

TracPhone V7 and mini-VSAT Broadband help **Vadero** cut costs, enable future crew communications

Summary



Vadero Ship Management, Inc. recently outfitted the M/T *Primula* with a TracPhone V7 satellite communications system and mini-VSAT Broadband service from KVH.

Vadero Ship Management, Inc., in Sweden, recently installed a TracPhone[®] V7 with mini-VSAT BroadbandSM service on the M/T *Primula*, which carries a wide range of petroleum and chemical products. The system currently provides flexible telephone service and reliable business communications. In light of its outstanding performance, Vadero is considering adding it to new vessels and also utilizing it to offer crew communications.

Company Info

Vadero Ship Management, Inc.

Makati City, Philippines
Grebbestad, Sweden

Primary Client Base:
Ship Owning/Ship
Technical Management
Companies



M/T *Primula* Stats

M/T *Primula* carries a wide range of petroleum and chemical products. The vessel is equipped with 17 tanks and has a high ice grade. It suits almost any major port worldwide.

Builder: Lindenau GmbH
Schiffswerft & Maschinenfabrik, Kiel, Germany 1992-12

Dimensions

Length (overall): 170 m
Beam: 24.6 m
Depth to main deck: 13.5 m
Draught, max.: 10.33 m

Capacity

Deadweight at max. draught:
23433.0 tons
Cargo tanks approx: 27.147 m³
Ballast tanks: 7415 m³
Fresh water: 138 tons

Tonnage

Gross: 14332 GT
Net: 8078 NT
Service speed: 15.5 kts

Cargo systems

Number of cargo tanks: 17
Maximum number of segregations: 5

Challenges

The *Primula* has a diverse communications suite onboard that includes Inmarsat C, mini-M, and GSM systems. However, Vadero was looking for a supplementary system that could be configured to provide telephone service in all areas of the ship while offering reliable service for business communications between the ship and the office on shore. This system also had to be small and simple to install, with competitive hardware and airtime pricing.

The Solution: TracPhone V7 and mini-VSAT Broadband

At 69.5 cm high and 66.5 cm in diameter, and weighing just 27 kg, the TracPhone V7 hardware is 85% smaller by volume and 75% lighter than standard VSAT antennas. In addition, the mini-VSAT Broadband service offers mariners data rates as fast as 512 Kbps for ship-to-shore uploads and 2 Mbps for shore-to-ship uploads, creating a “cable modem” experience at sea.

“We chose the TracPhone V7 based on the size of the antenna, simplicity of installation, and competitive price for both equipment and air-time,” says Eddie Kristensson, personnel/purchase manager for Vadero.

A TracPhone V7 satellite communications antenna allows the Master of the M/T *Primula* to stay in touch with colleagues on shore from any location aboard the vessel.



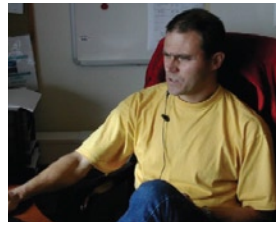
KVH TracPhone V7 with mini-VSAT Broadband Service

Installation and Integration

The TracPhone V7 also made it easy to meet Vadero's need for a small antenna and simple installation. "The installation was performed by the vessel's chief engineer and electrician," says Kristensson. "Since the antenna is so small, we were able to install and commission it during the vessel's normal operation. We had it delivered and activated onboard in less than 48 hours."

He continues, "Cordland Marine was very quick in setting up and testing our equipment [and] KVH arranged a speedy activation. Less than a week after the equipment was ordered, it was up and running onboard. The phone and Internet connections have been working to our satisfaction."

Vadero worked with Cordland Marine to install and integrate the TracPhone V7 with the ship's other systems in a way that would satisfy the need for a telephone service that is available from any place on the *Primula*. Kristensson explains, "The IP phone is a DECT (Digital Enhanced Cordless Telecommunications) with a slave sender in two positions in the vessel's staircase. This makes it possible for the Master to always stay in contact, even if walking around in the superstructure. It does not matter if he is on the bridge, in the mess room, or even in the engine control room. This gives us a very flexible system that can also be used by the chief engineer to obtain technical assistance via telephone from the control room, where no GSM phone will ever work."



Purchase manager for Vadero, Eddie Kristensson, is pleased with the performance of the TracPhone V7.

Results/Impact

According to Kristensson, the TracPhone V7 is used primarily for IP telephone and business e-mail communications, and has been working satisfactorily since the installation. The system has worked so well, and the airtime is so affordable, that Vadero is considering options to utilize it on other vessels and for purposes beyond business communications.

The company is considering increasing their use of the TracPhone V7 for crew morale purposes, in addition to its important role in the *Primula's* business communications. "We are looking into installing a card phone system, so that the crew can call home at all times, knowing that they are charged correctly, and they can easily follow their own costs," says Kristensson.



TracPhone V7 equips the M/T *Primula* with reliable, affordable VoIP service and broadband Internet access.

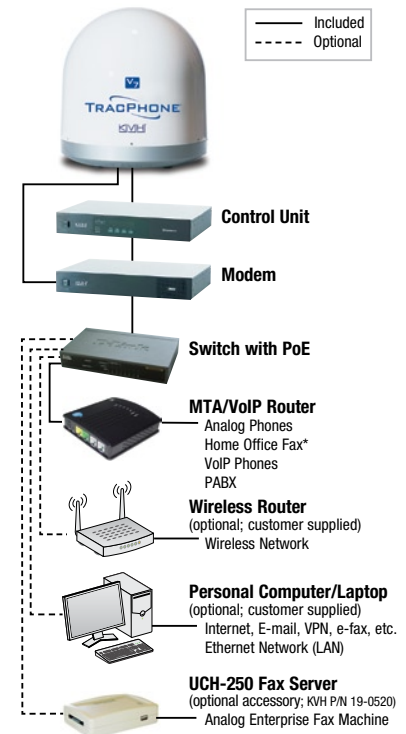
This increased usage may result in Vadero choosing a new airtime rate package. Currently, the company is using a fixed rate package with speeds up to 128 Kbps, but may require more bandwidth if the system will support both official use and crew communications. Since Vadero actually decreased its monthly communications costs by choosing the TracPhone V7, this will be easier to implement should they decide to do so.

In addition, the TracPhone V7 may find a home on additional vessels managed by Vadero Ship Management. "We have our new vessels being built, with expected delivery dates in late 2008 or 2009," says Kristensson, "and we are considering equipping each of them with mini-VSAT Broadband."

Additional Resources

Vadero's M/T *Primula*: http://www.rederi-vaderotank.se/vessels_primula.asp

KVH's TracPhone V7 for Commercial Applications: <http://www.kvh.com/products/product.asp?id=162>



* Faxing over Internet Protocol can be unreliable at times, therefore KVH highly recommends that those customers who demand an enterprise-grade fax solution should take advantage of our optional accessory – the UCH-250 Fax Server.



The KVH TracPhone V7 is 85% smaller in volume than traditional VSAT antennas, making installation significantly easier and less expensive.

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