

造（修）船人员业务提高实用丛书

# 修船实用英语

张晓峰 张君彦 王浩亮 刘新卓 ◆ 编著

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## 编者的话

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目前航运市场仍然处于低谷,船东们将有限的资金投入到了加强船舶日常维修、修理量虽然有所增加,但是目前中小型、大的船厂将放眼世界,承接国际大船东的修船业务。

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# 修船实用英语

## Practical English for Ship Repair

张晓峰 张君彦 王浩亮 刘新卓 编著

本书是继《与船东、验船师沟通技巧》和《造船实用英语》之后在造(修)船人员业务提高实用丛书领域的又一个作品,该书分为六篇,分别是修船概论、甲板维修工程、驾驶室设备维修工程、轮机坞修工程、船体修理工程、船舶电气设备安装工程。光盘内容包括对话录音和课文的汉语翻译。上述内容均是从实际工作中提炼出来的,分别由精通行业的专家编写。该书具体分工如下:张晓峰老师编写了第一篇修船概论、第三篇驾驶室设备维修工程;刘新卓船长编写了第二篇甲板维修工程、第六篇生活区和厨房设备维修;张君彦老师编写了第四篇轮机坞修工程;王浩亮老师编写了第五篇船舶电气设备安装工程。参加英汉、汉英互译的人员还有马正坤、王晨、李晓侠,参与纠错和润色的人员有祁凡、白洪丹、宋家修、王宏俊、郭晓辉、李海强等。本书最后由张晓峰统稿。

本书的编写在广泛调研的基础上,参考了业界的真实做法。为了既对船厂修船项目保密,又能体现的编写方法,我们在编写课文时,对典型的真实国内船厂和船名进行了虚拟化处理;在对话中,为了方便船厂工作人员使用,对船厂名称和部门名称进行了虚拟化处理。

本作品以修船人员为主,通过课文、对话、词汇、语法、翻译、阅读、写作、口语、听力、视听说、综合训练等模块,帮助修船人员提高英语水平和业务能力。本书可作为修船人员培训教材,也可作为修船人员自学教材。本书由大连海事大学出版社出版,ISBN 978-7-313-14444-4,定价:25.00元。

本书增加了汉语翻译,以便初学者理解。本书也是辽宁省社科基金项目(L14DY032)和大连海事大学校级教改项目(2016Y34)的研究成果之一。

当然,由于时间与精力有限,本书难免有不足之处,恳请各位读者给予批评和指正。我们诚挚地感谢大连海事大学图书馆、大连海事大学图书馆、大连海事大学图书馆。

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## 编者的话

目前航运市场仍然处于低谷,船东都在苦苦支撑,而造船需要大量的资金维系,船东只好将有限的资金投入为加强船舶日常维修保养和修船工程上,以期延长船舶的营运寿命。船舶维修量虽然有所增加,但是目前中小型船舶市场低迷,船厂接单量也相对减少,国内规模比较大的船厂将放眼世界,承接国际大船东的船舶维修工程。

修船是一个不同于造船的系统工程,特别是为国际大船东修船,往往会接触菲律宾式英语、印度式英语、缅甸式英语、俄罗斯式英语、东欧式英语、荷兰式英语、北欧式英语、德国式英语等带有多国口音的英语,以及比较正统的英式英语,而且船舶维修过程中存在着修船技术、修船程序、修船沟通、多元文化和习惯思维的激烈碰撞。因此市场上需要一个能够在新时代背景下,贯穿上述方面的修船实用英语。

