



MARINE  
FUEL SPECIALTIES  
*Enhancing your fleet performance*

**innospec**  
fuel specialties

# MARINE FUEL WATCH

The Newsletter for Innospec Fuel Specialties | IMO 2020 Edition

## Let us help you save you time and money.

As the IMO 2020 deadline has passed, refiners, bunker suppliers, ship owners, and operators need to ensure compliance in the most cost-effective way. While choosing the cheapest compliant fuel seems logical, ensuring the switch doesn't incur additional, unexpected costs is essential. With the right strategy, you can stay compliant while avoiding costly pitfalls during the transition. Let us guide you through the process, ensuring smooth, efficient, and cost-effective compliance.

### Save Time and Over 60% in Costs with Octamar™ – The Smart Choice for VLSFO Compliance.

Cut costs by over 60% with Octamar™. Switching to Very Low Sulphur Fuel Oil (VLSFO) is essential for compliance, but cleaning tanks manually is costly and time-consuming. Traditional methods can take up to four days and cost thousands in manual labor.

In contrast, Octamar™ tank cleaning additives can clean your tanks during regular service, saving you both downtime and expense. For a 500m<sup>3</sup> tank, cleaning costs drop from \$9,000 to around \$2,300 using our proven additive solution, bypassing dockyard delays and ensuring compliance.

ULSFO – Ultra Low Sulphur Fuel Oil – 0.1%S Products containing residual / VLSFO – Very Low Sulphur Fuel Oil – 0.5%S / LSHFO – Low Sulphur Heavy Fuel Oil – 1.0%S – from 2010-15

### Smarter Fuel Efficiency Choice.

Burning Marine Gas Oil (MGO) full-time isn't viable for most vessels due to high costs. The price difference between HFO and MGO is around \$200/MT, translating to an extra \$100,000 per 500m<sup>3</sup> tank. The anticipated price gap between MGO and VLSFO is expected to push the market towards VLSFO. With over 50% of fuels expected to be VLSFO, the most cost-effective solution is to clean your tanks with Octamar™ BT-series additives, ensuring compliance without downtime or added costs.

### Cost Comparison: 500m<sup>3</sup> Tank Cleaning Solutions

MGO - 100,000USD per tank

Manual Cleaning (Singapore) - 9,000USD per tank\*

Manual Cleaning (China) - 6,000USD per tank\*

Octamar™ BT-series tank cleaning - 2,300USD per tank

\*excluding sludge disposal, barge, permission and agency fees.

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For more details on IMO 2020 and tank cleaning requirements, feel free to reach out to our sales team: [innospec@hostmostgroup.com](mailto:innospec@hostmostgroup.com)