

SHIP

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MANAGEMENT

I N T E R N A T I O N A L



Türkiye's influence
on the rise

Q AND A



with Mr Vahit Şimşek, Chairman of Istanbul-headquartered AVS Global

SMI:) Please describe the scope of activities of the AVS Group.

AVS Global as a company has been investing in various segments of the maritime industry for over 37 years and is taking firm steps towards becoming a global brand in ship supply and management.

AVS Global provides services worldwide: technical supply and management, provisions, catering services (victualling), on/offshore and commercial ships, offshore housekeeping, logistics, trading, software specifically catering for the needs of the maritime sector and owns/administers Ekol Maritime Training Centre that trains international seafarers.

The company is headquartered in Istanbul with affiliates in Germany, India, China, Japan and the Middle East and AVS Corporations in Singapore, Hong Kong, Greece and Holland, which is essential to our operations that require proximity of location to our customers and suppliers alike.

Global operations are conducted in 126 countries through 1,500 ports/locations serving +800 vessels/month. Our covered 3,500m² warehouse is located centrally at AVS Global in Istanbul that provides ease of access to all ports in Turkey.

AVS Global entered into a strategic Partnership with a major Germany shipping company in the second half of this year. The German company is a full-service ship owning company with offices in Hamburg-Singapore-Hong Kong-Odessa-Manila and a team of experts provides services as: technical and crew management – commercial and corporate management –

newbuild and project development services. Our Partnership will remodel our value-added services. Our primary target with the establishment of the new structure will be the acceleration of purchasing volumes, logistic capabilities and financial strength that will reflect our standing and share in the world market as a global brand.

SMI:) How has your business been affected by the Covid pandemic, global supply chain disruption and more recently the Russia-Ukraine conflict?

As is known, the pandemic effected the world; however, it is interesting that such an event can be apportioned within a time frame where a crisis is turned into an opportunity; for not only our company but also for our geography. In particular, our commercial structure was affected very positively as the Turkish government's policies did not impose substantial restrictions for businesses and the maritime sector bearing in mind Turkey's geographical location as a "transit country". Turkey and especially Istanbul become a hub for businesses; specifically in regards to those in the supply chain relocating offices when the conflict between Russia-Ukraine erupted.

The economic imbalance in the world is a global problem rather than a local one, but the situation has greatly increased the market share in Turkey. It is possible to say that as a country, we have turned the crisis into an "opportunity".

Distinct maritime issues became apparent due to the Russian-Ukraine conflict; as an example, only 80,000 out of 120,000

seafarers are currently in active service; our target should be to reach 500,000 to 1 million seafarers. It will be possible to achieve such a goal by coordinating and developing policies together with the government to increase employment and export services.

SMI:) Would you say that Turkish shipping is on the rise if so why?

Having previously been ranked in the 20s, Turkish maritime is conceivably experiencing a heightened period where it has achieved a serious rise and is currently maintaining its 15th position with a five fold increase in cargo volume. Turkish shipowners have placed significant new construction orders. Furthermore, Turkey has once again regained its stance as the focus of new buildings. It can at times be demanding to secure a slot due to the current newbuilding, repair and maintenance assignments at Turkish shipyards which demonstrates that the yards are at near to maximum capacity. The Russian-Ukraine crisis has directed investors to Turkey which equates to market growth. On the other hand, Turkey has a young population and interest of the younger generation in the maritime sector is increasing each day as is the share of Turkish seafarers in the world market in line with the elevated quality of education received.

SMI:) Do you have any other points that you would like to bring to the attention of SMI readers?

As a consequence of our Partnership, the direction and structure of the company's investments in Turkey has focused to fill the professional ship management gap that exists in our country; as such, our partner is resolute in its decision and is advancing its investment plans in line thereto. We would like to announce through your publication that we will make an assertive entry into the ship management market in Turkey with a brand new vision in 2023.

Thank you very much for your time, Mr Şimşek. ●