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Trabzon Shipbuilding Cluster Study Visit Report

Study Visit for Innovation, Marketing and Export Development (IMED)

Netherlands & Germany, 2-7 September 2012

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Bu proje Avrupa Birliđi ve Trkiye Cumhuriyeti tarafından eř finansmanla yrtlmektedir.



Prepared by Emrah AYVAZ



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CONTENTS

1. RATIONALE of STUDY VISIT	4-6
2. ACTIVITIES of the STUDY VISIT	6-12
2.1. Company Visits	6-11
2.1.1. Shipyard Visits	6-8
2.1.1.1. Metalix	6-7
2.1.1.2. Peters Shipyards	7-8
2.1.1.3. Wolfard & Wessels	8
2.1.1.4. Niestern Sander	8
2.1.2. Supplier Visits	9
2.1.2.1. Eekels TBI Technik	9
2.1.2.2. Datema	9
2.1.3. Consultant Presentations	10-11
2.1.3.1. Site Design and Organization	10
2.1.3.2. Ship Finance	10-11
2.2. Cluster Visit	11
2.2.1. CONOSHIP	11
2.3. Fair Visit	11
2.4. B2B Event	12
3. FOLLOW UP	12
4. CONCLUSIONS	12-13
5. ANNEXES	14-19
5.1. B2B Meetings	14-17
5.2. Cluster Members' Reviews About Study Visit	18-19



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1. RATIONALE of STUDY VISIT

Within the scope of SME Networking Project, Trabzon Shipbuilding Strategy work has completed set of activities including the strategy workshop, field visits and company and stakeholder interviews. Over the course of the Trabzon Shipbuilding Strategy Work it has been identified that there is need for improving Innovation, Marketing and Export Development activities in order to increase competitiveness of Trabzon Shipbuilding Companies and increase collaboration in above mentioned areas.

The studies also revealed that it would be beneficial for companies to first benchmark their level of technology, way of marketing and establish linkages for knowledge transfer. Therefore along with innovation and export development, the strategy work found cluster to cluster collaboration which would start through a benchmarking event crucial for companies to position themselves in international environment.

Therefore Sector Strategy workshop was conducted on June 7th 2012 with attendance of local stakeholders, companies and MoE representatives. According to cluster members' needs Trabzon CIS offered some fair alternatives which are given below.

Nor-Fishing | 14 -17 August 2012



Nor-Fishing is organized every 2 years in Norway, and the last few exhibitions have brought some 15,000-20,000 visitors from 50 nations together. The number of exhibitors amounted to 480, of which 89 came from outside Norway. In all, 20 exhibitor nations were represented.

www.nor-fishing.no

Related Sectors: Fisheries, Shipbuilding, Maritime Equipment etc.

Other: Innovation Award

SMM-Hamburg | 4 -7 September 2012



SMM in Hamburg is the international platform and the leading forum for the maritime industry. This is where the world's leading companies present their innovations, trends and forward looking technologies and set the course for future success of the industry. More than 2,000 exhibitors 45.000-50.000 visitors from over 60 countries.

www.smm-hamburg.com

Related Sectors: Shipbuilding, Port Machinery, Offshore Engineering, Safety, Disaster Control, Environment

Other: MariMatch(B2B),

METS 2012 | 13-15 November 2012



METS is the world's largest exhibition of equipment, materials and systems for the international marine industry. Over 1,300 exhibitors from over 39 countries and Over 19,000 professionals from over 96 countries.

www.metstrade.com

Related Sectors: Boats, Boat Accessories and Equipment

Other: Design Award METS



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As a result of strategy workshop both companies, local stakeholders and MoE representatives agreed to organize study visit for aiming the companies initially to benchmark themselves with a cluster which has similar lifespan, receive presentations from different players of the supply chain to understand which parts of the chain has to be improved and finally an environment where the companies can see the entire picture of the industry and meet with the potential buyers in an international event.

For achieving this goals study tour which was covering Germany and Netherlands designed with Sector Strategy team and ISTE Martin Bloem. This visit included company visits, supplier visits, consultant presentations, cluster visit, trade fair visit, and b2b event.

