



ISSA 65 DUBAI

OCTOBER 24-25

65th Annual Conference & Gala Dinner of the International
Shipsuppliers & Services Association



Delegate Handbook

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Welcome Messages

Dear ISSA Friends and Maritime Colleagues,

I am delighted to welcome you to my home city and Emirate of Dubai for ISSA 65, a fitting venue as I complete the last few weeks of my ISSA Presidency.

It has been an honour for me to lead this amazing association through the very challenging times that the Covid pandemic threw at us. Ship supply and the wonderful ship supplier members of ISSA proved to the world how resilient they are in the face of adversity. Ships can't sail without supplies and global trade continued seamlessly throughout the pandemic. We should all feel very proud.

So, it is very exciting for me to welcome you all to the first face-to-face conference and Gala Dinner since the pandemic and, as with all previous ISSA Conventions, the networking and debate will be of the highest quality. We have some excellent speakers lined up for our conference and I am particularly looking forward to the inaugural ISSA 'Meet the Customer' event which will be held in the afternoons of the conference days.

I hope you enjoy your stay in Dubai, and I look forward to catching up with you all during the week.

Saeed Al Malik

President, International Shippers & Services Association



Dear colleagues and friends,

It gives me great pleasure to welcome you to the 65th ISSA Conference and Gala Dinner in Dubai this year.

It has been four long years since we last met in Busan for the ISSA Convention and the overwhelming response we have had this year gives us the indication that our annual gathering has been greatly missed. We have used this time to gather feedback and suggestions from our members to create a programme lineup that is both relevant and attractive to them.

This year, we are glad to launch the ISSA 'Meet the Customer' initiative, where we have brought in ship owners and ship management companies from all over the world to the event for private meetings that delegates can register for.

The Executive Board remains committed as ever to brainstorming new ideas and initiatives that could be of use to ISSA members. We thank all of you for your support and look forward to welcoming you again to ISSA 66 Seville in 2024.

Abdul Hameed Hajah

Senior Executive Vice President, International Shippers & Services Association (ISSA)



General Information

About Dubai

Dubai is the 2nd largest emirate of the United Arab Emirates, with the largest population of over 3.56 million as of 2023.

The size has been synonymous with Dubai as it continues to push the boundaries of construction. Dubai has been building the world's first, largest structures over the past few decades. Dubai's cityscape is always transient and ever-changing with its constant urge to construct more extensive and better, such as Dubai Frame, Dubai Canal and Museum of the Future.

Venue

**Habtoor Palace Dubai, LXR
Hotels & Resorts**

Al Habtoor City, Sheikh Zayed
Road, Dubai, U.A.E

Tel: +971 4 435 5555

Website: www.hilton.com

Organizer

**International
Shipsuppliers &
Services
Association**

www.shipsupply.org



General Information

Registration:

Upon registration you will receive your name badge.
Please wear this to all sessions and social events.

Language: The official language is English.

Plug type: G

Electricity: 220V-240V

Currency: United Arab Emirates Dirham (AED)

International dialling code: +971 4

Emergency telephone number: 999

Dubai is a highly cosmopolitan city with a vast population of visa-holders and expatriates from other nations. This means it's very easy to get around and is friendly and welcoming to visitors. The UAE, in general, has a fantastic infrastructure for getting around from airports to public bus services, trams, monorails and the Metro.

Travelling around Dubai is like a dream, with a wide range of options available and all easily accessible. The principal methods of transportation are public (taxi, metro, bus and the like), water-based (abras, water taxis, canal ferries and cruises) and private (rideshares, tours and car hires). Visitors are advised to mix up their transport options and seek the best means of visiting any individual point of interest they wish.

Airports

The major airport in Dubai is the DXB Dubai International Airport. It's one of the busiest airports in the world, with tons to see and do in the airport itself. Many hotels have shuttle service to and from the airport, but you may need to book in advance. Check with your hotel for information. Otherwise, you can catch a taxi or take a rideshare. Car hires can also be found to drive yourself into town. The city centre is only about 20 minutes drive southwest of the airport.

Ports

Dubai is on the Persian Gulf, so several major ports service it. These include Port Jebel Ali, Mina Rashid and Mina Al Hamriyah. Of these, the latter two are designed for commercial and passenger transport, while Jebel Ali is one of the busiest cargo ports globally.

