

2012

Besiktas Shipyard *news*

Special Edition for SMM 2012

Danke Deutschland



Having started its ship repair activities in 2009, Besiktas Shipyard built strong relations with German Shipping Companies since 2011.

Besiktas Shipyard has been introduced to the German Shipping Companies by our exclusive agent Peter Gast Shipping. German companies have become our highly valued customers within a very short time frame.

In 2011, Besiktas Shipyard provided Dry Docking and repair services for 24 German owned and managed ships. In the first 8 months of 2012, this figure reached already 25 German owned and managed ships.

Today, Besiktas Shipyard is one of the shipyards that repairs the highest number of German Ships around the globe.

Besiktas Shipyard is in a continuous improvement effort to develop its customer relations and its strength in Germany.

Our aim is to provide constant services and establish strong trust based relations with all German Shipping Companies while reaching to a level of appreciation, certainly as a first class shipyard.

We will keep providing, on time services with the best quality and the most competitive prices to the German Shipping Companies.

THANK YOU GERMANY



Six vessels from Reederei Claus-Peter Offen



MV Santa Giuliana, MV Santa Giovanna, MV Santa Giannina, MV Santa Giulietta, MV Santa Monica and MT CPO France has been dry docked and repaired at Besiktas Shipyard both in 2011 and 2012. The repairs were completed on time to the satisfaction of Claus-Peter Offen's technical representatives.

4000 meters cell guide renewal



Together with the Standard docking works, 4.000 meters of cell guide renewed on board of 1997 built 26.375

dwt 1900 TEU MV KLAUS J of REEDEREI JUNGERHANS. Cargo holds blasting and painting, Hatch covers blast-

ing and painting (ashore), deck cranes overhauling, 25 tons of steel renewal, tank cleaning, mechanical, elec-

trical and outfitting works are also performed during MV Klaus J's short stay in Besiktas Shipyard.

Repair

Repeated Customers of Besiktas Shipyard from Germany

- Aug. Bolten Wm. Miller's Nachfolger (GmbH & Co.) GmbH & Co. KG
- Briese Schiffahrts GmbH & Co. KG
- Claus-Peter Offen Tankschiffreederei (GmbH & Co.) KG
- Harren & Partner Shipmanagement GmbH & Co. KG

- Intersee Schiffahrts-gesellschaft mbH & Co. KG
- Jüngerhans Maritime Services GmbH & Co. KG
- Kapitän Manfred Draxl Schiffahrt GmbH & Co. KG
- NSB Niederelbe Schiffahrtsgesellschaft

- mbH & Co. KG
- Reederei Claus-Peter Offen (GmbH & Co.) KG
- Reederei Rass GmbH & Co. KG
- Sloman Neptun Schiffahrts-AG
- W. Bockstiegel Reederei GmbH & Co. KG
- WMC Marine Consulting GmbH



Briese is happy at Besiktas

Briese Schiffahrts is a regular customer of Besiktas Shipyard. Technical representatives of Briese are happy from the quality and the timing of the services provided by Besiktas. Following vessels from Briese fleet;

- MV Medum
Built 12/1998 5200dwt
400Teu
- MV BBC Bangkok
Built 08/2011 8000dwt
459Teu
- MV BBC Bulgaria
Built 07/2004 4310dwt
274Teu
- MV BBC Denmark
Built 09/1999 4900dwt
377Teu
- MV Stortebeker
Built 10/00 3200dwt 132 Teu
- MV Skaftafell
Built 05/1997 4900dwt
390 Teu had their dry dock-
ings and repairs in Besiktas
Shipyard.

Our special thanks to Peter Gast Shipping



Peter Gast Shipping Family

We are thankful to PETER GAST SHIPPING and their organization for the valuable support and proper attention on every detail to the present.

The yard has become an influential leader in the market in a short time. We couldn't have reached to this remarkable success point without the great support of Peter Gast Shipping. They voluntarily help and support us both technically and instructively in every stage of repairs. Their staff participates in all the matters enthusiastically and this approach is exceptionally inspir-

ing to the yard's staff.

Peter Gast Shipping has helped us in tremendous ways and been the front runner in repair arm of our group. We appreciate all their efforts and assistance for development of Besiktas Shipyard. We know that their continuous support will be getting stronger throughout the coming years.