本书是继《与船东、验船师沟通技巧》和《造船实用英语》之后在造(修)船人员业务提高实用丛书领域的又一个作品,该书分为六篇,分别是修船概论、甲板维修工程、驾驶台设备维修工程、轮机坞修工程、船舶电气设备维修、生活区和厨房设备维修。每一课都包含课文、对话和实用小知识三个部分。光盘内容包括对话录音和课文的汉语翻译。上述内容均是从实际工作中提炼出来的,分别由精通行业的专家编写。该书具体分工如下:张晓峰老师编写了第一篇修船概论、第三篇驾驶台设备维修工程;刘新卓船长编写了第二篇甲板维修工程、第六篇生活区和厨房设备维修;张君彦老师编写了第四篇轮机坞修工程;王浩亮老师编写了第五篇船舶电气设备维修。参加英汉、汉英互译的人员还有马正坤、王星、李晓侠,参与纠错和润色的人员有祁凡、白洪丹、宋淑华、王寅春、韩晓娜、张翔清等。本书最后由张晓峰统稿。

本书的编写在广泛调查研究的基础上,参考了业界的真实做法。为了既对船厂修船项目保密,又能体现出行业通常做法,我们在编写课文时,对典型的真实国内船厂和船名进行了虚拟化处理;在对话中为了方便船厂工作人员和船员使用,我们引入了真实的船厂名称和部门名称,同时对于人名和事件进行了虚拟化处理,旨在提高本书的实用性。

本作品以修船人为主线,通过课文、对话和实用小知识等力求显示我国修船业的智慧、系统和兼容性等正能量。涉及修船的英语对话的船员主要来自菲律宾、乌克兰、印度、俄罗斯、东欧等国家和地区。通过对本书的学习,读者可以了解如何与有不同意识和文化观念的人打交道。我国船员还可以通过本书了解在国外修船时如何与船厂人员打交道。

同时本书也兼容一些前瞻性的业务知识,比如航海通信中的船舶宽带设备、主机的混合润滑的做法,都是目前其他教科书中没有提及的先进内容。为了弥补由于全英文文字导致初学者感觉较难的情况,本书增加了汉语翻译版本,存放在光盘之中,以确保不同英语水平的读者都可以学习本书的内容。本书也是辽宁省社科基金项目(L14DYY032)和大连海事大学校级教改项目(2016Y34)的研究成果之一。

当然,由于时间与精力有限,本书还有很多疏漏与不足之处,恳请各位读者给予批评和指正。我们的电子邮件地址是“crewedu4ever@aliyun.com”和“2598825994@qq.com”。

张晓峰

2017年盛夏于大连海事大学心海湖畔





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## Introductions to Ship Repair

### 第1课 修船介绍

The ship repair or refit is an approach to keep the ship in good working order in the process of servicing. In common practice, the ship may suffer from wear, tear and other damage while operating at sea. For example, a ship was damaged after colliding with another ship or shore facilities. In that case, the ship needs to be repaired. The ship repair may be divided into running repair, current repair (小修), and extensive repair (检修), etc. The running repair, as the name suggested, is a repair while the ship is in normal service. That is the case when the ship suffers from minor damage. The repairers from the shipyard will be employed to repair her while she is still running for transportation. The current repair is also called annual repair (岁修). It is a kind of docking repair for deficiency rectifications found in the intermediate survey (中期检验) or an annual survey (年检). The Surveyors may recommend the repair regarding the survey and therefore the ship will be arranged for repair in accordance with the suggestions. The extensive repair is the largest scale repair amongst all the repairs. Normally the ship will be arranged for the extensive repair after 2 or 3 annual repairs. In other words, the ship must be arranged for an extensive repair within 4 to 6 years. The exceptional repair is the damage repair.



# Section 1 General Descriptions of Ship Repair

## 第 1 篇 修船概论

本篇的设计是帮助船厂熟悉修船程序、修船组织、修船合同和其他修船方面的文书。由于我国与其他国家的船厂和船东在安排修船、监督修船、组织修船等方面都略有不同,不少做法因竞争等问题还需保密。本教程在修船常识方面主要介绍各个船厂和船东的常规做法。已经熟悉修船业务的人员通过本教程可以掌握沟通技巧和修船必需的词汇或者术语,而初入行业的相关人员更可以通过本教程全面熟悉修船程序、理念、语言等诸多方面的内容。