Subway system

The Dubai metro is among the easiest and quickest ways to get anywhere in town. These trains are driverless and run automatically every few minutes throughout 7 zones. Everyone over the age of 4 will need to buy a Nol Card, which you can pre-load with credits if you want to avoid queuing in long lines, or you can pay per ride. Nol Red Tickets are for short-term visitors, while NOL Silver Passes are for longer-term visitors and residents. A Nol Gold First Class option is the best to avoid all the crowds but carries an additional fee.

Taxi and rideshare apps

Taxi services are probably the easiest way to get around Dubai. They can sometimes take longer than other forms of transport because Dubai tends to have a lot of traffic. The prices are generally reasonable and can quickly be booked or hailed from most hotels, attractions and shopping malls. Look for yellow lights, which signify a taxi is available to take fares. Rideshare apps such as Careem and Uber are also available. They cost a bit more than taxis, but are more convenient, especially for groups.

Bus network

Dubai offers an expansive bus network that also operates on the Nol Card. It's more often used by locals than visitors but reaches some more remote areas of town that the metro doesn't service. The RTA offers a Wojhati app to help you figure out the best routes to navigate.

Car Rentals

Car hires in Dubai are available from many local companies such as the Dubai Marina, Enterprise Rent-a-Car, Hertz, and others. The Dubai Airport or your hotel can often help you find a car hire that's right for your needs. You may even be able to book one in advance through your travel site when you book your flight and lodging. Driving can be the only way to reach some locales, but in general, be aware that Dubai is infamous for its traffic, and you will need to account for things like finding and paying for parking. For most people, public transport suffices.



Bicycle Rentals

Dubai does have several bicycle rental companies if you are into exploring by cycling around. However, it's important to note that bicycles are not permitted on roads where speeds exceed 60 km/hour, on designated pedestrian lanes, or jogging tracks. Designated cycling tracks are available in many places. However, you do not need a special licence to ride a bicycle in Dubai. For many, the sheer heat alone makes bicycle travel less attractive than car hires, rideshares, taxis or public transit.

Health

Vaccination: No particular immunisations are required; however, it would be wise to check beforehand if you travel from a health-risk area. Tetanus vaccinations are usually recommended if you are considering a long trip. Polio has been virtually eradicated in the UAE, and hepatitis is sporadic and can be avoided by taking precautions.

Malaria: Malaria tablets are rarely prescribed for travel in the UAE. However, mosquitoes will find you if you are camping near the mountains or exploring wadis or date groves in the evening, so cover up and use a suitable insect repellent.

Sunburn: The sun can be fierce throughout the year, so heat stroke and heat exhaustion are always risks. Good sunglasses, hats and sunscreens are essential, especially for children.

Health Insurance: Public hospitals, where the medical facilities are excellent, deal with emergencies free of charge; however, it would be wise to take out medical insurance to cover all eventualities, especially if you need to attend a private hospital or clinic where treatment can be expensive.

Doctors: If you need a doctor, ask at the hotel desk or the General Medical Centre and call your embassy for recommendations. Also, good dentists are readily available, including orthodontists.

Ambulance service: 998 or 999

Communication

The telephone network operated by the ETISALAT and Emirates Integrated Telecommunications Company ("du") is superb. Local calls are free and direct dialling is available to 150 countries. The international dial code for UAE is +971. The regulator, the Telecommunications Regulatory Authority, mandates filtering websites for religious, political and sexual content. 5G wireless services were installed nationwide in 2019 through a partnership with Huawei. The General Postal Authority runs an efficient postal system with red post collection boxes throughout the cities and towns. The main post office in Dubai is on Zaisabeel Road, Bur Dubai.





ISSA 65 DUBAI

OCTOBER 24-25





Tuesday 24 October 2023

08:30 REGISTRATION AND NETWORKING BREAKFAST

Ship supply is essential if the wheels of international trade are to keep turning. But what are the challenges ahead and what are the opportunities? The ISSA 65 Conference will seek to examine how ship suppliers can meet and exceed the demands of the market against a backdrop of the drive for more enhanced digitalisation; an industry embracing green values; and a shipping industry that will have to change to attract the young and talented into its ranks.

