



PDV fleet

Upgrading to HEMPASIL X3 system

HEMPEL's silicone based fouling release technology

PDV Marina — a subsidiary of Petróleos de Venezuela C.A., PDVSA, the Venezuelan state owned petroleum company— is by far the biggest formal fleet in Venezuela. The process by which this fleet was incorporated to the idea of using HEMPEL started in the year 2002. If we ask Luis Naime, Industrial & Marine Coatings, General Director —which operates as Hempel Agent for Venezuela & Curaçao—, he will tell you that we have not lost any time to acquire opportunities:

“It is very impressive for us, being a newer supplier, to become leaders in a trust. We differentiated ourselves by giving good service, good quality and maintaining our prices competitive. We worked very hard to obtain PDV Marina’s confidence. At the beginning, we started providing regular coatings. We maintained a constant supply and when the project to introduce new

technological products like HEMPASIL was feasible, we were ready to contact the HEMPEL Group and obtain support to make the deal. We are proud to be the first HEMPEL Associate in Latin American to be conducting a project that incorporated three vessels to this new technology. This is a team-work, done by us and the enormous support given by HEMPEL Americas.”

We identified PDV as a key customer in our Export Department and mobilized our network efficiently through the joint efforts by Hempel USA's Export Department, Hempel Argentina, and our distributor in Venezuela (Industrial and Marine Coatings), acting as a one HEMPASIL team and demonstrating HEMPEL's expertise and capability. This was reflected through successful presentations about the company and the HEMPASIL range, and resulted in HEMPEL clinching their first three foul-





In addition to the HEMPASIL system applied to the hull, we also supplied for their cargo tanks, top sides, and decks.

All dry dockings have taken place in Lisnave Mitrena Shipyard in Portugal. The Technical Service has been conducted by HEMPEL'S PORTUGAL TS DEPARTMENT. With a permanent Coating Adviser on-site during the whole dry docking and up to five working during the silicone application, HEMPEL obtained the total satisfaction of the owner who has expressed it many times.

Accordingly to PDVSA plans, their fleet is supposed to become one of the biggest in the continent. Today PDV Marine counts with 21 vessels and with the coming new buildings they are planning to increase it to more than 40.

ing release dry-dockings, and we are confident that there are more to come!

Until today PDV Marina has done maintenance on three of the vessels of their

fleet: BT Luisa Cáceres de Arismendi, BT Negra Hipólita and BT Manuela Saenz. The anticorrosive and HEMPASIL fouling release systems applied on their hulls are as follow:

HEMPEL is proud to have contributed in PDVSA's project in updating its fleet and we want to thank PDVSA Marine for their trust in HEMPEL products and services.

HEMPADUR MULTI-STRENGTH 45751/45753

is a self-priming, two-component, high-build, epoxy-polyamide /amine paint which cures to an abrasion and corrosion resistant coating. It is recommended as a heavy duty coating for areas exposed to abrasion and aggressive corrosive climate such as ramps, ship hulls and holds of bulk carriers. Also as a ballast tank coating for special purposes such as chemical carriers carrying hot cargoes.

B/T Luisa Cáceres de Arismendi

1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 12340
1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 50630
1 x 120	HEMPASIL NEXUS 27302 - 19990
1 x 150	HEMPASIL 77500 - 59151

B/T Negra Hipólita

1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 12340
1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 50630
1 x 120	HEMPASIL NEXUS 27302 - 19990
1 x 150	HEMPASIL XA 112 - 59151

B/T Manuela Sáenz

1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 12340
1 x 150	HEMPADUR MULTI-STRENGTH 45751 - 50630
1 x 120	HEMPASIL NEXUS 27302 - 19990
1 x 150	HEMPASIL XA 112 - 59151