### Lesson 1

### Introductions to Ship Repair

### 第 1 课 修船介绍

#### I. Text

The ship repair or refit is an approach to keep the ship in good working order in the process of servicing. In common practice, the ship may suffer from wear, tear and even damage while operating at sea. For example, a ship was damaged after colliding with another ship or shore facilities. In that case, the ship needs to be repaired. The ship repair may be divided into running repair, current repair(小修), and extensive repair(检修), etc. The running repair, as the name suggested, is a repair while the ship is in normal service. That is the case when the ship suffers from minor damage. The repairers from the shipyard will be employed to repair her while she is still running for transportation. The current repair is also called annual repair(岁修). It is a kind of docking repair for deficiency rectifications found in the intermediate survey(中期检验) or an annual survey(年检). The Surveyors may recommend the repair regarding the survey and therefore the ship will be arranged for repair in accordance with the suggestions. The extensive repair is the largest scale repair amongst all the repairs. Normally the ship will be arranged for the extensive repair after 2 or 3 annual repairs. In other words, the ship must be arranged for an extensive repair within 4 to 6 years. The exceptional repair is the damage repair.





### Descriptions of the Repair List

The Repair List is the basically technical documents to embody the repair requirements on behalf of the Shipowner. It may include the content of the repair, the extent of the repair, and the requirements of the repair. It is also the basis for the shipyard to estimate the work hour, make the budget, and finally sign the Repair Contract. For the Technical Support Department of the Shipowner, it is the basis to arrange the repair plan for a ship and to make a practical and economical budget. The original Repair List is made by the ship to be repaired. The Shipmaster, the Chief Officer and other Deck Officers, the Chief Engineer and other Engineers must investigate the status of the ship and collect all feedbacks according to the drawbacks and deficiencies in the operation of her. They must get familiar with all the running conditions of the critical equipment, for examples, the structure deficiencies, the navigation equipment disadvantages, the engine and auxiliary sub-standards, cargo handling facility drawbacks, communication equipment shortages, firefighting equipment imperfections, life-saving appliance flaws, antipollution equipment defects, *etc.* All crewmembers on board will be requested to review the insufficiencies, shortcomings, infractions, and blemishes of the equipment and collections of those to make the draught Repair List and the draught Repair List will be given to the Shipowner's Technical Support Department for approval. The General Chief Engineer on behalf of the Shipowner will permit the Repair List and breakdown the repair items into two categories. Most of the repair items are for the shipyard, but some items are for the self-repair during dry dock or daily maintenance. In addition, the Surveyors may also make recommendations during annual surveys, intermediate surveys, temporary surveys, damage surveys, special surveys, *etc.* Deficiencies may also be collected in the PSC and FSC inspections. All of those will also be emerged into the Repair List. The Repair List includes the following necessities, namely numbers, names of equipment or facilities, locations, the symptoms of the trouble or damages, the extents of the repairs, *etc.* The format of a Repair List includes numbers, items, symptoms and repair requirements. A sample of Repair List is demonstrated in Tab. 1-1.

Tab. 1-1 A Sample of Repair List/修船单举例

No.	Items	Symptoms and Repair Requirements
234	Cargo hold manhole covers	Upper cover to be flushed and ground cover to be punchedly marked
251	Cylinder lub. oil system of M/E	Leakage on pump to be repaired
275	CE dayroom	Two window boxes were damaged, to be renewed
314	CPP forward pump unit	The present el-motor was installed in hull No. 1678 where it was burned. Apparently it needs to be repaired by the yard and installed in hull No. 1679. Now take it ashore for drying and ready to install again. We can accept a repair if it is done by the maker and an extended guarantee to two years is granted, and other possibility is to install a complete new motor



(Continued)

No.	Items	Symptoms and Repair Requirements
321	Window boxes	Several damaged, to be renewed
326	Alternator room in F-deck	Steam trap for heater installed in wrong way, to be corrected
330	Galley	Cleaning locker damaged, to be renewed
334	Hydro extractor	Transformer box broken, timer knob missing, sealing strip to be replaced
335	Auxiliary engine	Fuel valve test pump not installed in the test room, to be installed

The repair items may be displayed in a table mentioned above or they may be demonstrated with textual words. When they are listed in textual words, they include the number, the noun or noun phrases served as the title, and the noun or noun phrases or even the entire sentence to describe the symptoms, and “to be verb + ed” to show the requirements of the repair. Sometimes those styles may be combined into one sentence or even a paragraph.