WELCOME TO THE ISSA 65 CONFERENCE 1st DAY

09:40 WELCOME ADDRESS 1
Saeed Al Malik, President of ISSA

09:45 WELCOME ADDRESS 2
Shahab Al Jassmi - SVP Ports & Terminals
DP World GCC

10:00 WELCOME ADDRESS 4
Rania Tadros, President WISTA UAE

10:15 MODERATED PANEL DISCUSSION
Moderator: Sean Moloney
Port access & security and IHM: Why they are important
Panelist: Bob Zeagman, Seagulf Marine Industries Inc
Bruce Hailey, Salvus Law
Richard Ballantyne, Chief Executive - British Ports Association
Henning Gramann, GSR Services
Capt Nirmal P Silva, Harbour Master - Colombo

11:15 Questions

11:30 COFFEE

12:00 MODERATED PANEL DISCUSSION
Moderator: Sean Moloney
The need for sustainability
Panelist: Mikael Karlsson, Northern Marine Group/IMPA Save Chairman
Paolo Magonio, Scorpio
Kyriacos Georgiou, MCTC
Costantino Zavoiani, OCEAN Chairman

13:00 Questions

13:15 LUNCH

15:00-17:00 MEET THE CUSTOMER

Wednesday 25 October 2023

08:30	REGISTRATION AND NETWORKING BREAKFAST
WELCOME TO THE ISSA 65 CONFERENCE 2nd DAY	
09:30	WELCOME ADDRESS 1 Abdul Hameed Hajah, Senior Executive Vice President of ISSA
09:35	WELCOME ADDRESS 2 Bruce Hailey, Salvus Law Solving the Payment Conundrum
09:50	WELCOME ADDRESS 3 Dr Katerina Konsta, CEO World Maritime Academy ISSA Education Programme. Training Tomorrow's Ship Suppliers
10:20	MODERATED PANEL DISCUSSION Moderator: Sean Moloney All about the relationship. Building a stronger relationship: Digitalisation and beyond Panelists: Maria Theodosiou, GENPRO, Eric Kroken, Alligator Carl Forsman, ISSA Assembly Member Jim Costalos, Everise Shipping Service Singapore/ Southern Cross Marine, Australia Rafael Fernandez, Bayport - Spain Capt. S. Ramkumar, Admiral Marine Services
11:20	Mr Vinod Krishnan, Arch Corporation (DIFC) Limited
11:30	COFFEE
12:00	MODERATED PANEL DISCUSSION Moderator: Sean Moloney ISSA: A force for the future? Panelist: Saeed Al Malik, ISSA President Incoming ISSA President John Davey, Cavendish Ship Stores Danny Lien, Genesis Solutions, Singapore Paolo Magonio, ISSA Honorary Member - Scorpio Mohamed Yusuf, Admiral Marine Services Pvt Ltd Thomas Tan, Haridass Ho & Partners
12:50	Presentation to Saeed Al Malik Presentation to the Ghana National Association
13:15	LUNCH
15:00-17:00	MEET THE CUSTOMER

Shahab Al Jassmi

**SENIOR VICE PRESIDENT - PORTS & TERMINALS COMMERCIAL GCC
FOR DP WORLD UAE**

Shahab Al Jassmi is the Senior Vice President – Ports & Terminals Commercial GCC for DP World UAE, a global provider of end-to-end supply chain logistics. He is responsible for spearheading Jebel Ali Terminal's core commercial operations for Container Terminal, General Cargo i.e. for Ro-Ro, Bulk & Break-bulk, Customer Care & Business Process Improvement and Managing Jebel Ali Terminal's overall business portfolio. Shahab has been with DP World since 2010, with commercial expertise in managing strategic relationships with key customers of Shipping lines, General Cargo & Traders and with an extensive background in Business Development and Real Estate. Proficient in Providing value propositions for services rendered & ensure UAE Region credibility is always maintained with customers and drive all project activities for Ports & Terminal's Commercial from conceptualization to execution & finalization. Prior to joining DP World, Shahab handled key commercial responsibilities in Dubai World Central, a strategic initiative of the Government of Dubai to support economic development, and Dubai Aluminum, one of the largest aluminum smelters in the world.

Mr. Saeed Al Malik

- PRESIDENT, INTERNATIONAL SHIPSUPPLIERS & SERVICES ASSOCIATION
- PAST VICE CHAIRMAN - EMIRATE MARITIME ADVISORY COUNCIL
- PAST MEMBER OF THE BOARD OF TRUSTEES,
EMIRATES MARITIME ARBITRATION CENTRE
- PRESIDENT, MIDDLE EAST FUJI L.L.C GROUP OF COMPANIES

Saeed Al Malik is a UAE National, graduated in Business Administration from the Loma Linda University in Riverside California, United States.

