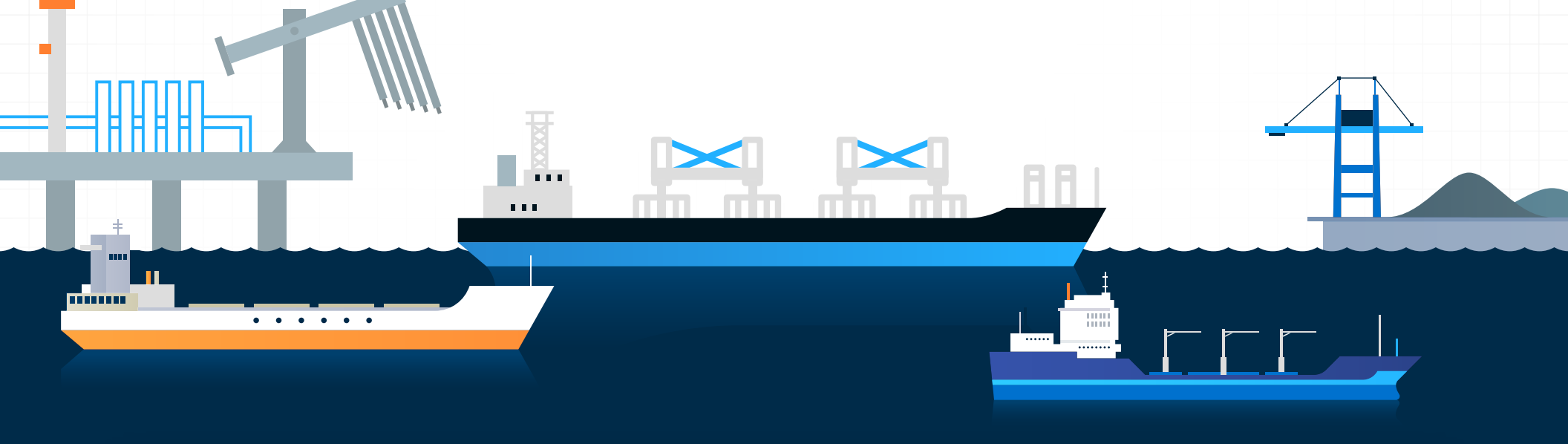


# It's Time for a Shared Standard in Dry Bulk Vessel Information

## HERE'S WHY



The tanker industry has relied on a shared vessel information standard for years. First adopted due to regulations, these standards have evolved into a powerful source of efficiency and visibility for both sides of the tanker contract.

**Isn't it time for the dry bulk industry, which represents more than half of seaborne trade, to adopt a standard of its own?**

## Did you know?

Dry bulk represents **54% OF MARITIME TRADE<sup>1</sup>**



The global dry bulk market is expected to reach **\$101 BILLION BY 2027<sup>2</sup>**

## What can tanker information standards teach the dry bulk market?

While standardized information started as a regulatory and safety initiative, today, tanker charterers and owners are also using this information to unlock important business benefits and foster a more efficient process for all stakeholders. What does this mean for dry bulk?

**If we take a look at why tankers originally adopted a shared standard vs. how they're using this information today, it becomes easy to see why dry bulk stakeholders can benefit too.**

### Then...



Enhance **safety** and mitigate **risk**.



Maintain **up-to-date** information for inspections.



Comply with **evolving regulatory** requirements.

### and now.



Improve **vessel vetting** for greater efficiency.



Understand **performance** to enhance competitive edge.

