

60 “Classy” years in the industry

Celebrating its 60th anniversary this year, the well-established class institution of the sector, Türk Loydu Foundation, is frequently mentioned in

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Cem Melikoğlu

“We work on the development and integration of innovative technologies”

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Ferhat Acuner

TURK Marinews

September 2022

www.turkmarinews.com

We continue to grow our fleet



Yaman Şen

YMN Tanker is managed by Yaman Şen, a young, dynamic and innovative businessman. Şen, one of the new generation managers of Turkish maritime, is one of our sailors who see the future today and prepare plans. His plans include the maritime sector, which changes globally, the possible course of socio-political developments, and the rise of issues such as technology and the environment. We talked with Şen, whose name we believe we will hear a lot in the future of our industry, about the establishment of YMN Tanker and its goals for the future. **PAGE → 6**

Uzmar, Turkey's most modern and innovative



Ahmet Noyan Altuğ

Uzmar Chairman of the Board Ahmet Noyan Altuğ said, “As a company that has delivered more than 200 sea vehicles to 25 countries on six continents, we are proud of being a Turkish shipyard that is especially preferred by world-renowned operators for their signature projects.” **PAGE → 10**



Semih Etyemez

The route of the global maritime industry is turning to Istanbul

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AVS strengthens with its new partner Nordic Hamburg

Şimşek, Chairman of the Board of Directors of AVS Global Supply, strengthened with the strategic partnership they made with Nordic Hamburg, which has been providing ship and crew management, commercial leasing, project development, commercial management, new construction and corporate services in the German maritime sector since 2006. He said that they took a serious step towards becoming a global brand. **PAGE → 4**



Abdülvahit Şimşek



Adem Kocadağ

Economic & Employment Contribution of Maritime Sector (Blue Motherland/ Blue Economy/Blue Employment) at TÜRKİYE

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Abdülvahit Şimşek, Chairman of the Board of Directors of AVS Global Supply, gave information about their partnership with German Nordic Hamburg. Şimşek said, "AVS is a company that has invested in different areas of the maritime industry for more than 37 years and is taking firm steps towards becoming a global brand in the field of ship supply and management. AVS Global Supply, which provides services in the field of global ship supply, technical supply and management, on/offshore and commercial ships catering, software development in the maritime sector with its staff of approximately 400 people, also operates a maritime school that provides trained personnel for the sector. It continues its global trade in 100 countries and more than 1700 ports. With this strategic partnership, when the ships in the Nordic Hamburg pool are also considered, the number of ships served by AVS will increase and it will provide a serious acceleration in terms of purchasing volume, logistics capabilities and financial strength. In this sense, AVS has taken a serious step towards its goal of becoming a global brand. Nordic Hamburg has been providing ship and crew management, commercial chartering, project development, commercial management, newbuilding and corporate services in the German maritime industry since 2006, managing around 100 ships and employing 5,000 people on land and sea projects."

Strong steps were taken with the agreement

Şimşek, who talked about the global impact of the partnership of these two strong companies and the benefits for the Turkish maritime industry, said, "With this cooperation, strong steps have been taken in order to transform the value-added services that will be created by the new business plans determined by the two companies into an international value. The primary target within this partnership structure established by two organizations operating in the German and Turkish maritime sector; to make more deep-



Abdülvahit Şimşek

rooted investments in the sector and to increase its share in the world market. Especially, this investment in AVS, considering the ships in the Nordic Hamburg pool, will increase the number of ships served by the company and will provide a serious acceleration in terms of purchasing volume, logistics capabilities and financial strength. On the other hand, another of the objectives of the structuring is to create different job opportunities in the world's waters for the sailors of our country, which is particularly lucky in terms of young population, and to ensure that they take a greater place in the market. In particular, projects are being developed to employ maritime students studying at our current universities and seafaring people of the future, as personnel trained in the world maritime industry, who are educated within the

Ekol Maritime Training Center, which is one of the AVS investments."

AVS has grown rapidly in the last 10 years

Evaluating the success of his company in the international arena, Şimşek said, "We are a company that analyzes the market well, realizes the needs, has a global vision and tries to fill these gaps in the most effective and fast way. Although AVS has a long history, it has taken a big step by renewing its global vision in the last 10 years. We may be one of the fastest growing companies, but there are companies that are 30-40 years old and have a higher market share than us. If we continue on the road with this speed and this dynamism, which we aim to do, we can really be among the top 5 in this sector in the next 5 years. But I believe that this is a faster and more reliable approach with the synergy of foreign partners or foreign companies that have proven themselves in the sector, who read and know the market well, recognize the needs quickly and try to produce fast solutions and develop new products accordingly. I think we should continue on the way to become a Turkish brand".

Our center is Istanbul, our target is the whole world.

Şimşek said, "Our head office is in Istanbul. In addition to our events completed in Singapore, Greece and Germany outside of Istanbul, we initially provide staffing in India, China, Japan and the Middle East. The plan to be close to suppliers and customers in these regions is managed in parallel with our business plans. If we look at Nordic Hamburg

specifically, it has offices and activities in Singapore, the Philippines, Odessa and Ukraine, apart from Germany."

We make special efforts to participate in such fairs

Şimşek, who also gave information about his works for the SMM Hamburg fair, said, "We are making a special effort to participate in the fairs organized in geographies where we have access to both Turkey and all geographies of the world, where we have a density of customers and suppliers. Although the distances are close through digital channels, we must accept that such organizations are high-performance meetings in order to develop contacts and bilateral relations and to follow the sector closely. Especially after the pandemic conditions, this has become even more valuable. As before every fair, we will have bilateral meetings with our customers in SMM Hamburg. Of course, participating in the fair with a stand is another issue that needs to be managed in terms of our visitor density. As those who know our brand closely know very well, our stands always attract great attention in both domestic and international fairs. This year, SMM Hamburg has another significance for us. As AVS, we have declared 2022 as the year of digitization of all companies we serve, with our project partner 365 Teknoloji, with whom we meet the needs of the industry in the field of digitalization. In these days when digital transformation and climate change are talked about frequently, I believe that putting these issues at the center of SMM Hamburg will be effective in the awareness of all of us after the fair."