After study visit programme organized CIS organized meetings with cluster members to explain importance of this visit. Also an announcement published about Study Visit in Trabzon Chamber of Commerce monthly magazine. As a result 11 companies applied for attending Study Visit which is given below.

No.	Name	Company Name	Title
1	Rıfki Başaran	Başaran Gemi Sanayi	Company Owner
2	Zafer Başaran	Başaran Gemi Sanayi Ltd.	Partner of Company
3	Rüstem Ergün	Ergün Gemi Sanayi	Company Owner
4	Hüseyin Ergün	Ergün Gemi Sanayi Ltd.	Partner of Company
5	Yüksel Şengün	Ferhat Usta Gemi San.	Company Owner
6	Kenan Şengün	Şengün Gemi San.	Marine Engineer
7	Erdem Serdar Öğmen	Aksoy Gemi San.	Marine Engineer
8	Cihan Erhan	Erhanlar Gemi San. Çamburnu Gemi Mobilya	Company Owner
9	Süleyman Pulat	Pulat Boru Plastik Ltd.	Partner of Company
10	Hamza Geçgin	Sezer Mühendislik	Marine Engineer
11	Recep Kalyoncu	Balıkli Makine	Company Owner

Also list of participants involved in institutions and organisations given below.

1	M.Suat Hacısalihoğlu	Trabzon Chamber of Commerce and Industry	Chairman of the Board
2	Erkut Çelebi	Trabzon Chamber of Commerce and Industry	Member of the Board
3	Zeynep İyiler	Ministry of Economy - SMEs and Cluster Support Section	Chief of Section
4	İrem Konuk	Ministry of Economy	Expert
5	Ümit Orhan	Trabzon Chamber of Commerce and Industry	Project Office Coordinator
6	Yeliz Çuvalcı	SME Networking Project	Cluster Expert



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7	Emrah Ayvaz	SME Networking Project	Cluster Info Spot Coordinator
8	Elif Duman	Trabzon Chamber of Commerce and Industry	Project Expert
9	Zeki Mert Barut	Trabzon Chamber of Commerce and Industry	Project Expert

Due to first international event of Trabzon shipbuilding cluster and getting full participation of companies CIS organized 3 different funding mechanisms to minimize companies' costs. These are given below.

1- KOSGEB, Study Visit Support

During the preparation period of study visit CIS prepared all companies' application to KOSGEB database. After database registration CIS also prepared General Support Programme and Study Visit Support applications.

2- SME Networking Project, Incidental Budget

CIS prepared incidental request before the visit with the help of TAT.

3- Trabzon Chamber of Commerce and Industry

CIS organized meetings with TCCI for about study visit budget regularly. So Chamber covered some cost that other supports couldn't.

CIS prepared cluster brochure which includes companies contact information, products and also includes information about SME Networking Project, IPA project and Trabzon. Also CIS prepared cluster logo and business cards for each cluster members.

2. ACTIVITIES of the STUDY VISIT

2.1. Company Visits

2.1.1. Shipyard Visits

2.1.1.1. Metalix

Roel de Graaf
www.ihcmetalix.com

Metalix is a part of the large shipyard IHC Merwede, world market leader in dredging equipment and complex offshore specials. Metalix is their central steel pre-processing plant. They produce so-called shipkits: precut and bended steel packages, to efficiently design and build ships. Metalix is interested in the Turkish market, and could be a future partner for the development of local factory in Turkey.

Essential findings from the meeting and presentation

- The production of Metalix starts as they receive the drawings of vessels from the client. The drawing will be converted into cutting, forming and logistic data.



- The steel is stored in a plate park. After the detailed preparation, the steel will be cut in the production halls. The parts will be cut out of the plates and profiles with optimization of time and steel.
- The parts will be automatically numbered and sorted. They are delivered to the client in batches, which fit in the section under hand. It is very easy to find a part by charge number and/or certificate number. The customer yard can very efficiently assemble his ship on the basis of this ship kit.
- During this process, every step is being (double!) checked.

