

Marine Catering Training Consultancy

“excellence through quality training
and management”

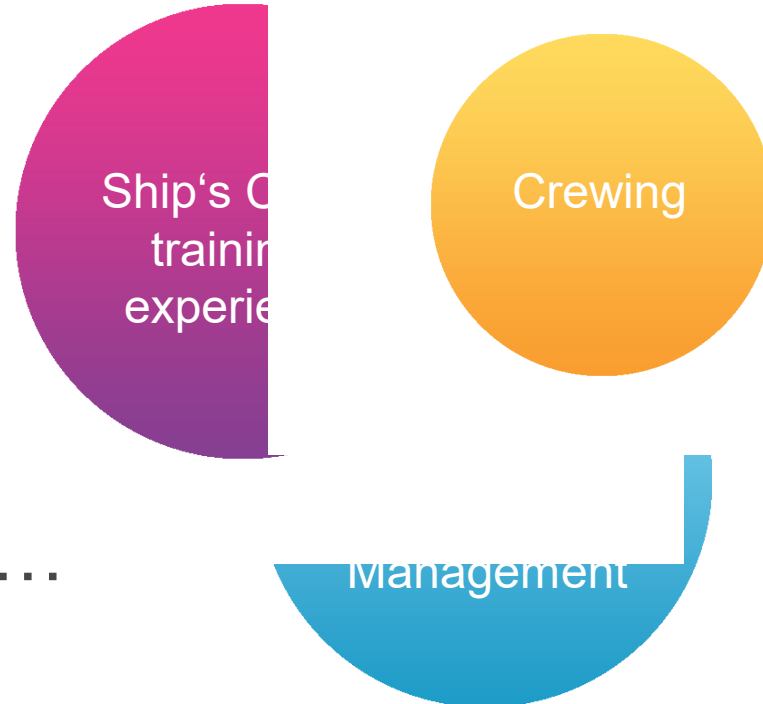
Our Offices



MCTC Marine Ltd
Headquarters
Limassol – Cyprus

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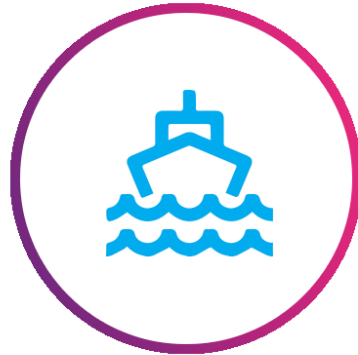
Our Background



Understanding the needs...

Business Case

- achieving cost savings onboard while improving quality and hygiene
- real catering management scenarios
- impact on crew moral, retention rate and reduced number of "food-related diseases"



Basis of 25 vessels

Situational Analysis

Studies show that 40% of our food is wasted annually. Taking into consideration 20 % for the shipping industry.

The average product yield is 15%

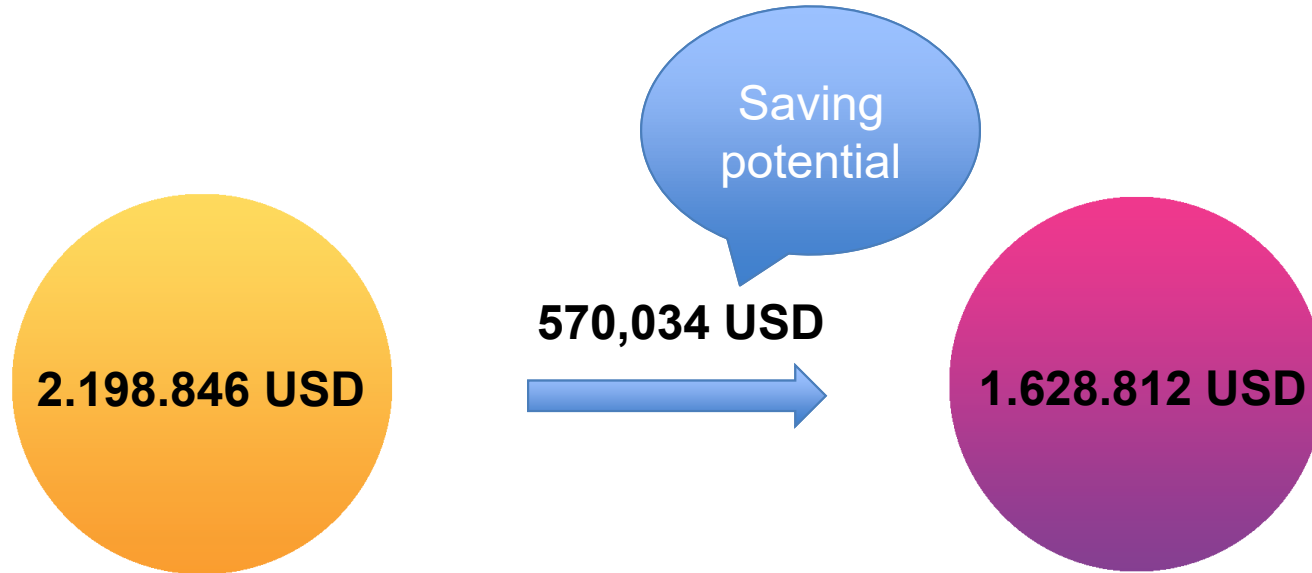
Dismissals due to non performing crew add expenses as well as manning agency employment fee