For examples:

477 E/R tank top painting. Tank top to be cleaned with chemicals or oil detergent. Result to be shown and approved by the Shipowner. Thereafter touch up with 4520-1000.

488 M/E scavenging coolers cleaning system. Missing hoses and couplings to be supplied.

496 CP propeller. Wrong way alarm according to St. Lawrence Regulations to be fitted on the bridge.

383 Acetylene/oxygen pipes. New hydro test to be carried out because modification mode on the pipelines after hydro test.

### Descriptions of Symptoms

Generally speaking, the descriptions include the following adjectives: damaged, decayed, shortened, cracked, deformed, blocked, broken, corroded, bent, decentralized, etc. Those words are used to make the repair items reasonable.

### Standards or Requirements Concerning the Repair

In response to the symptoms aforementioned, the Shipowner's party will make the acceptance check according to the following words, listed as the following infinitives: to be repaired, to be renewed, to be machined, to be polished, to be reshaped, to be welded, to be derusted, to be cleaned, to be painted, to be straightened, to be centralized, to be removed, to be calibrated, etc.

### Descriptions of the Repair Bill

The Repair Bill is a legal document made by the General Chief Engineer or responsible staff of the Technical Support Department, Chief Accountant of the Financial Department, and responsible Deputy Manager or even the General Manager. They will take the budget and number and extents of the repair items into consideration. Based on the Repair List, the Shipowner will



make a Repair Bill, and the Repair List and Repair Bill are used for negotiation with the shipyard. The Repair Contract will be made based on the Repair List and the Repair Bill. The shipyard Engineer or Accountant will also verify and calculate the expenses, including the materials to be used, the work hours, and the marginal benefits, etc. They will make a Repair Contract with the final Repair List and Repair Bill. The major difference between the Repair Bill and the Repair List is that the Repair Bill focuses on the accountant whereas the Repair List pays much attention to the quality of the repair.

### Recommendation Letters from the Surveyors

While the ship is registered in the Classification Society, the ship will be technically cared by the CS Surveyors. At the five years cycling interval, the ship will be experienced with annual surveys, intermediate surveys, class surveys, boiler surveys, damage surveys, if any, special surveys, and so forth. The Surveyors will give the technical recommendations to the ship. Normally those recommendations are in the written form and retained to the Shipmaster or even to the responsible staff of the Shipowner directly. In common practice, they may post to the shipyard as required. The example is shown in Tab. 1-2.

Tab. 1-2 A Recommendation Letter from CS Surveyor/船级社验船师建议信

To: Hyundai H. I. Company Limited

Attention: Contract Administration

Dear Sirs,

RE: Hull No. 1679—Classification Defects and Outstanding Work

The following list of outstanding work and defects concerning machinery requires attention before delivery:

1. Bilge and ballast consoles—E/R section to be tested.
2. All sounding pipe self-closing cocks in E/R to be tested and marked with nameplates.
3. Pipe passage sounding cock to be fitted.
4. Working air compressor to be tested and relief valves to be confirmed.
5. Emergency generator load to be tested and confirmed.
6. Bilge console fault on lamp BG 003 to be tested.
7. Bilge and ballast consoles correct lamp indication, many lamps extinguished during valve travel to be adjusted.
8. All M/E tachometers 97 – 113 r/min to mark red.
9. Warning plate for rate-limiting to be fitted on bridge console.
10. Fuel handle linkage for M/E:
  - (a) Confirm easy movement.
  - (b) Fit lubricator nipple in purifier room.
  - (c) Fit flexible gland in console.
  - (d) Tighten locknuts.