Conclusion:

- Economies of scale occur when a central steel plant produces parts for several shipyards, e.g. over 15.000 tons of steel. Because of the high throughput, constant improvements can be made and latest technology applied. Individual shipyards cannot beat these efficiencies of scale.
- Metalix is extending every year, and is looking for local partners in Turkey. Metalix is willing to explore possibilities to invest in the setup of local production.
- Similar system for Trabzon Shipbuilding Network can be established and Metalix is an example company and has high added value for the shipyards.

2.1.1.2. Peters Shipyards
Geert van Voorn
www.shipyardpeters.nl

Peters Shipyards partners in optimising and sustainably producing transportation and accommodation on water. Peters Shipyards makes a recognisable contribution to the efficiency of primary processes and the image of its clients.

Essential findings from the meeting and presentation

- In 15 years Peters Shipyards went from craftsmanship to an industrial process. The co-operation with suppliers forms the basis of their success.
- The ship process is a development of the 7 P's:
 - ↳ Partnership (Market development)
 - ↳ People (development of HR/human consciousness)
 - ↳ Project (life cycle development)
 - ↳ Products (development of maritime solutions)
 - ↳ Production (development and facilities)
 - ↳ Professional (quality process improvement)
 - ↳ Progress of the ship process
- Peters has a subsidiary yard in Croatia
- The company has a new product line: LNG fuelled inland tankers. They are interesting because of the environment regulations, and because of lowering fuel costs for the ship owner.
- At the yard, we saw packages of Metalix that were installed by workers. It was as easy constructed as an 'Ikea package'.



Conclusion

- The qualities and potential of a shipyard depends on the skilled workforce, ship process, partnership, etc.
- Organizational improvements and automation is of paramount importance.

2.1.1.3. Wolfard & Wessels

Rene Veldman, Willem Visscher, Jan Overzet
www.wolfard.nl/index.php/nl/

W&W is the leading company in this region on complex piping systems and engine room installations. They supply integral solutions to shipyards, yacht builders and ship owners. Their workshop was visited and their technical automation systems work was reviewed. These kinds of companies play a vital role in Dutch shipbuilding, because the shipyards want to stay lean and mean, thus trying to subcontract as much as possible to integral suppliers like W&W.

Essential findings and conclusion from the meeting and presentation

- Wolfard and Wessels has a specialized production facility. It makes a very clean and well organised impression. The pipes are bent in such a way, that welding of pipes and the use of flanges is minimised.
- All pipes are cut and formed on the basis of the computer model of the ship and engine room. In this software program, also the place of all other ducts, pipes, and steel structures are modelled. Before the ship is built, different co-makers are in contact to avoid failure costs at the yard.
- Everything is geared towards minimum installation effort at the shipyards. This again confirms the importance of organizational improvements.
- Importance of bringing design and technology was underlined

2.1.1.4. Niestern Sander

Jan Doorduyn
www.niesternsander.com

There are some five medium sized shipyards in the Northern part of Holland. They all work the same, with section building and a high level of subcontracting. Sometimes also complete hull subcontracting (hull subcontracting can be a business opportunity for Trabzon region). Niestern Sander combines shipbuilding, ship repair, and is owned by the largest shipowner of the region: Wagenborg. The latter is also active in the Caspian Sea region.

Essential findings and conclusion from the meeting and presentation

- Niestern Sander is specialized in shipbuilding, ship repair and industrial services. The ships are equipped with the latest technology.
- At the yard we saw how the packages of Wolfards and Wessels, Metallix and Eekels were delivered and installed
- The section building method was explained, including pre installations of piping and basic installations
- At the shipyard an almost finished ice breaking vessel was visited. We received a tour through the ship and all questions were – very openly- answered by shipyard management



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2.1.2. Supplier Visits

2.1.2.1. Eekels TBI Techniek | Supplier Visit | Bart Brom www.eekels.com

Eekels has specific expertise in electrical drive systems, shore power connection systems, ship systems (including alarm systems and control units), and process automation. Eekels takes care of the entire route, from engineering, panel building, execution, commissioning to service and maintenance. Through its business unit called Mechanical, Eekels is also a major player in the fields of mechanical service and maintenance, projects and specialist equipment building.