Again, we like to convey our sincere thanks to all their staff for the excellent relationship presented to enable both Besiktas and Peter Gast to have the confidence of a long lasting cooperation in the future.

Mr. Gundem Gumuskaynak, Marketing and Estimating Manager of Besiktas Shipyard

■ How is German market seen by Besiktas Shipyard?

Germany is one of the most valuable arm of Besiktas Shipyard in repair business. We do all our investment to improve our capacity based on German ship-owners' demands.

■ What kind of improvements are being implemented in Besiktas?

First of all, we have purchased third pana-



Gundem Gumuskaynak

max dock recently. The dock will start operations latest end of this year. For the time being,

we are lengthening our berthing capacity up to 1.700 meters together with workshop capacities. We especially give special attention to improve hatch cover landing areas. All berths are equipped to move hatch covers up to 45 tons and we are able to land 80 hatch covers at the same time in the yard. Additionally, we have just purchased floating crane 80 tons to reach every single corner of the yard.

■ What is your expect-

tation from German Market coming years?

We of course expect shipping market shall be getting better soon. We are always keen to cooperate with German clients due to professionalism and constructive approach of repair items by superintendents. We definitely believe to repeat our success the following years and in the light of past experiences, we will be improving our quality, service and facili-

ties.

■ How has Besiktas Shipyard become a preferrable shipyard in German market?

Our staff is motivated, qualified and experienced with German Ships especially container vessels. We know how our clients from Germany approach repair duration and quality matters. We can summarise our success in the market as "well motivated staff and quality on time".

Interview

Mr. Akif Tuna, Head of Germanischer Lloyd Turkey

■ **As you know too Besiktas Shipyards provides a wide range of services for the Traditional German Shipping Companies here in Turkey. Generally, what are the requirements of these companies for the selection of a yard?**

German owners, like most of their counterparts around the world, are looking for a yard that is able to deliver on time, to budget and with high quality. Partners who are flexible, have highly competent and qualified personnel, special knowledge of the particular vessel type, and a well-grounded reputation in the industry are all qualities which are on the shortlist when an owner is looking for a yard.

Ships which are innovative, high value, well equipped and energy efficient are also a focus of the German industry, while the overall environmental friendliness of a yard is also increasingly taken into consideration as firms look to differentiate themselves from their competitors – we can see this in the number of shipping companies who are taking part in GL's Environmental Passport notation and certification scheme or are choosing to register their vessels in one of the new "green" databases, such as the Clean Shipping Index.

■ **What are the strong points of our services from**

the German Ship Operators point of view as well as Ship's Classification?

Besiktas Shipyards has a reputation for providing high quality with competitive pricing, its close proximity to Europe and ability to build a wide range of vessels, while also having special expertise in chemical tankers and in ship repair are also points which are likely taken into account by German Ship Operators. Certification to current international standards in health and safety, quality, and environmental protection, combined with the professionalism of the staff and management and its modern facilities are also factors which the industry is looking for.

■ **When we make our future improvement planning, which measures should be considered to provide a better cooperation in between Yard - Client - Classification Society?**

Building better cooperation in a technical field like shipping requires that all parties are as transparent and open in communication with each other as possible. The better the information exchange between the parties, the better the end result for all involved. Streamlining the processes by which documents are exchanged, for example, and making sure that the classification society has the material it needs in



Akif Tuna

a form which can be easily and quickly processed will speed up the approval process, reduce the possibility of confusion and reduce the need for follow-up enquiries and/or surveyor visits.

Involving the classification society as early as possible when a project is on the table and creating an environment of open communication with yard, owner, class, designer and the sub-suppliers, can also help to avoid delays, improve project outcomes, and ensure that all of the parties know what to expect, what is expected of them, and when. Especially in a time where vessel designs have become increasingly complex, class can also help with many of the questions that need to be addressed at a project's initiation, for example, what the flag state or regulatory issues might be, especially in the area of safety, and what the options might be for additional consulting, software systems, products or services.

■ **What are your expect-**

tations in regard to organization, structure and reputation concerning our shipyard after 10 years?