He established Middle East Shipstores in the year 1993 as his own business. The Company established itself as a major ship supplier for vessels calling UAE Ports. Since then, he is actively involved in the business of the Company as the President and Chairman of Middle East Fuji LLC.

He is the founding member of UAE National Ship Supplier Association (UNSSA) and headed UNSSA as the President from its inception in 1999 until 31st December 2017.

Mr Malik was first elected to the Executive Board of ISSA as an Executive Vice President in 2010. He continues as a member since then and is the current ISSA President.

Richard Ballantyne OBE

CHIEF EXECUTIVE BRITISH PORTS ASSOCIATION

Richard Ballantyne joined the British Ports Association in 2007 and became the Chief Executive in 2016.

Richard has in-depth expertise in ports, transport, trade and environmental policy matters as well as a wide experience of the legislative processes around the UK. He is a champion of sustainable development and promotes the role that ports play both in the regions they are based and as national gateways.

He is a Director both of Maritime UK and the Scottish Maritime Cluster, a Trustee of the Merchant Navy Welfare Board charity and was previously a Director of Port Skills and Safety Ltd. Before joining the BPA Richard spent five years at a Westminster political consultancy and was previously an MP's researcher in the House of Commons. Richard was also awarded an OBE in the 2022 New Year's Honours for his services to the maritime sector.

Jim Costalos

EXECUTIVE VICE PRESIDENT OF ISSA

I am a career ship supplier. I started my career with the family business in Adelaide, Australia in 1974 prior to the family business being taken over by the Australian giant Metro Meat Limited in 1986. Metro started to build an Australia-wide ship supply business under the branding of Nautilus. I held the positions of South Australian State Manager and Victorian State Manager prior to being appointed General Manager in 1990. In 2004, I was instrumental in forming the current Australian leader in ship supply, Southern Cross Marine Supplies. In 2017, I was approached to join the fledgling Singapore Company, Everise Shipping Service. At the time, it had a very modest turnover with a staff of six. Today, Everise is in the top 5 of supply companies in Singapore, based on turnover, with over 150 staff, operating in Singapore, China and Panama. I registered the family business as an ISSA member in 1978. In 1980 together with my arch competitor Fen Thompson, we formed the Australian Ship Suppliers Association (ASSA). Today all major Australian ship suppliers are members, and the Association is active and financially strong. We hold regular meetings with our neighbour New Zealand, and arrange ASSA AGMs in Singapore. I have been on the ASSA executive since 1980, holding the position of Vice Chairman six times and Chairman on 14 occasions. My very first ISSA convention was in Athens in 1978. I am a staunch supporter of ISSA and firmly believe we need a strong and financially solid Association to look after the interests of the global ship supply sector.

John Davey

EXECUTIVE VICE PRESIDENT OF ISSA

John Davey was born in the South West of England in 1954 to a seafaring family. He joined the Merchant Navy as an officer cadet when he was 16 years old, quickly becoming the youngest ship's Purser at 18 and serving another 12 years before meeting his Canadian wife and leaving the sea.

Career followed stints as a Director at two British Ferry Companies in charge of everything passenger-related continuing his food and beverage-focused theme.

He became a ship chandler over 15 years ago as a Director with Cavendish Ship Stores ending up as Managing Director for the £30m plus business focused primarily on the Cruise sector. John has a passion for classic cars, to that end he races and also restores them. He also established a local classic car club with over 400 members which is free to join and has raised over £20k for local charities. His charitable work continues with crewing on a boat that gives disabled persons the chance to go to sea.

John has been an Executive VP for ISSA for over six years, been on the Board of BASS for 12 years and also was vice chairman of OCEAN. He is passionate about the ship supply industry and its betterment.

Rafael Fernandez

EXECUTIVE VICE PRESIDENT OF ISSA

Born in the city of Cadiz, Spain in 1967, My entire life has been linked to the Shipping Industry. My father established Puerto y Bahia in 1979, a Shipchandler Company where I joined at the early age of 16. After a few years, I acquired 100% of the shares and expanded our services to new markets.

The company was renamed in 2017 to Bayport, and today we have established branches throughout Spain with 300 employees. We have been a member of ISSA member since the 1980s.