Essential findings from the meeting and presentation

- Eekels is a part of TBI, which is a real-estate, building and engineering concern. Its turnover in 2010 was more than € 2 billion. TBI has about 9000 permanent employees. Eekels has a workforce of 500 and a turnover of € 55 million. Eekels is specialized in marine & offshore in European countries (Netherlands and Romania) and the Far East. The other specialization is Industry & Infrastructure.
- Eekels takes care of the entire route, from engineering, panel building, execution, commissioning to service and maintenance.
- Through its business unit called Mechanical, Eekels is also a major player in the fields of mechanical service and maintenance, projects and specialist equipment building.
- The company is one of the specialists in diesel electrical and hybrid propulsion, which is commonly used in the work ships that could be built in Trabzon.

Conclusion

- Potential electronic supply can be realized with Eekels
- Potential business development within the SME Cluster can be realized through close cooperation with Eekels

2.1.2.2. Datema Wigger Platinga www.datema.nl

Experienced and knowledgeable in the field of marine life saving and fire protection, Datema aims to assist the international shipbuilding clients to the max in translating legislative requirements to the practice of shipbuilding in the most efficient manner.

From engineering stage to final outfitting and commissioning, they can be the co-maker for virtually all lifesaving and fire protection systems that are found on board of any vessel. In most cases, all they get from our customers is a General Arrangement plan and the main criteria for the vessel, and they'll do the rest.

Essential findings and conclusion from the meeting and presentation

- Importance of nautical safety due to stringent legislation is underlined.



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2.1.3. Consultant Presentations

2.1.3.1. Site Design and Organization

André Tienpont

www.twitter.com/andretienpont

André Tienpont is expert on production processes, from a technical as well as business administrative point of view. He used to be president of a large maritime steel company, and has set up numerous new enterprises.

Essential findings from the meeting and presentation

- Modern shipyards are rather building places that brings different suppliers together, than factories where the entire production process is done in house
- Increased efficiency in shipbuilding depends on the industrial logistics and the organisation. First comes organisation, then comes automation, and later on the investments in production hardware. Investments in the organisation and logistics come relatively cheap, but require great management efforts. At the end however, they will have a very positive effect on the labour productivity
- By increasing the personnel, the costs and liability will increase with no effect on the labour productivity.
- The shipbuilding industry must be organized by shipyards and suppliers in such a way that the risk profile of the stakeholders is minimised.

Conclusion

- The importance of a diversified network of specialized suppliers within large-scale (high industrialized) and small-scale (labour intensive) industry structures
- The production process of the shipbuilding industry is twice as efficient compared to 1975. This contradicts the house construction, car and airplane industry, which are even the same or even less efficient.

2.1.3.2. Ship Finance

Johan Wagelaar

www.linkedin.com/pub/johan-wagelaar/7/b13/7a4

Johan Wagelaar has 30+ years of experience in ship finance and he is often consulted by ship owners and yards on financing issues. Also government uses his expertise on setting up fiscal and guarantee measures.

Essential findings from the meeting and presentation

- Johan underlines the distressed ship finance market in the supply side and demand side. The supply side are the funding problems of banks and the demand emphasize the overcapacity in tonnage and high bunker prices
- Pre-delivery finance is basically through progress payment schemes (PPS) by customers, government guarantee scheme and government support scheme.



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- Post-delivery export credit guarantees from the national Export Credit Agency (ECA), European Investment Bank (EIB), European Bank for Reconstruction and Development (EBRD) and fiscal schemes like tax leases for ship owners. The last already exists in Turkey.

Conclusion

- 'Customer finance' (also known as post-delivery finance) is very important for a yard. Nowadays, the shipyards who feel little impact of the crisis, have good finance departments.
- In European countries, finance constructions are made possible by state guarantees. A similar construction in Turkey is important to equal the level playing field for Turkish shipyards.