Increase in P&I cases

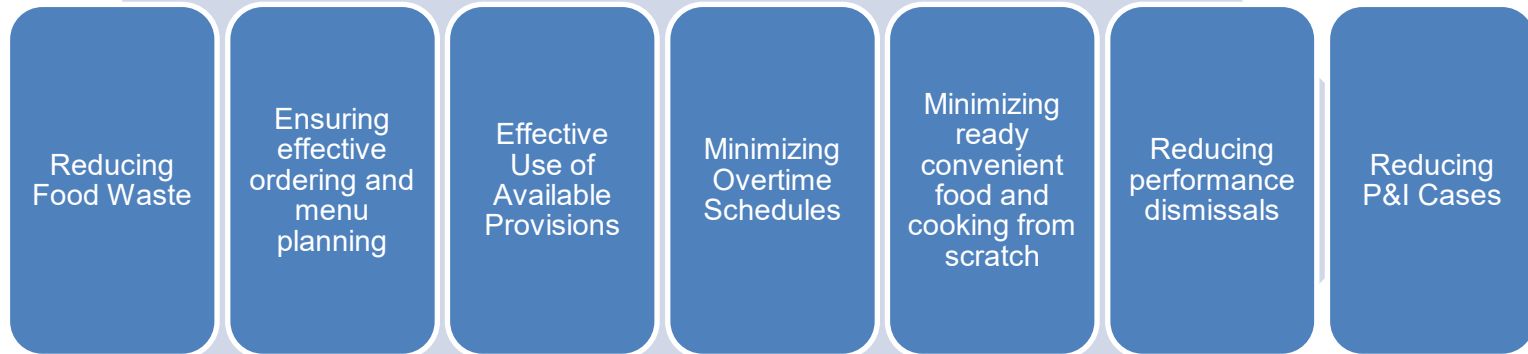
OPERATIONAL COSTS

$$\begin{aligned} &8,50 \text{ USD} \times 21 \text{ crew} \times 365 \text{ days} \times 25 \text{ vessels} = 1.628.812 \text{ USD} \\ &1.628.812 \text{ USD} = 2.198.846 \text{ USD} \\ &2.198.846 \text{ USD} = 11,46 \text{ USD} \end{aligned}$$

Target



7 ways to ensure optimization and ROI



Reducing Food Waste

Challenge:

- Lack in Food Handling and Processing
- Defrosting methods
- Trimming and Cooking losses
- Over calculation

Solution:

- Catering Competency Development Program

Ensuring effective ordering and menu planning

Challenge:

- Unnecessary extended provision lists
- Knowing your product, i.e which item should be used for what
- Lack of weekly menus

Solution:

- Catering Competency Development Program
- Weekly Menus Development
- GMS (Galley Management System)

Effective Use of Available Provisions



Challenge:

- Using wrong provision items for dishes
- Optimization of the provisions

Solution:

- Catering Competency Development Program
- Distance coaching – man to man support based on the vessels current inventory
- Weekly Menus Development

Balancing Overtime Schedule



Challenge:

- Lack of time management
- Unnecessary overtime payments

Solution:

- Daily working schedule
- Catering Competency Development Program
- GMS (Plan for the day)

Reducing Performance Dismissals/ Ensuring High Retention Rates

Challenge:

- No proper assessments prior embarkation
- Lack of basic knowledge
- Low retention rates

Solution:

- Trade Tests - Catering Competency Development Program
- Motivation through personal coaching (briefings/ distance coaching/ consultancy)

Minimizing Ready Convenient Food and Cooking from Scratch



Challenge:

- Excessive ordering of ready convenient foods
- Unhealthy items – high level of preservatives

Solution:

- Cooking from scratch
- Access to international recipes
- Catering Competency Development Program
- GMS (Galley Management System)

Reducing P&I cases

Challenge:

- Lack of awareness on healthy eating habits
- Using unhealthy cooking methods

Solution:

- Increase awareness
- Cooking from scratch
- Using the correct cooking methods
- Catering Competency Development Program – 365 Healthy Days
- GMS (Galley Management System)

Healthy Cooking Workshop for Seafarers Families



Food Related Conditions

Reference: Seafarers Family Health Insurance Report – Philippines

- The lifestyle diseases identified in the top list include Diabetes Mellitus, Hypertension, Dyslipidemia, Gouty Arthritis and Cholelithiasis and Calculus Cholecystitis. These medical conditions are most commonly caused by certain unnecessary but controllable risk factors such as poor diet, physical inactivity, smoking, or excessive alcohol drinking. Among all the conditions identified in the top list, the above-mentioned conditions are ones that warrant massive intervention through raising of awareness and other wellness initiatives due to the fact that, aside from having controllable/modifiable risk factors, these conditions may lead to further severe complications if not managed properly.

Real Scenarios

#1

Dear Chef Kyriacos,

Hi Sir! How are you? sorry for replying late, it's just that we were so busy with work and i had forgotten checking my mail..

Thank you for encouraging me to push my skills, i appreciate your words Sir it makes me inspired despite what happened to the company. Yes, Sir i still do my best at work even if the workload has doubled.. Yes i have been observant at work and in assisting our Chief Cook..

By the way Sir, right now I am currently working as acting chief cook for xxxxxxxx ,my 4th day today.Our chief cook will be sent home on October 19 due to health reason.

I am happy with the big trust that my co workers are giving me they said I deserved to be promoted. How I wish Sir that this will be the first step in reaching the next level. How I wish it is real not only acting because I feel that I can do the job.

I appreciate the support I am getting from my co-workers here, your recommendation will be highly appreciated too Sir.

Thank you for giving time to read my mails Sir.

God bless you and your family as well..

Sincerely,

Richard B. Balido

#2

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	AVERAGE
	15,00	16,37	13,92	13,00	11,28	13,16	12,71	12,12	10,37				13,10
	13,75	11,84	15,23	12,60	12,93	12,07	12,57	12,54	12,50				12,89
	11,47	11,94	10,40	10,97	11,54	11,54	13,61	12,71	11,41				11,73
	12,27	12,24	10,66	12,08	11,11	10,51	9,80	8,09	10,37				10,79
	10,97	10,94	12,69	12,77	10,16	12,67	9,88	11,10	11,30				11,39
TOTAL	12,15	12,34	12,21	12,28	11,57	11,76	11,55	11,44	11,28				11,84



