

# *“Tori Yug”*

## **prolongs the life of a ship**

*Tori Yug” Ltd skilled ship painters, working during a sailing, provide the substantial saving for a ship owner*



*Rogov Gennady Mikhailovich is the commercial manager of “Tori Yug” Ltd, was born in 1957, graduated from Kiev Polytechnic Institute in 1979 with a degree in “Paint-and-lacquer coating technology”, after which has started working at the “Black Sea Shipyard” where has been rising from subforeman to the Board chairman of “Raduga Paint-insulation company” OJSC . At present he is commercial manager of “Tori Yug” Ltd.*



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*Rogov Gennady Mikhailovich is not required to be introduced to those who are engaged in the Ukrainian maritime field. Aircraft carriers and tankers, factory trawlers and atomic submarine floating workshops – the paint coatings were applied at all these ships by the ship painters of “Raduga” company, managed by Mr.Rogov and integrated in SJSHC “Black Sea Shipyard”. All large-scale maritime coating projects in the USSR and CIS were directed by him, which still gives ground Gennady Mikhailovich to be considered the most competent expert in his field. Unfortunately “Raduga” went into liquidation in 2012; “BSY” is in the deep stagnation situation, but the painters of the famous shipyard were not left without work, and no wonder, taking into account the workmanship of these professionals. The best of them are working now in “Tori Yug” Ltd, created with the participation of Gennady Rogov. “Shipbuilding and ship repair” journal tried to know more of the work of this company and has received the replies practically to all the questions raised.*

*- Gennady Mikhailovich, “Tori Yug” suggests to the ship owners to renew paint-and-lacquer coatings directly in the sea during the sailing today. The deck sailors seem to have coped with it successfully before. What is the advantage of your business and how far is the area to be promising which it masters?*

- Let's begin with the facts. One of the main tasks of “Tori Yug” Ltd is the coating repair in the ship's inner spaces during the sailing, mainly in the chemical tanker wing ballast tanks, which are specified especially firm requirements by the regulatory authorities. As a rule, we work at the newish motor vessels, and it can be explained. The ship owners getting the new buildings from the shipyards, hope to have a guarantee according to which the paint-and-lacquer coatings in the ballast tanks should keep its protective properties during 3-5 years. These conditions are followed formally, but the corrosion is impending after all: the first year is about 0,15% of the surface, the second year is 0,35%, and the third year is 1,10%, the fourth one is 1,50%, and the fifth one is 1,90%, and these figures are summed up. And 3,5 – 4% are added when a ship is 8-9 years. For a chemical tanker having 52000 tons deadweight the necessity of paint coat repair is meant to be made by the 9<sup>th</sup> year of sailing, which makes up 12,6% of ballast tanks surface having total area about 21000m<sup>2</sup>, which requires the docking. I think it's needless to comment the ship owners' financial cost level. The methods suggested by “Tori Yug” allows to delay the necessity of this repair essentially. According to the process reasons we can't apply coats in the

bottom ballast tanks, but we make all types of work in the wing tanks which cover half of corroded surfaces. As a result, it is 2-3 additional years of service for 8-9 year old ship. And there is a bonus which the ship owner gets when cooperating with “Tori Yug”.

*- Let's come back to the deck sailors. Why can't they make the qualitative painting of their ship?*

- One must have the special skills and abilities. The work of ship painters during the sailing is a newish business, which became possible due to the innovative paintwork materials as well as due to the integrated high-tonnage equipment for the surface cleaning and coating application. But its application requires a certain skill and is hardly available for the ordinary crewmen, who have many duties even without that.

Figuratively saying, the painting for a sailor is an additional work which must be done quickly, and it's an operating process for our professional, which has to be made skillfully subject to all technology based standards.

It's very important to understand that the task of such companies like “Tori Yug” is not to make visible repairs. In fact we bring in sailing the standard procedures of ship paint repair, which are usually made in the shore conditions, and the cost of works is turned out to be 20-25% less. The price for the whole cleaning cycle and coating application per one square meter for chemical carrier with 52000 tons deadweight, which I have mentioned already, shall be \$10,28. At the same time, 15-20 days of the ship's being at SRY can be saved. I think it's not difficult to estimate the benefit.

*- The theory of your actions is clear. And how does the work of “Tori Yug” ship painters look like in practice?*

- First the contract with the ship owner is signed, after which two or maximum three our professionals (it's impossible to place more painters on the ship) fly in any port of the world he mentions. They will have to work about four-six months. The sites and the extent of corrosive damages are defined in the inner spaces of the ship and the staging is provided. Then the surface cleaning is made: with the water first, by means of high-pressure plants, and then mechanical cleaning, if required. After the compartment ventilation and required indoor climate is made, the paint-and-lacquer coating is applied. It is made manually, by means of a brush when the corrosion spots are occasional, or with the help of airless spraying installations when the large areas are to be covered. If the painting works are suspended temporarily, by any reasons, our workers can take sailors' duties. They have all required international certificates.

*- You have to coordinate the activity of small teams distributed all over the world. How is the work of the company organized? Has “Tori Yug” managed to arrange the high-quality information channels?*

- Our company entered the market in 2011 and since then it has worked more than at 30 ships, and with the evident tendency of volume growth – we applied the coat at 13 motor vessels in 2015.

The management is made from the office in Nikolaev; all materials and equipment of the company are concentrated at a small warehouse, and it’s rather “emergency” stocks; “Tori Yug” professionals use the equipment and paints submitted by the ship owner for the obvious reasons. The efficiency of our activity is provided by the careful selection of the personnel first of all. The team is relatively small, 36 persons, but they are highly-skilled professionals having the work experience at the best shipyards of Ukraine.

There is one more criterion – total legality of work.

It’s not a secret that sometimes the ship repair contracts are signed fictitiously, from the part of some companies of African countries. “Tori Yug” makes direct contracts with the ship owner; our painters get the officially shown salary and go to the business trips with the full set of documents provided by the international legislation. The perfect fulfillment of obligations to the customer, social responsibility to the employees - these particular principles define “Tori Yug” ideology.

As to the information channels, we have provided the visualization of all phases of teams’ work. “Tori Yug” office receives regularly hundreds of high-quality digital photos which allow the experts to check all stages of coating application and give the required recommendations promptly.

*- There is a question about the prospects left. How do you see the future of the company?*

- We are going to grow of course and increase the number of personnel. At present “Tori Yug” generally works at the chemical tankers with 38-45 thousand tons deadweight; we are planning to master gas carriers, container ships and the other types of ships.

The famous Baltic shipping company was our partner in 2015, and the German and Greek companies can be added to it in 2016 – the negotiations with them are in the final stage.

The worldwide trends promote the success of our work – today more and more ship owners practice their fleet repair during the sailing. “Tori Yug” experience demonstrates the efficiency of such decision. And we hope that it will be not a novation but a tradition soon.



*Work "to" and "after" in the ballast tank of the tanker*