2.2. Cluster Visit

2.2.1. CONOSHIP

Guus van de Bles, Leo van Ingen
www.conoship.com

CONOSHIP is a central marketing and design company. It is an interesting model of shipyard co-operation, in which different companies efficiently share their international marketing efforts. Experience in the design of small sized seagoing ships, dredgers, and offshore supply vessels.

Essential findings and conclusion from the meeting and presentation

- CONOSHIP was created years ago by a consortium of shipyards, that all held a share in the company. The new orders that were taken in, were divided amongst the member yards. Criteria for placing the order at one of the yards were: fit in the production program, ship type and size, fit with the client needs. No price competition between the members.
- CONOSHIP provides designs and services to shipyards and ship owners from all over the world. The ship types suit the needs of the Trabzon yards, because of their size and specialisation.

2.3. Fair Visit

First day of Fair B2B event was organised so when companies finished their meeting agenda they visited fair. During the fair Cluster Members visited booths of exhibitors and country pavilions with the lead of ISTE Martin Bloem. In these visit cluster members got information about different subject and ships. Apart from these cluster members got information about countries and their regulations briefly in national pavilion visits.

Also companies found opportunity to meet with General Directorate of Turkish Shipyards and through this meeting awaiting issue of new shipyard area allocation.

CIS had separate meetings with Turkish Shipbuilders' Association, İstanbul Ship and Yacht Exporters' Union and Hamburg Commercial Attaché about our mission and clustering activities. Also İstanbul Ship and Yacht Exporters' Union provided some space to show our cluster brochure on their booth.



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2.4. B2B Event

MariMatch 2012 brokerage event was organised by the Enterprise Europe Network and took place 5th of September. The event was targeted at companies and research institutes looking to cooperate in the following sectors:

- Shipbuilding & Shipyard Industry
- Maritime Science & Ocean Technology
- Navigation & Positioning,
- Port Technology & Cargo Handling Systems
- Maritime Services

Before the visit CIS registered companies this event and chose potential business partners and to discuss cooperation possibilities. There were 20 countries and 232 participants. List of meetings given in Annex-1.

http://smm2012.b2b-match.com/p_index.php

3. FOLLOW UP

After the visit CIS organized meeting with cluster members about study visit and next steps. In the scope of this meeting next steps planned and received cluster members' reviews about study visit. However in the scope of Study visit companies understood that site design and organization is very important for them. While they are planning to migrate their business to new area they thought that they have to manage this process professional way. As all cluster members agreed CIS started process.

On the other hand Yanmar Motors Company representative also attended this meeting because of potential cooperation opportunities between cluster members and the company. As a result distribution agreement signed with Şengün Gemi Sanayi, Balıklı Makine and Yanmar Motors Company.

Cluster members' reviews about study visit given in Annex-2.

4. CONCLUSIONS

Through the study visit, awareness of manufacturing companies on importance of supply chain, planning in production, efficient technology use has been substantially increased. The main added value of the Study Visit can be listed as follows.

- Awareness of companies on clusters and collaboration has increased,
- Companies understood importance and critical role of planning in production and also shipyard environment
- Companies understood use of technology and presence of strong customers
- Value and benefit of international visits understood
- Through the study tour relation and communication between Trabzon Shipbuilding cluster was increased



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- Through the Study Tour all companies get registered into KOSGEB's system and make them ready to use other support mechanisms as well as Study Visit Support
- Corporate identity of Trabzon Shipbuilding Cluster was prepared
- A brochure was prepared and companies found opportunity to present themselves in a collective marketing activity.
- Potential companies (suppliers) met and future plans discussed
- Scope of SME Networking Project has been better understood and ownership has been increased
- Meeting has been held with Turkish authorities and pending issues (use of land) was solved during the Study Tour.



