



RESEAWORLD - THE NEXT GENERATION

World Bunkering sat down with Valeria Sessa of Reseaword to see how they are adapting and thriving in the current climate

W **B: How was 2020 for Reseaword? How did the covid situation and the fall of oil prices affect your business?**

VS: 2020 has been a complex and tremendously difficult year for the entire world and our sector has certainly faced a great strain due to the pandemic. Despite everything, our year, work-wise has gone better than we expected.

The covid situation did not bend our volume of business. On the contrary, the decrease in the price of fuel oil created a greater purchasing power and, consequently, gave our Shipowners the possibility to buy at better prices.

The shipping industry guaranteed the supply of raw materials and essential goods and, despite the difficulties of this year, continuously produced results of enormous efficiency in order to satisfy customers and citizens worldwide.

I believe that due to the high quality standards of the maritime sector its made it possible to maintain the essential services we offer, in spite of all the difficult times we are all facing.

WB: Did new 2020 regulations have any effect on bunkering in your region?

VS: From the beginning of January 2020 the new regulations deciding the change of the level of allowed emission of sulphur in the atmosphere from 3.5 to 0.5. This created strong uncertainties at first regarding price trends and the availability of products that respect these parameters.

Our efforts concentrated solely on supporting our clients, developing the best solutions in terms of availability of product demanded at the best price possible in different ports and geographical areas.

Synergies with physical suppliers and the comprehensive knowledge of our region made it possible for us to give prompt answers/ solutions to our clients.



Giovanni Battista Della Gatta



In light of these new regulations that benefit the environmental impact of our sector, more green alternatives are also being evaluated in Italy. New alternative sources are being developed such as LNG, Hydrogen and electrification of docks.

From the larger discussion of the environmental impact of our actions, we have gained awareness that even the smallest actions are fundamental to make a change towards green sustainability. For this reason we have decided to make our offices plastic free and gifted our employees personal stainless steel water bottles while also extending this idea to our clients and suppliers. It is important for everyone to do their part, however small it may seem.

WB: With all shipping and bunkering events and exhibitions cancelled and business travel limited in 2021, did you find IBIA activity helpful during the covid crisis?

VS: Yes, very much so. IBIA's activities, as an association, have been of immense support in this historical moment.

This network and its activities has done an important job in keeping the spirit of IBIA and sense of belonging it creates as strong as ever, giving all of its members the possibility to stay informed and discuss topics.

WB: How was the start of the year 2021 for Reseaworld and what are the plans for this year?

VS: Our vision for this new year is to be positive and we are hopeful for a comeback for all shipping and economic activities.

Despite the moment we believe our relations and skillset, linked to the culture of shipping and trust, are the essential elements to survive in our sector.

Our company is young and finds its strength in a young team, rooted in an important past that grows in the present and looks towards the future with great confidence and positivity.

Our goal for 2021 is to develop our activity in the oil lubricant sector to amplify our range of products offered while guaranteeing our current high quality performance.

We plan to better our business quality by obtaining new certifications, in addition to ISO 9001:2015, such as the Safety Management System and Ethical Code certifications required by Italian law.

We are also evaluating collaborations with universities and institutions, paving the way for future projects to be born.

WB: Your company faces tough competition in this volatile market. What is the key to success in running a family business in bunkering?

VS: A family activity is always a guaranteed success when you are able to trust the younger generation to "steer the vessel" in the right direction - with trust and a great sense of responsibility.

I am particularly proud of my three children.

My daughter Luciana is my right hand bunker trader whereas my other daughter Alberta will be joining us when she completes her studies in Economics of the Sea.

My son Giovanni gained experience abroad and decided to return home and work with us at the beginning of the year. Trusting the younger generation means having a positive vision towards the future, new skills and new perspectives.

We take pride in our company culture at Reseaworld, this translates in culture of the sea, history and a tradition that cannot be imitated.

Our experience from the past is transformed in accordance with the times, making the present the future, day by day.

In light of my strong belief in the value of the younger generation, this year I will be working on the creation of a scholarship that will give the students of my old highschool the possibility, starting from the sea, to travel and broaden their horizons in the necessary manner to prepare for the future. The idea is to underline the importance of learning from different cultures and heritages.

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