(Continued)

11. Cable installation in emergency generator room to be confirmed.
12. Emergency generator FO tank air vent should be fitted with anti-flush gauge.
13. Funnel doors to be fitted with bent fans:
  - (a) Fit grease nipples to hinges.
  - (b) Confirm chalk test.
  - (c) Fit warning plate "To be kept closed."
14. Boiler blow down shipside valve, fit locking plate to screwed cover and gland nut.
15. FO return tank non-return valve, as item 14.
16. Compressed air connection to CO<sub>2</sub> system fit flexible pipe and warning plate "Flexible pipe to be removed when not in use."
17. Fit high pressure gauge on CO<sub>2</sub> system.
18. Fit instruction plate on remote CO<sub>2</sub> pull box.
19. Fit nameplates on fire alarm horns and push buttons in E/R.
20. Fire alarm at FO boiler to be tested.
21. Air reducing valve and relief valve to be tested.
22. Emergency light switches in accommodation awaiting reply from Finnish Authorities. (Are switches to be removed?)
23. FO meter save-all fit scupper pipe.
24. CO<sub>2</sub> bottle levels to be confirmed.
25. Incinerator function and alarm to be tested.
26. Deck fire extinguishing:
  - (a) 2 nozzles missing (upper deck port side, fore and aft).
  - (b) Forward deck hydrant leaking.
  - (c) Isolating valve in under deck passage to be painted red.
27. Boiler CO<sub>2</sub> bottle valve handles to be fitted.
28. E/R fire hoses, two nozzles to be repaired.
29. Bow thruster, bridge wing indicator scales to be replaced.
30. Electrician cabin, wash basin lamp earth wire to be fitted.
31. Radio room vent fan mushroom vent nameplate to be fitted.
32. Fit permanent warning plate on battery locker door.
33. Battery locker air vents, remove closing appliances.
34. Gooseneck air vent on poop deck starboard aft fit nameplate.
35. Galley and forecastle light earth faults to be rectified.
36. FO and Ex. gas boiler safety valves, fit locks.
37. Exhaust gas boiler:
  - (a) Level controller drain valve outlet pipe nut leaking.
  - (b) Drain tub dish too small also lower to the grating level.
38. FO boiler safety valve drain pipe to be secured.
39. Cable pipes to spare transformers to be plugged in control room.





40. Engine room doors to be fitted with grease nipples:
  - (a) Access to the steering gear.
  - (b) Purifier room.
  - (c) Cofferdam aft of purifier room.
41. Paint E/R CO<sub>2</sub> piping red.
42. E/R, 2 panels fit drip tray above.
43. Fit shaft earthing gear and ring correctly.
44. Test. FO and DO transfer pumps auto stop/start.
45. No. 2 steering gear electric motor fit grease nipples.
46. No. 2 DO generator to be cleaned and tested under load, insulation to be replaced if necessary.
47. Auxiliary sewage pump change-over to be reconfirmed.
48. Working air compressor, belt guard to be fitted.
49. CO<sub>2</sub> room vent pipes, nameplates to be fitted.
50. Fit drain pipe to sludge tank on FO return tank vent condensate trap, without plug.
51. M/E FO low pressure alarm switch fit with orifice.

I. W. Smith (Surveyor)

On behalf of Lloyd's Register of Shipping

Most of those recommendations will be added into the Repair List, as the Surveyors are professional in judging of ship running status and structure conditions.

### Deficiencies from Port State Control or Flag State Control

It is well known that the PSC is the control of foreign ships at the coastal State port whereas the FSC is the control of national ships whenever and wherever they sail at. After the PSCs and the FSCs, the deficiencies may be picked up and recorded. The record may include the code of the aspects of the deficiencies to be drawn out and the descriptions of the deficiencies. The examples are demonstrated in Tab. 1-3.