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5. ANNEXES

5.1. Annex – 1 : B2B Meetings

Aksoy Gemi Sanayi Mr. Erdem Serdar Öđmen	Couple Systems GmbH Philipp Liebe Dry Exhaust Gas Cleaning System
	Somadis Sarl Diarra Moussa Landlocked Shipping Line
	Sea-Tech Poland S.C. Dipl. Eng. Marta Barańska <ul style="list-style-type: none">- Ship repairs: class repair, running repair, emergency repair, new building and system conversion- Maritime services- Technical support- Shipyard technical supervision- Worldwide superintendence service- ISM/ISPS audits- Voyage inspection/sea trail
	Eval S.A. Angela Giozali EVAL S.A. manufacturer of lifesaving equipment and marine accessories
	Port Feeder Barge Prof. Dr. Ulrich Malchow Port Feeder Barge: Innovative waterborne container logistics for ports
	Marek Models Marek Jeziorowski Hand-crafted ship model manufacturing company
	RLS Rescue Technology Gbr Professor Michael Schwindt RLS (Rescue Lifting System) Rescue Star, efficient system for the rescue of persons from the sea
Başaran Gemi Sanayi Mr. Rifkı Başaran	BT Marine Propellers Andrew Childs BT Marine Propellers
	S.T.Eng.Co.,Ltd Kotra Hamburg Forged flange Tube sheet & Nozzle Fitting
	Poltramp Yard Sp.Z O.O. Janina Przybylo Poltramp Yard
	DS Tech Co. Ltd. Kotra Hamburg Air-powered Airless Spray Pump, Airless Spray Gun, Airless Spray Accessories,



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Bařaran Gemi Sanayi Mr. Zafer Bařaran	Micanti BV Dr ir Rik Breur Thorn-D, 100% environmentally friendly antifouling
	Wulf Johannsen KG GmbH & Co. Jan-Willem Storm Diesel engine service worldwide, crankshaft grinding, in situ machining and spare parts sales
	RLS Rescue Technology Gbr Professor Michael Schwindt RLS (Rescue Lifting System) Rescue Star, efficient system for the rescue of persons from the sea
Ergun Gemi San. ve Tic. Ltd.Sti. Mr. Rüstem Ergün	BT Marine Propellers Andrew Childs BT Marine Propellers
	Korea Pavilion (Kotra) Hyoung Ju SONG Korea Pavilion (Kotra)
	Zamil Offshore Consultant Eng. Hassan Abouraya Offshore Support Services
Ergun Gemi Sanayi Mr. Hüseyin Ergün	Somadis Sarl Diarra Moussa Landlocked Shipping Line
	Donghwa Entec. Kotra Hamburg - Auxiliary systems for propulsion - Cooling water systems* - Fuel oil systems* - Ship operation equipment - Cooling systems* - Environmental protection technology and products* - Heating systems* - Tank cleaning systems*
	Hi Air Korea Co. Ltd. Kotra Hamburg Air handling unit(AHU), HVAC system
	Ace Valve Company Limited Kotra Hamburg AV-C Series



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Erhan Gemi Sanayi Mr. Cihan Erhan	Dampa Aps <i>Michael Baaring</i> <i>Dampa - Suspended Metal Ceiling in Steel and Aluminium</i>
	Nobiskrug GmbH <i>Dipl.-Ing. Bernd Wittorf</i> <i>Shiprepair and conversion</i>
	Antonio Guerrasio SRL <i>Dott. Cristian Guerrasio</i> <i>Suspended ceilings and metallic coverings.</i>
	BIS Bremerhavener Gesellschaft für Investitionsförderung und Stadtentwicklung GmbH <i>Dr. Jennifer Schweiger</i> <i>BIS Bremerhavener Gesellschaft für Investitionsförderung und Stadtentwicklung</i>
	Polship Ltd <i>Pawel Kuzminski</i> <i>Shipyards services</i>
Ferhat Usta Gemi Sanayi Mr. Yüksel Şengün	Eval S.A. <i>Angela Giozali</i> <i>EVVAL S.A. manufacturer of lifesaving equipment and marine accessories</i>
	Nobiskrug GmbH <i>Dipl.-Ing. Bernd Wittorf</i> <i>Shiprepair and conversion</i>
	Polship Ltd <i>Pawel Kuzminski</i> <i>Shipyards services</i>
Pulat Boru Pls. ve Mak. San.İns.Taah.ve Tic.Ltd.Şti. Mr. Süleyman Pulat	Korea Marine Technology Co. Ltd <i>Kotra Hamburg</i> <i>Level Switch and High Over fill Alarm System.</i>
	Bada Heavy Industries Co. Ltd. <i>Kotra Hamburg</i> <i>1.Free Fall Lifeboat & Davit</i> <i>2.Gravity Type Lifeboat & Davit</i>
	CSI Control Systems <i>Drs Antoinette Willemsen</i> <i>CSI Control Systems:</i> <i>Your reliable partner for fully integrated Alarm Monitoring & Control solutions</i>
	Markus Lifenet Ltd <i>Petur Th. Petursson</i> <i>Man overboard recovery products</i>