I was elected President of the Spanish Ship Supplier Association and ISSA Assembly Member in 2000 and was a proud organiser of the successful 2012 ISSA Convention in Cadiz on 2012. I have been an ISSA Executive Board member for the past 13 years or so. I am also President of Cadizport (which is a Local Service Companies Association in C diz) and a Committee Member of the C diz Chamber of Commerce.

Carl Forsman

ISSA ASSEMBLY MEMBER

Carl Forsman has been active in the ship supply industry since 2011 (university studies; "Shipping & Logistics" at Chalmers University of Technology, Gothenburg, between 2014 – 2017) and has held several different positions, ranging from Warehouse Manager to the current position of Project Manager. Carl has been with the same employer (DFS) since 2011 and is, as of 2017, a part of the company's management team.

Since 2019, Carl has been a very active member of the international community of ship supply, offering his services to his national association of ship suppliers, the European association of ship supply (OCEAN) and the International Shippers & Services Association (ISSA).

Current positions

- Project Manager, AB DFS (www.dfs-ab.se)
- Management Team, AB DFS (www.dfs-ab.se)
- Chairman, Swedish Association of Ship Suppliers (ship-supply.se)
- Vice Chairman, European Ship Suppliers Organization (OCEAN) (www.shipsupply.eu)
- In charge of exhibitor goods logistics, DSM (donsoshippingmeet.com)

Kyriacos Georgiou

DIRECTOR OF GLOBAL OPERATIONS AT MCTC

My name is Kyriacos Georgiou, and I am the Director of Global Operations at MCTC, a leading catering management company in the maritime industry. In this role, I oversee the operations of MCTC, manage our relationships with suppliers and partners, and ensure that our company continues to uphold its promise of excellence and innovation. I have a diverse background spanning the banking, finance, culinary arts and shipping sectors, which gives me a unique perspective on the maritime industry. Additionally, my training and experience as a chef provide invaluable insights that enhance our services. Over my extensive career, I have been dedicated to delivering high-quality and cost-effective catering solutions to clients worldwide. We are collaborating closely with our clients to find innovative solutions, setting new industry standards for sustainability and environmental responsibility.

Henning Gramann

Henning holds a degree as Environmental Engineer (Diplomingenieur, Dipl.-Ing.) and has been actively involved in maritime environmental protection for more than 20 years. Since 2005, he has been working in the field of ship recycling and has become a leading expert for all aspects of green ship recycling and compliance data management. In 2011 he established GSR Services GmbH, which supports all stakeholders for cost-effective compliance with Hong Kong Convention and EU-Regulation on Ship Recycling from cradle to grave. Key Achievements HKC-compliance projects for ship recycling facilities in Asia (50+) Development of IHMs for existing ships (700+) IHM-Maintenance projects (400+) Training of IHM Experts (100+)

Bruce Hailey

ISSA LAWYER

Bruce is a solicitor of the Supreme Court of England & Wales, and has been practising in the field of shipping, transport, logistics and international trade for 30 years (prior to qualification as a solicitor, practising as a Fellow of the Institute of Legal Executives).

Until 1998 Bruce was located in London, whereupon he moved to Manchester to work at a leading international law firm, and for the past 10+ years, and as one of the founding partners in the boutique practice of Salvus Law Ltd.

Salvus Law provides personal service, through senior and expert lawyers, to an international client base of businesses and insurers. For his entire 30-year career, Bruce has represented ship suppliers across the supply sector and around the world. These include the world's largest bunker supply group and marine coatings manufacturers. The work done includes debt collection (often by worldwide ship arrests), contract drafting and dispute resolution.

Salvus Law is a leading player in maritime debt recovery, with global expertise in ship arrests and asset recovery, and in formulating and implementing global collection strategies.

Bruce has formed a strong relationship with ISSA and assists ISSA's management with its internal affairs. Salvus Law also acts as legal adviser to the British International Freight Association.

Mikael Karlsson

HEAD OF BUSINESS DEVELOPMENT AT NORTHERN MARINE GROUP

Mikael Karlsson began his business journey by studying economics in the United States through a soccer scholarship at Walsh University, earning his bachelors degree in economics and a national soccer championship.

Influenced by the documentary “Plastic Ocean” directed by Jo Ruxton and “Drowning in Plastic” by Liz Bonnin, Mikael decided to put this network and determination to good use, as he engaged in the whole conversation on climate matters. In 2020 he established IMPAsave, an organisation aiming to influence marine and offshore procurement, supporting the whole industry to reduce single use plastic on ships.

