

TURSSA elects new board of directors

The Turkey Ship Suppliers Association (TURSSA) has held its fourth ordinary general assembly meeting at the Sheraton Hotel, İstanbul, and started 2012 with a newly elected Board of Directors - which features George Saris as President, Abdulvahit Şimşek as Executive Vice President, Osman Bilgin as Secretary General, İbrahim Mete as Treasure and Hakan Doğan Kayalı as Board Member.

The association which was formed in 2004, has seen its membership grow from 16 founding members to its current membership of 29. As Mr Saris confirmed at the meeting, Turkey remains a strategically important location for international trade, particularly as the Dardanelles and Bosphorus straits serve as a vital link between the Mediterranean and the Black Sea.



As Mr. Saris noted, the main objective for the Management Board of TURSSA will be to liberate the ship supply industry from current procedural inconveniences, while increasing the global competitiveness of Turkish suppliers, aiming for Turkey to become one of the world's main supply ports. Mr Saris said TURSSA will focus on the compliance with and implementation of EU regulations of relevance to the industry and will take a more active role in OCEAN meetings.

"TURSSA will try to find solutions, in order to simplify the documentation and administration procedures of customs, tax, veterinarian and port authorities, in order to provide fast, quality and competitive services to vessels passing through Turkish waters. By creating solidarity, dialogue and synergy among the members, the Turkish ship supply industry will move forward and increase its contribution to the Turkish economy," Mr. Saris added.

Mr. Saris concluded by noting how TURSSA has advanced a great deal since its formation to become a platform where all members share a professional understanding of the supply business and meet to discuss important issues and create value for everyone. "We believe the future is bright for the Turkish ship supply industry in terms of competitiveness and operational efficiency and in the new period our management team will do its part properly to make it happen" Mr Sairs said.

Global success for Turkish ship supplier

Turkish company AVS Global Ship Supply says despite the gloomy economy it is going from strength to strength building up a solid international customer base.

Marking 10 years in business last year, founder Vahit ŞİMŞEK, whose family has been involved in ship supply since 1976, said the company had achieved its two main ambitions - to serve the supply needs of its customers internationally and to establish mutually beneficial, long term partnerships with ship chandlers around the world.

Initially established to serve the supply need of Turkish ship owners in international ports, AVS Global Ship Supply currently serves 160 fleets in over 90 countries.

"When you have the trust of a customer base that been building for more than 35 years, you are bound to get asked for assistance when it comes to recommending reliable suppliers around the world," said Mr. Şimşek.

"We took this one step further by not just recommending but actually coordinating their purchasing requests."

He added : " Ship Supply is a very competitive business and, these days, a very risky business. I think the main reason for our success is that we have a strong supplier network that we have added value to.

"With the safety net that we provide to our supply partners, working with AVS means you increase your market share without any additional marketing costs and your payment is guaranteed. Our supply partners have also taken advantage of the opportunities we provide through our group companies which means new income streams from them."

Some of the the companies collaborating with AVS Global Ship Supply include ISSA members Salvo Grima from Malta, Promed from Italy and Spanish supplier Cisam.

Cisam Operations Manager Mario Adam, Said: " working with AVS has opened up a whole new market which, by our own means, we were not able to develop but now, under the guidance of AVS, and their wide portfolio of clients, it is becoming a very important playground for our company."

Andrew Camilleri, Sales Manager for Salvo Grima, Added: " Their knowledge of the market is an aid for us. Whenever we need assistance of any kind, AVS is always prompt in helping us the best way it can."