Tab. 1-3 Deficiencies Drawn by PSCO/港口国监督检查官开列的缺陷

- 0988 Severely rusted on the main deck in the vicinity of the main mast.
- 0613 The rudder in the starboard lifeboat broken.
- 0745 Holes on the starboard watertight door.
- 0830 Wire in emergency generator cabin exposed.
- 0938 Side shell deformed/fractures in hatch coaming No. 2.
- 1541 Air in the standard magnetic compass.
- 1550 No fog bell/three all-round red lights on board.
- 0599 The passage platform on main deck corroded.
- 0650 Smoke signal for lifebuoys on bridge wings in poor condition. The lifelines on the lifebuoys kinky.
- 0615 A failure to ignite the lifeboat engine is observed.
- 0618 A failure to render immersion suits on the work site.



(Continued)

0630 Launching device malfunction and the limit switches of the lifeboat are in poor condition.	
0730 Main firefighting system to cargo hold No. 4 leaks and isolating valve seized. Some fire hoses aged.	
0915 Not clear for opening and closing indication of the fire dampers.	
0940 Ballast tank leaking.	
0983 Buckling in the web between frames No. 33 and No. 34.	
0984 Fractures in weld inner bottom plate of cargo hold holes.	
1275 The ventilator for steering house rusted seriously.	
1280 The butterfly nuts for manhole of cargo hold missing.	
1651 The signal to noise ratio for communication devices is low.	
1677 Poor maintenance for reserve power supply.	
0630 Starboard lifeboat davit:	
—overload relay for heaving motor defect.	
—limit switch not working properly.	
0650 Some lifebuoys are deteriorated and light, line, and reflective tape are not sufficient.	
0945 Emergency batteries:	
—some dry cells;	
—sealing of cells broken/charged;	
—partly not adequately charged;	
—not properly secured;	
—door not marked;	
—charge room; naked light.	
0945 Emergency generator cannot be started, and starting batteries are not maintained.	
0950 Naked/defect lights found in medical office, rope store, galley, CO <sub>2</sub> room.	
0950 Bad electric connections between refrigeration compressor, electric motor and bulkhead near elevator in the engine room.	
1540 Port and starboard wings gyro repeater-pedestal loose.	
1541 Standard compass-pedestal not properly secured.	
1581 Rudder angle indicators on bridge wings out of order.	

It is envisaged that some drawbacks are unable to be corrected by the crewmembers and those deficiencies are mainly solved at the docking repair. Therefore those severe problems will be collected in the Repair List.

### Marks on Spot

In general, there are some marks on spot before working. Those marks are used for the relative reasons. For example, the crewmembers may leave the marks to remind the repairers the repair items on spot. Alternatively, the person in charge from the shipyard may use those marks to remind the workers not to forget specific repair items. The samples of the symbols are listed in Tab. 1-4.



Tab. 1-4 Samples of Symbols in the Shipyard Practice/修船实践中的符号示例

Symbols	Meanings	Symbols	Meanings
	Renewal		Welding
	Detached		Remaking
	Detached for horizontal or vertical corrections		The point of sounding should be in 8.5 mm
	Horizontal or vertical corrections on spot		Have already checked
	Partly cut off for change		

### General Procedures for Ship Repair

The Shipowner will make a repair plan with reference to the budget and the ship will be ordered to make a checklist to form repair items. The Shipowner will collect all repair items to make a Repair List with the consultations from the Financial Department leader and the Technical Support Department leader. The Technical Support Department staff or even the Technical Support Department leader will look for an appropriate shipyard to negotiate on the repair and make the Repair Contract. The Shipowner will then inform the Shipping Department and the Shipping Department will order the ship to sail to the repair dock before the repair project starts. Then the ship is manoeuvred to the shipyard for the commencement of the repair. Prior to the repair, the Engineer from the shipyard will board the ship and verify all repair items with the crewmembers. In addition, the meeting will be held to classify the respective duties and responsibilities for the shipyard and the Shipowner, the Shipmaster, and crewmembers. The repair will be in progress and the repair project will be verified and approved by the Shipowner's representative, Shipmaster, and/or crewmembers. As long as the repair is finished, the ship will be arranged to set sail to proceed her voyage. The remaining repair fee will be remitted to the shipyard's account as per the rules laid down in the Repair Contract. There are some periods of guarantees in the Repair Contract and the Shipowner may complain on the quality of the repair.