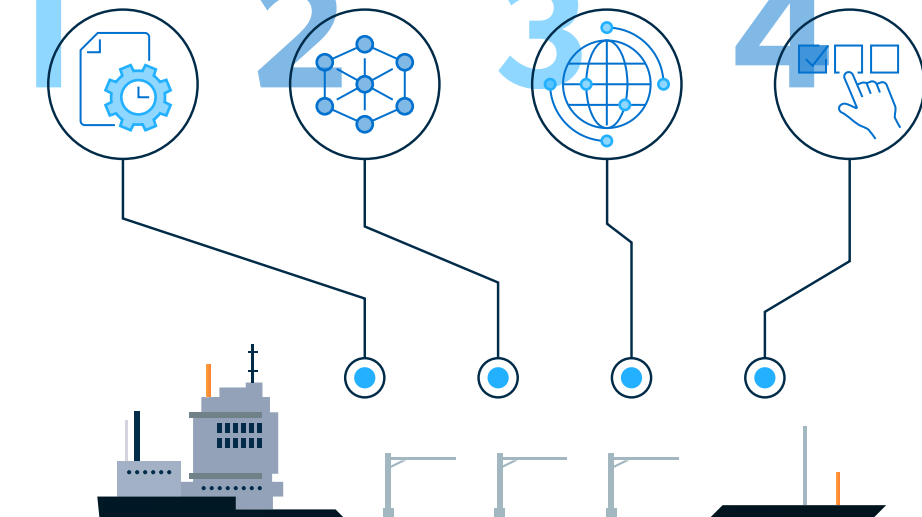


**Streamline reporting** and easily share with key stakeholders.

## How does a shared standard address dry bulk's unique challenges?

While there are many things the tanker and dry bulk industry have in common, it is important to note that the dry bulk space faces its own set of unique realities.

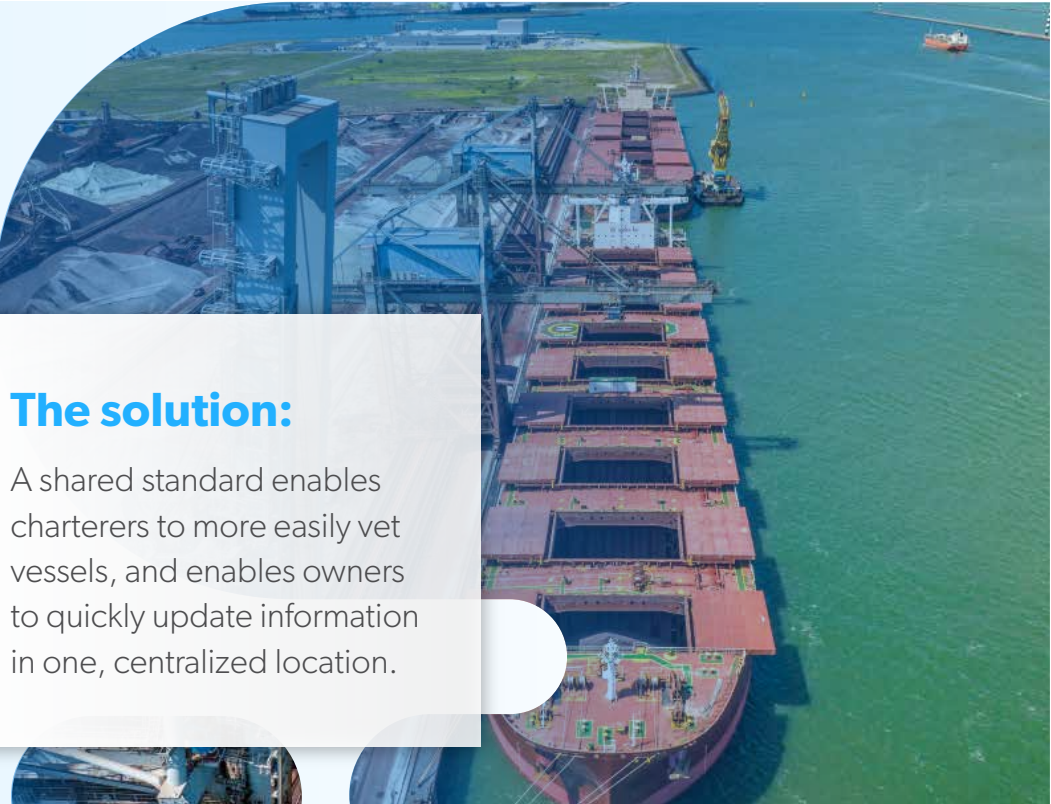
**Let's take a closer look at some of the challenges dry bulk stakeholders face to understand how a shared standard for vessel information can make all the difference.**



### 1 Pre-fixture efficiency

#### The problem:

Access to the right information at the right time is critical for dry stakeholders, but many currently pour through disparate data sources to access the decision-driving insights they need.



#### The solution:

A shared standard enables charterers to more easily vet vessels, and enables owners to quickly update information in one, centralized location.



#### The solution:

With a centralized store of vessel data and certificates, users can more easily evaluate whether a vessel can be adapted to execute a certain charter party.