In 2021 he gained a certification from Harvard Business School, specialising in Sustainability, Disruption and Economics earning and certificate in business strategy. Mikael has also undertaken several speaking events and webinars with the purpose of reaching out to the entire marine and offshore community. Mikael is Head of Business Development at Northern Marine Group.

Capt. Karunanayake Michael Nirmal Priyantha Silva (Afni)

Joined the Ceylon Shipping Corporation in June 1984 as an Officer Cadet of the Merchant Navy and gradually progressed until taking his first command as Master in March 1997. During the 22 years of service at sea, he sailed on a variety of vessel types such as General Cargo, Container, Ro/Ro and bulk carriers and gained vast experience of ship and port operations throughout the world. He was given the responsibility of taking delivery of two brand new Panamax Bulk Carriers and a brand new Container vessel from the respective ship yards for Reederei NORD Klaus E. Oldendorff Ltd. Joined Sri Lanka Ports Authority (SLPA) in November 2006 as a Marine Pilot, Executive Grade 1, Senior Level Management. After a little over 10 years of service as a Marine Pilot, in January 2017, he was appointed as the Senior Deputy Harbour Master (SDHM) being responsible for all ports in Sri Lanka coming under the purview of SLPA. In December 2018, he was appointed as the Harbour Master being responsible for all the ports in Sri Lanka and also the person responsible for Aids to Navigation in Sri Lanka. The Deputy Project Director (Marine Operations) of Colombo Port City Project from 01st June 2019 to date. A Member of the Board of Directors of Lanka Coal Company Pvt. Ltd since September 2022 to date.

Dr Katerina Konsta

CEO OF WORLD MARITIME ACADEMY

Dr Katerina Konsta (<https://gr.linkedin.com/in/katerina-konsta-847107a>) is the CEO of World Maritime Academy (UK) the training leg of Seaworks, and the Managing Director of STAMKON (Greece). An Examiner at the Institute of Chartered Shipbrokers (UK) and an External Examiner for the maritime postgraduate courses in shipping at the University of Greenwich (UK). Katerina has more than 25 years of international experience in maritime and logistics education, designing and managing undergraduate and postgraduate courses, executive education portfolios, professional development and online courses which has been delivered around the globe at the top maritime centres. Her extensive teaching experience has been gained at various organisations, associations, colleges and universities, lecturing on undergraduate courses in shipping, maritime business and related subjects. She has also developed shipping departments and faculties for Colleges and Universities. Her writing experience includes 30 distance learning books, papers in refereed journals and conferences. She has also served as a reviewer for Maritime Policy & Management Journal and she is currently a reviewer for Journal of Traffic and Transportation Engineering. She is invited as a speaker and a moderator at universities, international conferences and forums. She also mentoring shipping students at the University of Plymouth.

Erik Kroken

MANAGING DIRECTOR ALLIGATOR GROUP

I started in the ship supply business in Antwerp as a warehouse employee in 1994, shortly after I moved to Rotterdam to be a boarding representative for a well-known ship supplier from Denmark.

I was soon given the opportunity to move to Dubai to be the general manager of the entity that was bought by the company I worked for. After four years in Dubai, I moved to Singapore to work for a leading ship supplier there. I was in Singapore for four years and left for Rotterdam where I worked for Klevenberg until they were bought out by Wrist.

I joined B&S in Dordrecht as a supplier to the shipsuppliers and the cruise industry. I did this for three years and I now for Alligator, a technical supplier to the maritime industry.

Danny Lien

CEO OF GENESIS SOLUTIONS PTE LTD

He has spent over 30 years in the marine industry. He was the Founder/Managing Director of Amos International (S) Pte Ltd. He became a Non-Executive Director on the SGX listed AMOS Group Ltd after Amos International was acquired by the listed company.

Danny has vast experience in both the upstream and downstream global supply chain, particularly in the maritime industry. His years as an entrepreneur in the industry have allowed him to hone his skills at sales and marketing, global and regional procurement, inventory and warehouse management as well as last mile logistics. Danny has also built an impressive network of global contacts to ensure his global supply chain remains robust.

Danny is passionate about digitalising the marine supply chain. As President of the Singapore Association of Shippers & Services, he is working with different government agencies to lead the industry to adopting technology for Singapore to be the global thought leader in intelligent marine supply chain. He is the first in the Singapore marine supplies industry to successfully automate the supply chain process using automation & robotics to improve efficiency and productivity.

