



The Fleet Optimization Experts

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## ***Sales of Applied Weather Technology's BonVoyage System Increased By More Than 25 Percent in 2010***

*AWT Attributes Increase to Innovations in BVS 6.0 NCOM Current Data and Concerns  
about Fuel Costs and CO2 Emissions from Oceangoing Vessels*

**SUNNYVALE, Calif., September 29, 2010** – [Applied Weather Technology](#), Inc. (AWT), today announced that sales of its BonVoyage System (BVS), the world's most popular on-board system for optimizing marine voyages, increased by more than 25 percent during the past nine months.

AWT executives attribute the increase in part to innovations within [the latest release of BVS, version 6.0](#), which became available in Q4 of 2009. Another factor they cite as driving adoption of BVS are concerns about the steep rise in [bunker fuel costs](#) in the last several years, and growing awareness in the maritime shipping industry about the effectiveness of using weather- and ship-routing technology to lower fuel consumption, costs and CO2 emissions.

"BVS makes it easier than ever for Captains to chart more efficient voyages that not only save money by reducing fuel consumption, but also reduce CO2 emissions and enhance safety," said Skip Vaccarello, president and CEO for AWT. "More and more leaders in the maritime industry are realizing how significantly ship routing technology can reduce costs. In AWT studies, fleets have realized fuel savings of between 5 and 10 percent, which in some cases could amount to hundreds of thousands of dollars per year."

### **NCOM Innovation Drives Adoption of BVS 6.0, Offers New Approach to Reducing Fuel Consumption and CO2 Emissions on Coastal Routes**

Among the innovations driving adoption of BVS 6.0 are high-resolution updates of Naval Coastal Ocean Model (NCOM) data, which now allow ship Captains to view real-time

analyses and forecasts of ocean current conditions at a quarter-by-quarter degree, rather than at the generally available one-by-one degree. AWT is the only company to offer NCOM data at this level of detail and accuracy which can contribute to fuel conservation by enabling Captains to make key decisions to sail with positive currents or avoid adverse currents.

“Typically companies have leveraged weather- and ship-routing technology to enhance safety, reduce fuel consumption and carbon emissions on transoceanic voyages. Now, with BVS’s higher-resolution NCOM data, they have a new way to reduce fuel consumption and carbon emissions on coastal voyages as well,” said Richard Brown, vice president of business development for AWT.

If a fleet of 50 vessels were to save approximately one to two percent of fuel per coastal voyage by leveraging AWT’s high-resolution NCOM data, assuming 22 days at sea with average consumption of 35 metric tons (MT) per day, the average savings is 7-15 MT per vessel, per month. The resulting annual fuel reduction amounts to approximately 9,240 MT, which translates to potential savings of \$4.2 million USD per year.

BVS is used by Captains aboard more than 3,500 ships to identify the safest and most time-efficient or fuel-efficient routes to their destinations, given the latest weather and sea conditions as well as vessels’ specifications. BVS 6.0 has features designed to help ship Captains and fleet managers reduce fuel costs and curb CO2 emissions. It also provides other innovations such as 16-day forecasts updated four times daily, and 10 years of historical climate data for planning voyages longer than 16 days.

AWT estimates its routing services and BonVoyage (BVS) marine voyage optimization software save the shipping industry approximately 365,000 metric tons (MT) of fuel annually. This translates to potential cost savings of more than \$166 million USD per year and reduction of 1,162,000 MT in CO2 emissions, the equivalent of removing 258,000 cars from the road.

### **About AWT**

AWT ([www.awtworldwide.com](http://www.awtworldwide.com)) is the leading provider of fleet optimization services and onboard voyage management software designed to help ship owners, charterers, operators, fleet managers and captains identify the safest, most time-efficient or fuel-efficient routes for their fleets, as well as reduce fuel consumption, costs and carbon

emissions. AWT is focused solely on the maritime industry and staffed by world-renowned experts in ship routing, meteorology, IT, and maritime science, as well as former ship captains. Using the most sophisticated technology available, AWT routes more ships per month than any other company. Founded in 1996, AWT is privately held and headquartered in Sunnyvale, California, with worldwide offices located in the UK, Hong Kong, Shanghai, Korea, Germany, New York, and New Jersey. More information is available at [www.awtworldwide.com](http://www.awtworldwide.com) or by calling 1-408-731-8600.

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