### 2 Vessel versatility

#### The problem:

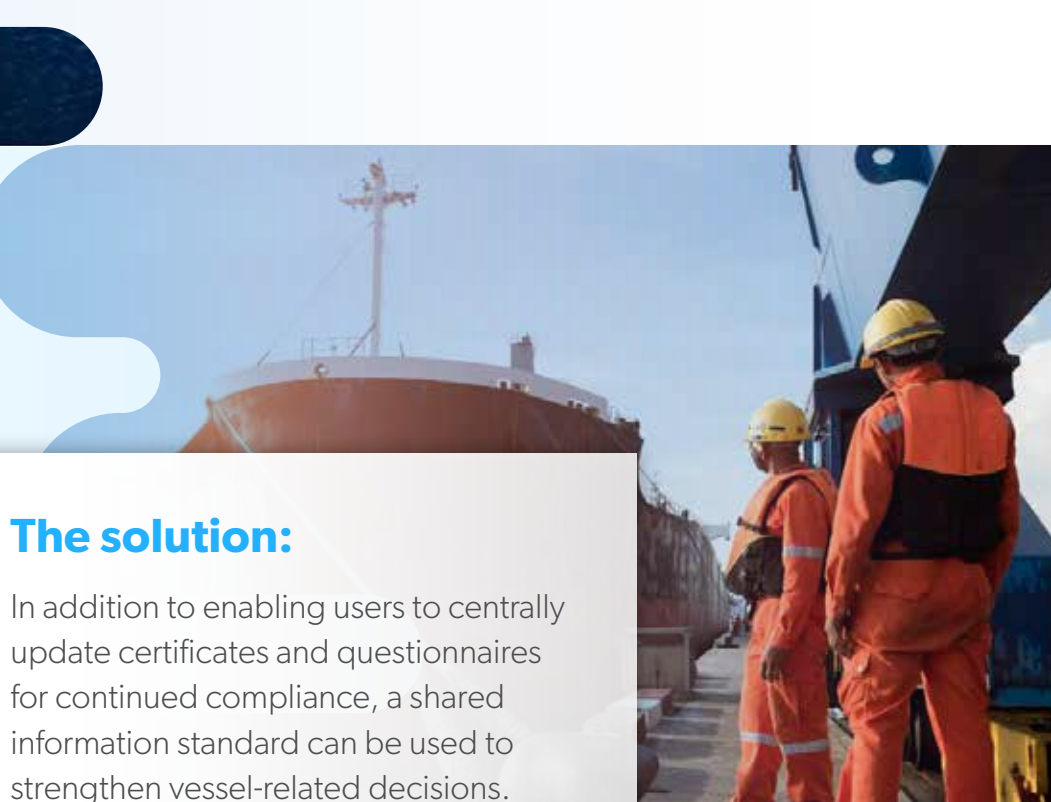
More and more, vessels can be used for different cargoes from the ones they were marketed to carry, but evaluating a vessel's suitability for a given cargo is difficult without a shared standard.



### 3 Evolving industry realities

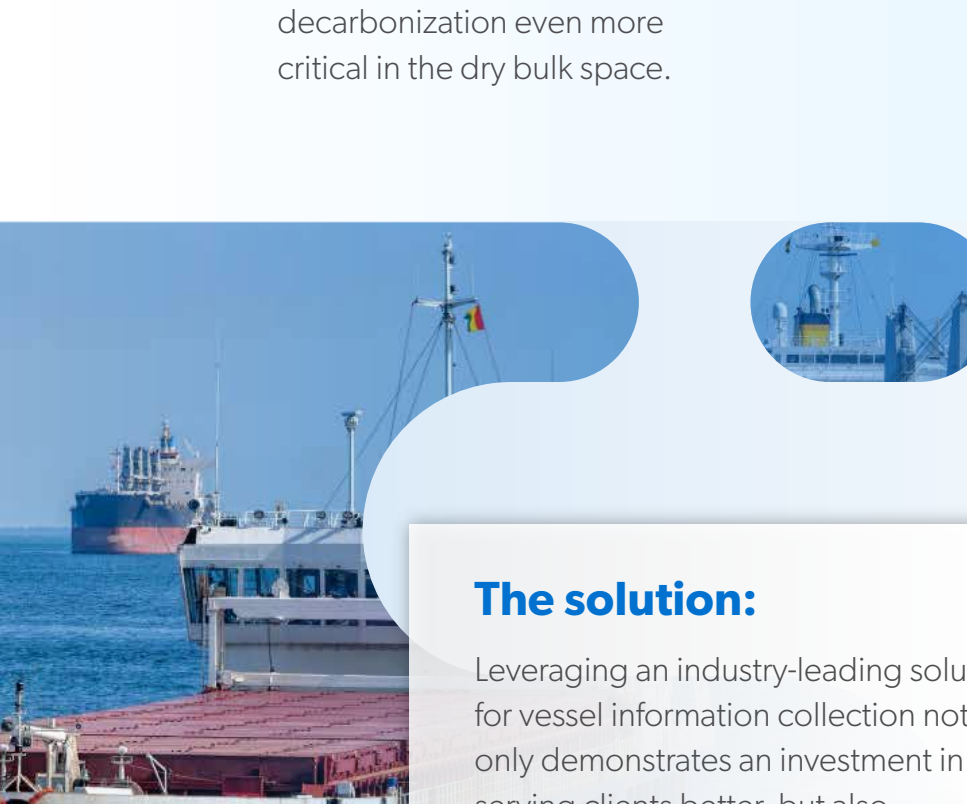
#### The problem:

High levels of volatility, a fragmented deal chain, and vastly different commodity regions make universal challenges like risk management, sanctions, and decarbonization even more critical in the dry bulk space.



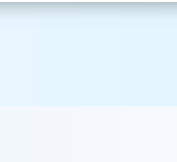
#### The solution:

In addition to enabling users to centrally update certificates and questionnaires for continued compliance, a shared information standard can be used to strengthen vessel-related decisions.



#### The solution:

Leveraging an industry-leading solution for vessel information collection not only demonstrates an investment in serving clients better, but also showcases the unique advantages of vessels within the global fleet.



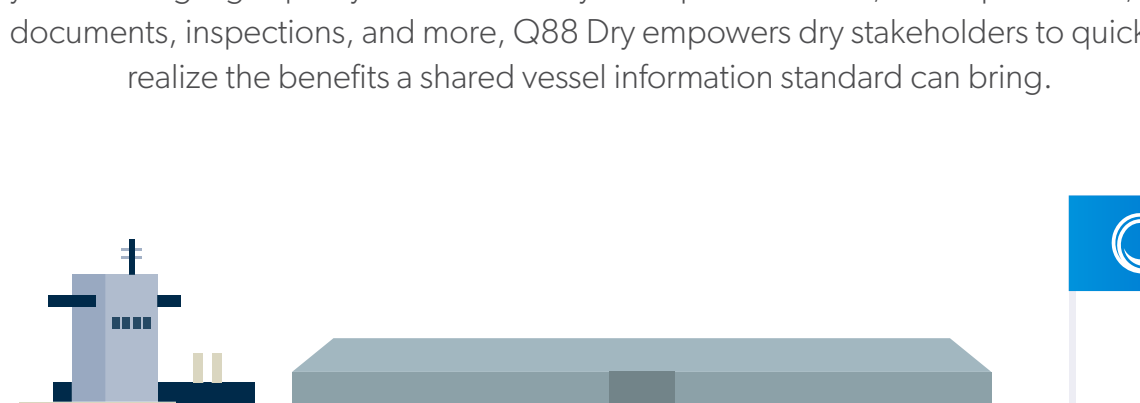
### 4 Competitive edge

#### The problem:

As the dry bulk market becomes more competitive, clients expect more from the carriers they choose to contract with, including exceptional levels of vessel performance and transparency around vessel information.

## Shaping the standard with Q88 Dry

As the industry standard for tanker information management with over 80% of the industry on board, Q88 is dedicated to bringing its expertise in document management and standardization to benefit the dry bulk market. By centralizing high-quality data around Q88 Dry questionnaire, vessel particulars, certificates, documents, inspections and more, Q88 Dry empowers dry bulk stakeholders to quickly realize the benefits a shared vessel information standard can bring.



**Ready to see how you can benefit from a shared standard for dry bulk vessel information?**

Schedule your live demo of Q88 Dry today.

[REQUEST A DEMO](#) →

1. <https://www.eagleships.com/industry/#:~:text=Drybulk,or%2070%2C000%20voyages%20per%20year>

2. <https://reports.valuates.com/market-reports/QYRE-Othe-4A274/dry-bulk-shipping>