The next ten years will really be a time of great change for the maritime industry, especially in terms of ship design and shipbuilding, and I expect that Besiktas Shipyards will be keeping pace with them. Next year will see the introduction of the EEDI, which is just one sign of a real drive to increase energy efficiency in shipping and reduce its environmental impact. There will be a shift toward tailoring ships to fit individual trades and routes, a move away from the "one size fits all" philosophy – which will mean that the process of designing, constructing and classifying vessels will require better communication than ever before.

Alternative fuels and vessels which can use multiple fuel types, whether fuel oil and LNG, or pure LNG, battery/diesel or LNG hybrids (especially in the inland trades), even fuel cells, will become more common – especially LNG as the required infrastructure begins to come on line. Vessels will become more technically complex, developed and built with taking into consideration the requirements of monitoring and maintenance software from the very beginning of the process. LNG, both as a

ship fuel and in energy generation will grow in importance – as will demand for LNG vessels and fuel and storage systems. Besiktas Shipyards' experience in building LPG carriers and other highly sophisticated vessels will grow as these markets develop.

Ballast water management and treatment systems, scrubbers (both installed for newbuilding and refits), fuel conversions, and advanced hull coatings, will all become more typical features to be considered or included in vessels, not to mention the next wave of advances which are only just being tested – such as air cavity, or wind assist systems. Advances in materials will also see the more widespread use of carbon or glass fibre, aluminium, hybrid materials, at first in smaller vessels, but then spreading to other vessel types and sizes.

These technological shifts mean that Besiktas Shipyards' emphasis on continual improvement of its facilities and ongoing training of personnel will see it well positioned to meet the demands of ship owners for the next generation of vessels and we at Germanischer Lloyd very much look forward to helping them to continue to deliver high quality, safe, and efficient vessels for many years to come.

Interview

Management of Peter Gast Shipping, Hamburg

■ What is the main reason choosing Besiktas Shipyard cooperate with?

We have chosen to cooperate with Besiktas Shipyard due to the professional attitude, the style and behaviour of Besiktas Shipyard.

Management and due to the great experience in shipping by the Kalkavan family and last but not least the long and good relationship with Mr. Gümüşkaynak.

■ What is the importance of Besiktas Shipyard for Peter Gast Shipping?

Besiktas Shipyard is a most reliable partner in the Eastern Mediterranean and



Dieter Gast, Joachim Lemcke, Christian Gast

Black Sea.

■ Are you satisfied cooperation with Besiktas Shipyard?

We are very satisfied with the cooperation with Besiktas Shipyard.

Especially we have to mention the quick communication / reaction with the different shipyard departments during our daily work.

■ What kind of advan-

tages the yard provides for German owners?

The Yard Management and the Project Managers handle the repair projects in a very professional manner and they are not sparing any efforts to fulfill shipowners' requirements. Beside this, the yard also offers free accommodation including breakfast, lunch and dinner for owners' superintendents and owners' service contractors.

■ What is your feedback from your clients about the yard?

Our clients are very satisfied with the personal attendance and with the professional approach

to deal also with difficult repairs, most importantly they are coming back continuously to Besiktas.

■ What is the first priority of shipowners before choosing the yard?

The yard's location in order to minimize deviation, the reliability, good prices and of course the good quality always provided by Besiktas.

■ What Besiktas Shipyard should contribute to the German owners in the future?

Maintain the professionalism, quality and competitiveness and listen to recommendations from the different superintendents.

Mr. Dietmar Thiem, Technical Director of Reederei Claus-Peter Offen

■ Why do you choose Besiktas Shipyard?

Well, first of all we looked for several shiprepair yard facilities somewhere located in the Mediterranean and Black Sea area. Already during the stage of tendering, we became acquainted to a very fruitful and cooperative negotiation with Besiktas Shipyard in all respects. All in all, we finally were very convinced and decided to give it a try. So our first vessel came to Besiktas in June 2011. Meanwhile five container vessels managed by our company underwent



Dietmar Thiem

repairs at Besiktas Shipyard since then.

■ How do you find the pricing attitude for the extra works?

In case pricing for extra work has been required, we haven't experienced

any problem with anybody of the Besiktas' Team. Generally the yard handled these additional works in a quick and professional manner, but with reasonable prices.

■ How do you find the quality of repair works?

It is our general impression that all the works have been performed on a high level standard carried out by qualified staff. All yard's facilities, especially the workshops, are well equipped and in very good condition. In addition, it also seems that Besiktas Shipyard may recourse to a certain field of excellent

subcontractors in case special repairs are required.