## II. Dialogue

### Background of the Dialogue:

The first speaker, Mr. John Smith is the leader from the Technical Support Department of a shipping company. The second speaker, Mr. Edward Shorts, is a Deputy Manager of the company. They are talking about MV Utopia's repair. The third speaker, Mr. Justin Pumpkin, is the Chief Accountant of the company.





S1: Mr. Shorts, we need to arrange the docking repair for MV *Utopia*. She has experienced 20 months since her last repair.

S2: Oops, I almost forget that. Were there any deficiencies from PSC inspections?

S1: Yes, Mr. Shorts. She was drawn out several severe deficiencies and detained in Miami, USA last month, because of the poor conditions of the life-saving appliance.

S2: Okay.

S1: Mr. Shorts, this is the recommendation letter from the ABS Surveyor and he suggests the ship should be thoroughly repaired otherwise the ship won't be issued with the Renewal Certificate.

S2: That is serious, I suppose. John, please inform the Chief Accountant to come to my office now and we will discuss it.

S1: Yes, Mr. Shorts. Right away.

*(Soon after they are in the meeting.)*

S2: Justin, you are called for the docking repair of MV *Utopia*. What is the budget for the repair?

S3: There is only one million remaining for the docking repair.

S2: John, how much do we need for the repair?

S1: I have got the feedback from the Shipmaster and we calculate according to the draft Repair List. I suppose we need 5 million at the minimum.

S2: That's difficult. We need another 4 million. Where can I get the money? We can't make the money. You know every ship has her own budget. What if we give her up and purchase a new one?

S1: Mr. Shorts, we can't afford a new one, since it will take at least 200 million of US dollars for the same type of ship.

S2: What about the condition of the ship?

S1: In general, the ship is okay, Mr. Shorts. The structures are also not bad, but she has got poor maintenance.

S2: Okay, John. Can you cut down some items for self-repair or some items which are not urgent.

S1: Mr. Shorts, all repairs are necessary. If we still cut down parts of repair items, the ship is still substandard. We should be aware of this.

S2: Justin, do we have any alternative solution?

S3: Her sister ship MV *Victoria* has been sublet to Seaspan Corporation, you know. The ship doesn't need repair recently, as she is still in good working order. I recommend that there is a possibility to borrow some money from the benefits and remit to MV *Utopia*'s accountant. You know this decision should be made by the General Manager.

S2: Yes, of course. It's beyond my reach. Maybe we can get a loan from the bank. It's within the extent of my power, Justin.

S3: Yes, you know that I will be always responsible to the General Manager. John, I think





you should draw up a report to ask for loans from the bank and Mr. Shorts should sign and then I will report it to the General Manager for approval.

S2: Yes, that will be the situation.

### III. Practical Correspondence

During the docking repair, there are many correspondences via e-mail or facsimile. Tab. 1-5 is the sample of correspondence.

Tab. 1-5 Practical Correspondence on Negotiation of the Ship Repair/

修船谈判中的实际函电

Dear General Chief Engineer Harry of CMA CGM

RE: Your Inquiry on Ship Repair

RYT on your mail 20th August, 2016, we hereby confirm the lumpsum of the repair of MV CMA CGM Musset after the systematic calculation made by Chief Accountant of our shipyard. We have made a conclusion that we can accept 400,000 USD as the repair fee for the aforesaid ship repaired in China COSCO SHIPPING Corporation Limited, Dalian from November 10th to December 15th, 2016. Please check the following information.

Ship's name: CMA CGM Musset

MMSI: 24824700

Ship's type: Container ship

LOA: 246.8 metres

Breadth: 46 metres

DWTC: 16,000 TEUs

Period of repair: November 10th – December 15th, 2016

Repair fee: 400,000 USD

Dry dock: China COSCO SHIPPING Corporation Limited, Dalian, dock No.5

Number of repair items: 289 as listed in the Repair List.

We are looking forward to receiving your reply. We will confirm the following information on the aforesaid ship. If granted, we will prepare materials and working staff beforehand. Much appreciated.