brings the current number of vessels contracted for supervision in China to over 20, in addition to the 30 Diamonds building in Vietnam and the six Diamond 53s building in India.

Currently there are site teams in four Chinese yards, which will become six yards as soon as teams move into New Times yard and Huali yard. Projects under supervision include aframax and suezmax tankers, anchor handlers, bulkers and MPCVs. In Vietnam there are teams at three yards, and in India at the Hindustan yard.

The teams are built on a mixture of European, Indian, Chinese and Vietnamese staff, now numbering over 80 yard staff in total. Mentoring schemes developed in the supervision of the more than 75 ships built under Graig's supervision to date have helped develop a core of experienced project managers in China, and they in turn are developing the skills of Vietnamese supervisors.

Key additional skills include coating supervision to meet the new IMO rules, and also a plan approval and consultancy team in the Shanghai office.

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## news

- **Congratulations to Vu Huu Chiem-Hull Supervisor & Nguyen Thi Bich Loan-Secretary, who celebrated the first Graig marriage in October last year. Loan and Chiem met and fell in love while working for the site supervision team at Ha Long.** Chiem was the first Vietnamese hull supervisor there, and Loan was the secretary, and she says she fell in love while Chiem was showing her how to inspect hull blocks. They wed in a colourful ceremony with 200 guests at the Pearl Hotel in Ha Long, honeymooned in Da Lat, the City of Flowers, and both are now working at Pha Rung, whilst eagerly awaiting the birth of their first child next month.



- **Children from Nam Trieu Nursery School danced and sang at the hand over of the first Diamond vessel.** The school had benefited from a \$5000 grant from Graig to provide a clean drinking water system for the children. Nearby Tam Hung Nursery School has used a similar grant to open more classes and buy toys for the children.



- **Congratulations to Nick Owens, Environmental and Technical Co-ordinator, who has successfully completed his Diploma in Ship Management.** Nick achieved a pass with Merit for the diploma, which is provided by the National Sea Training Centre and Lloyd's Maritime Academy, congratulations also to Michael Harry Purchasing and Technical Assistant on attaining his NVQ level 3 in Business Administration.



- **All the staff at Graig's Vietnamese yard offices came together for a seminar at Cat Ba Island in June.** The event gave everyone in the fast growing Vietnamese operation a chance to put names to faces and share experiences.

# Spotlight

Bob Andrews left his native Devon and went to sea as an engineer before bulk carriers had been invented. It wasn't the sea calling, it was his interest in engineering.



**Bob Andrews**

**"I was brought up playing with spanners," he smiles. "My dad had a garage. I never thought that one day I would be playing with Diamonds instead."**

**H**e trained as a marine engineer with the New Zealand Shipping Company and worked his way up to chief engineer before working as a superintendent in the USA and then embarking on a career as an engineering consultant.

Today Bob is project manager at Nam Trieu yard, charged with overseeing the building of a dozen Diamond 53s. "This is a nice place to live and work," he says. "The people are very friendly and the yard staff

are very receptive. But it is hugely challenging too. We are building bigger ships than they have ever tackled before, and to new designs, so I get much more involved with the yard than on previous supervision jobs. That's interesting, and I have to answer a lot of questions I wouldn't normally expect. But they listen, and that is satisfying, and now we have the first ship successfully sailing. It was both satisfying and a relief to see it sail off into the sunset."

When Bob isn't building Diamonds he is at his home in the Philippines, helping his wife to build a new house. "My architect says I should stop thinking I'm building a ship," he says. "But it is hard to change mindset. The Diamond project is the biggest challenge I have faced and I'm privileged to be involved with it. I want to get things right. It is quite something to be part of building up yards and ships together, and producing a series of great ships like these."

Bob hopes to stay at Nam Trieu to see the series on its way. "This is a long term commitment but it's a nice place and I can see tangible results," he says. "I have a date in mind when I want to hang up my boiler suit, but I can cut a few Diamonds before then."

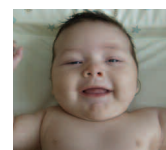
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- **More congratulations, this time on promotions.** Phil Atkinson has stepped up to the role of Group Technical Director, Ian Morgan has taken up his post as General Manager and a Director of Graig Ship Management, Steve Davis has taken over as QA/Risk Manager and David Tobin has been appointed as Company Secretary for Graig Investments Ltd.
- **Goodbye and good luck to Lee Moor who retired as QA manager at the end of May, and a special thanks to John Gorman, who was project manger at Ha Long for the first Diamond 53 built there, he has returned home to Canada.**



- **Graig isn't taking any chances over the long term supply of personnel in the Cardiff office.** Congratulations to Emma Blackmore, Group Accountant who gave birth to son Matthew Craig on 16th

- December 2006, weighing 9lb 7oz. Also to Purchasing and Technical Assistant Michael Harry whose partner Jane gave birth to daughter Sapphire Jane Nicole on 13th December 2006 weighing 8lb 6.5 oz. And last but by no means least, to Nick Owens whose partner Katie gave birth to their son Harvey Dylan on 20th May 2007 weighing in at 9lb 6oz. Three more successful launchings!



- **Congratulations to Chief Engineer Benjamin Jimenez who has been promoted to Assistant Technical Superintendent and moved into the Manila office.**