■ Is the shipyard loyal to the estimated repair times?

Meanwhile we have repaired 5 container vessels with Besiktas Shipyard which underwent either 3rd or 4th class renewal, partly with an extensive repair scope in view of steel renewals, rudder or m/e repairs. The yard always has been in line between repair estimation and effective duration.

■ How are the relations of the shipyard managers with the clients during and after repairs?

Honestly, we rarely have experienced such a cooperative relationship between a shiprepair yard and a shipowner. In general the staff is highly motivated and especially the cooperation between the shiprepair managers and our superintendents was very committed and efficient.

■ What would you recommend to Besiktas Shipyard for the future?

We would recommend Besiktas Shipyard to stick to their principles and to continue to offer excellent, reliable workmanship together with reasonable prices.

Interview

Mr. Bernd Hartmann, Fleet Manager of Briese Schiffahrt

■ Why do you choose Besiktas Shipyard?

Briese Schiffahrt is engaged in world wide project and heavy lift cargoes as well as in the European Trade with smaller coasters and project carriers. As considerable amount of cargo is shipped to the Eastern Mediterranean and Black Sea therefore the location of Besiktas Shipyard is much favourable in order to minimize extensive ballast voyages.

Furthermore to dry-dock highly developed heavy lift vessels, a team of fully-fledged workers is necessary, which we found and hopefully will also see in the future at Besiktas.

■ How do you find the pricing attitude for the extra works?

In general the prices are moderate also in comparison to other shipyards in the area. All additional works quoted so far brought up no bigger discrepancies, meaning no "hidden" costs were charged separately. Always an amicable settlement has been found.

■ How do you find the quality of repair works?

Besiktas Shipyard provides a European Standard including a competent Quality Management and monitoring of repair works. The Project Managers are



Bernd Hartmann

always on site to supervise repair works wherefore our Superintendents are able to focus on dock schedules. Experience showed that we can rely on Besiktas' Project Managers, which enables us to save additional cost for providing extraordinary supervision.

■ Is the shipyard loyal to the estimated repair times?

Project Cargoes are booked by charterers on a long term basis as thorough preparations have to be done in advance and the adherence of the lay-cans are of utmost importance to satisfy our cus-

tomers. Consequently it is of utmost importance for Briese Schiffahrt that confirmed deadlines are followed up and the Shipyard informs about unforeseeable problems in time.

In this respect we have not been disappointed by Besiktas Shipyard and we were able to complete all

extra works with additional work force and/or overtimes in order to keep up with the planned docking schedule. We always have been given full support by the Shipyard and we managed to deliver all vessels back into trade just in time in good cooperation.

■ How are the relations of the shipyard managers with the clients during and after repairs?

The relationship with the shipyard managers is and was always good with no exceptional occurrences. We welcome that during problematic negotiations a good atmosphere has been in place all the time and discussion took place on professional basis in a goal-oriented manner.

■ What would you recommend to Besiktas Shipyard for the future?

Besiktas Shipyard should keep their aim to follow up with a high qualified level of working practices also in future. The only issue experienced in the past has been problems with the local customs formalities. It would be highly appreciated if Shipyard Managers could solve this issue in order to avoid losing unnecessary time with customs clearance and involved expenses.

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Developing Besiktas Shipyard's Technical infrastructure investments

Main investments of Besiktas Shipyard in 2012 are as below:



- Panamax Floating Dock: This dock is our 3rd Panamax Dock. The new dock will start to operate in the 4th Quarter of 2012.
- 800 m new wet berth capacity,

we are reaching to 1.7 km of wet berth cap.

- Self-propelled Floating Crane: lifting capacity 100 tons at 22 m, 35 tons at 33 m.

- 5 new jib cranes with lifting capacities between 15 to 25 tons.
- A self elevated block transporter with a lifting capacity of 200 tons

- Additional rooms and facilities in our Guest House floor, especially improved breakfast and dinner services for our guests.

Fast & Efficient Services

Besiktas Shipyard has heavy lift gantry, heavy lift jib and heavy lift floating cranes to take hatch covers efficiently from the ships laid at any point of our 1700 m wet berths and 3 Panamax docks. After landing to the shipyard, the hatch covers are installed to comfortable spaces with gantry crane services on top.