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řengün Gemi Sanayi Mr. Kenan řengün	Metizoft AS <i>Frank Eilertsen</i> <i>Green Passport - Inventory of hazardous materials (IHM) - Metizoft - Norway</i>
	Marek Models <i>Marek Jeziorowski</i> <i>Hand-crafted ship model manufacturing company</i>
	Alcotel Oy - Business Consulting Group <i>Olli Pakkala</i> <i>Business consulting and partner search in marine industry</i>
Sezer Mühendislik Mr. Hamza Geçgin	Eval S.A. <i>Angela Giozali</i> <i>EVAL S.A. manufacturer of lifesaving equipment and marine accessories</i>
	Sea-Tech Poland S.C. <i>Dipl. Eng. Marta Barańska</i> <ul style="list-style-type: none">- <i>Ship repairs: class repair, running repair, emergency repair, new building and system conversion</i>- <i>Maritime services</i>- <i>Technical support</i>- <i>Shipyards technical supervision</i>- <i>Worldwide superintendence service</i>- <i>ISM/ISPS audits</i>- <i>Voyage inspection/sea trail</i>
	MasterShip <i>Freek Smulders</i> <i>Specialists in CAD/CAM software, engineering and management of outsourced processes</i>
Balıklı Makine Mr. Recep Kalyoncu	Eval S.A. <i>Angela Giozali</i> <i>EVAL S.A. manufacturer of lifesaving equipment and marine accessories</i>
	S.T.Eng.Co.,Ltd <i>Kotra Hamburg</i> <i>Forged flange</i> <i>Tube sheet & Nozzle</i> <i>Fitting</i>
	Güneř Dinamik Ltd. řti <i>Serhat Duger</i> <i>Production Equipment Manufacturer and Process Designer for Marine, Automotive Industries</i> <i>Marine Industry Products</i> <i>Bow Thrusters</i> <i>Anchor Mooring Winch</i> <i>Mooring Winch</i> <i>Hatch Cover</i>



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5.2. Annex – 2 : Cluster Members' Reviews About Study Visit

ERHAN GEMİ SANAYİ | Cihan ERHAN

Erhan gemi sanayi olarak bu fuara katılımı ve firma gezilerinin bizim için faydalı, ileriye dönük yatırımlarımızda bir vizyon, önümüzdeki tersane yatırımı için bir planlama altyapısı oluşturmuştur. Organizasyon sırasında birebir görüştüğümüz firmalar, sunum yapan uzmanlar bizlere her türlü bilgiyi hiç çekinmeden verdiler.

İleriki dönemlerde bizlere bu organizasyonlar faydalı olacaktır. Emeđi geçen başta Ekonomi Bakanlıđı olmak üzere, KOSGEB, TTSO ve proje uzmanlarına ve iştirak edenlere sonsuz teşekkürler.

Devamının gelmesi dileđiyle.

BAŞARAN GEMİ SAN. TİC. LTD. ŞTİ. | Zafer BAŞARAN

TTSO'nun düzenlemiş olduđu Hollanda ve Almanya gezi programında özellikle Hollanda'daki işletme sahiplerinin bizlere göstermiş olduđu ilgiyi takdirle karşılıyor ve bu programın düzenlenmesinde emeđi geçen bütün arkadaşlara çok teşekkür ediyorum.

Müsait olduğumuz sürece ihracatımızı geliştirecek bu tür programlara katılmayı isterim.