Catering Competency Development Programme

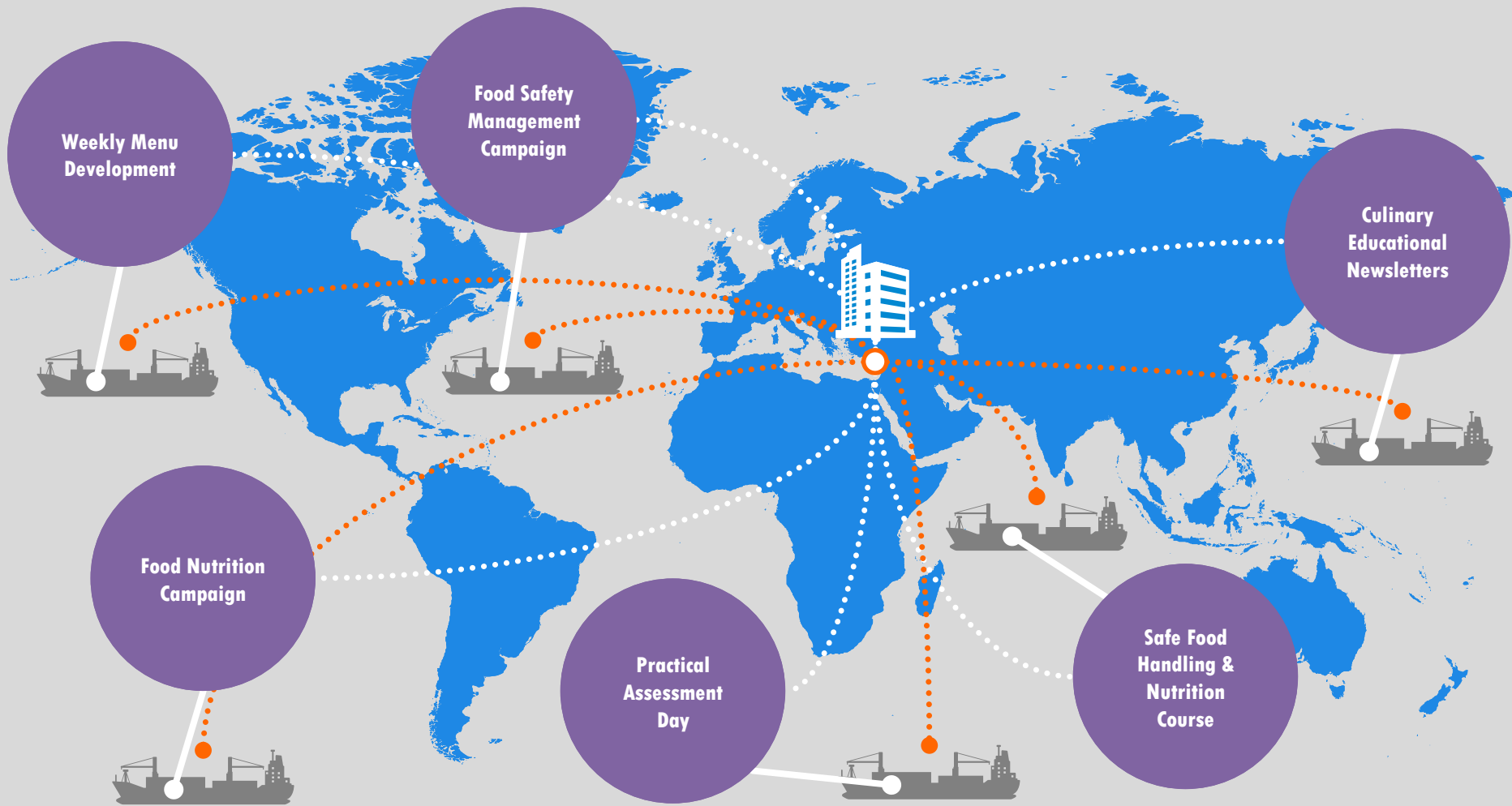
Selection
& Development

On Board
Training

Monitoring

Reporting

Results /
Competency





Galley Management System (GMS)

Recipe
Management

Health and
Nutrition
Management

Weekly Menu
Management

Catering
Management

Plan for the Day

A Shipowners View



Project Commencement: 2015 / 2016

Exposure: 30 vessels (incl. 22 Chemical Tanker in European Short Sea Trade)

- Activities:
1. Catering Competency Development Program
 2. Specialized Onshore Upgrading Courses (“How to effectively run a small galley”)
 3. Extensive Onboard Visits
 4. Career Development & Planning of Galley Staff
 5. Assistance on the Selection & Recruitment of Galley Staff (Competence Assessment)
 6. Specialized Briefings / Debriefings of Galley Staff with Target Settings / Follow up
 7. Family Workshops for Seafarers Family Health Awareness

- Long Term Initiative to retain a High Crew Retention Rate, improve Crew Welfare & Catering Standards with a competitive Provision Rate



MCTC
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Thank you

Any Questions?