BAŞARAN GEMİ SANAYİ | Rifki BAŞARAN

Kümelenme projesi kapsamında düzenlenene geziye ilk teklifte isteksiz olarak katıldığım Hollanda ve Almanya gezisini çok olumlu buldum. Hollanda'da yaptığımız tersane gezisi ve programlarından oldukça memnun oldum bize eşlik eden ve orada karşılayan görevliler oldukça başarılıydı. Almanya'da fuar gezisi ve şirketlerle yapılan ikili görüşmelerin tercümanlar eşliğinde yapılması beni bayađı memnun etti.

Bu gibi görüşmelere her zaman katılmak isterim. Saygılarımla.

ERGÜN GEMİ SAN. TİC. LTD. ŞTİ. | Rüstem ERGÜN

02.09.2012 – 07.09.2012 tarihleri arasında Kümelenme projesi kapsamında yapılan bu organizasyon ilk dakikadan son dakikaya kadar eğitim, görsellik, fikir alışverişi, konaklama, seyahat, uyumluluk ve fuar ziyareti konularında mükemmeldi.

Bu projenin katılımcıların katkısı ile iyi başarılarla ulaşmasını dilerim.

BALIKLI MAKİNE | Recep KALYONCU

TTSO'nun gezisi benim için olumlu geçti. İlk adımı atıp görsel olarak tecrübemi artırdım. Bir araya gelmemiz için sizin fedakarlık etmeniz gerekir. Teşekkürler.

PULAT BORU PLASTİK VE MAK. SAN. İNŞ. TAAH. VE TİC. LTD. ŞTİ. | Süleyman POLAT

TTSO'nun düzenlediđi kümelenme programı doğrultusunda yapılan Avrupa gezisi genel olarak iyiydi özellikle çok dolu bir program hazırlandı. Yardımcı ekip iyiydi.

FERHAT USTA GEMİ SANAYİ | Yüksel ŞENGÜN



Bu proje Avrupa Birliđi ve Trkiye Cumhuriyeti tarafından eř finansmanla yrtlmektedir.



Ticaret odamızın dzenlemiř olduđu program řahsım adına oldukça olumlu geçti. Emeđi geçen herkese teřekkr ediyorum.

ŐENGN GEMİ SANAYİ | Kenan ŐENGN

Gemi inřa srecinde geminin yapım ařamalarının ve yan sanayi kuruluřlarını grp inceledik. Modern teknoloji ile tanıştık ve daha sonrasında da fuar alanındaki ikili grřmeler ile ticari bađlantılar kazanmaya çalıřtık. Fuar kapsamında tm yan sanayi markaları ile tanışıp malzeme tedariki yapabileceđimiz firmaların bilgilerini edindik.

AKSOY GEMİ SANAYİ | Erdem Serdar ŐĖMEN

Yapmıř olduđumuz Almanya ve Hollanda gezisi iinde bulunduđumuz kmelenme çalıřması iin son derece verimli ve keyifli geçti. Őzellikle Avrupa tersanelerinin organizasyonu ve uygulamamız gereken yntemler hakkında bilgi sahibi olmamız sađlandı. SMM fuarı ikili iř grřmeleri ve yeni teknolojiler hakkında aldıđımız bilgiler gelecekte tersanelerimizde uygulayacađımız organizasyon ve retim yntemleri hakkında ufkumuzun aılmasına son derece katkıda bulundu. Bu nedenle bu organizasyonda emeđi geçen herkese sonsuz teřekkrler.

SEZER MHENDİSLİK | Hamza GEÇGİN

Gezinin genel olarak amacına ulařtıđına inanıyorum. Hollanda'daki tersane gezileri zellikle kmelenme konusunda nasıl başarılı olunabileceđi hususunda nemli bilgiler sunuldu. Bunun dıřında yeni dnemde karřılařabileceđimiz yeni gemi tiplerinin inřasına řahit olunması bizler iin emsal olmuřtur. Almanya'daki fuarda ise fuar organizasyonlarında nelerin nem arz ettiđi konusunda bazı fikirler sunulmuřtur.