He holds a Master's in Business Administration from the University of Chicago's Booth School of Business and completed the Owner President Management Program from Harvard Business School in 2016.

Paolo Magonio

GROUP PROCUREMENT AT SCORPIO

With over 30 years of experience in Maritime Procurement Management, Paolo has a well-earned reputation for delivering powerful results and implementing innovative processes that allow organisations to reach their Supply Chain optimisation goals with a careful eye to environmental and sustainability goals.

Paolo's maritime career began in the 1990s, working for two different ship-chandlers in Italy, followed by a shipowner running tankers, supply vessels and passenger vessels. He then moved to a cruise line company based in the USA. Upon returning to Europe and settling in Monaco, Paolo undertook the role of Procurement Manager with Martinoli Shipmanagement, a leader in the cruise line industry. Paolo spent almost 15 years working as Director of Technical Procurement Leisure and Group Procurement Director at V.Group and moved to Scorpio in 2019 looking after Group Procurement.

Sean Moloney

SECRETARY OF ISSA
CEO OF ELABORATE COMMUNICATIONS

Sean has been in the international maritime media sphere for close to 40 years and has worked with, or for ISSA, for nearly 35 years, either through his work publishing The Ship Supplier Magazine, or through the management of the ISSA Secretariat with his colleague Yvonne Paul, Head of Administration.

Prior to setting up Elaborate Communications 20 years ago, Sean was Publisher at the Informa Group, overseeing a department of 40 publications and a staff of 60+. Prior to that he was Political Editor at Lloyd List, the world's oldest newspaper.

Sean is the driving force behind London International Shipping Week, turning what was a dream into a major reality with the event celebrating its 10th anniversary this year, attracting 35,000 people to London to attend 350+ events.

Sean is a Freeman of the Worshipful Company of Shipwrights, was clothed in the livery of the Shipwrights and is also a Freeman of the City of London. He is also a Freeman of the Honourable Company of Master Mariners. He sits on the Board of Maritime UK and InterManager, and represents ISSA as an NGO at the International Maritime Organisation.

Capt. S. Ramkumar

ADMIRAL MARINE SERVICES

With 27 years of maritime experience, Capt. S. Ramkumar brings a unique understanding of customers that includes vessel owners, managers and crew. With a BSc in Nautical Science, from JNU, Delhi, he started his career as a Deck cadet in Shipping Corporation of India and took his command as Master in 2008 while at Synergy Maritime.

After 15 years at sea, he joined Executive Ship Management as a Superintendent of Crew Management in 2010. A year later he joined Admiral Marine Services as the CEO and established the Crew Management division which has manned more than 60 vessels of national and international clients while having onboarded over 5000 seafarers from various nationalities. In 2017, he led the company into a joint venture providing Vessel Traffic Management System (VTMS) which currently mans and manages over 8 Vessel Traffic Stations (VTS) along with observational duties in another 10 radar and VTS stations, while having trained over 170 VTS operators. In 2018 he became a ship owner as part of a joint venture, owning 2 Bulk Carriers and 1 Tanker with in-house Commercial and Technical Management. He is also a major Rotary foundation donor and served as its president in 2019-2020.

Thomas Tan

HARIDASS HO & PARTNERS

Advocate & Solicitor, Supreme Court of Singapore

Practice Areas

- Dispute Resolution, Litigation, Arbitration and Mediation
- Shipping and Admiralty
- Banking and Finance
- Restructuring and Insolvency
- Commercial and Corporate Disputes
- International Trade

Thomas graduated from the National University of Singapore in 1987 with an LL.B (Hons.) and was admitted as an Advocate and Solicitor of the Supreme Court of Singapore in 1988. He joined Haridass Ho & Partners as a Legal Assistant in 1988. He became a partner in 1994, and Managing Partner in 2012.

Thomas is primarily a dispute resolution lawyer with a concentration of interest in admiralty and shipping matters, marine insurance and international sale of goods transactions. In addition, Thomas has also acted in general commercial disputes, including joint ventures and partnerships. He handles these cases in the courts and arbitration, and is actively involved in mediation and other forms of alternative dispute resolution.

Maria Theodosiou

MANAGING DIRECTOR OF GENPRO

Maria Theodosiou is MD of GP General Procurement Company Limited (GENPRO), a visionary and recognised thought leader in the ever-changing world of Commercial and Maritime Procurement. With over 16 years of dedicated service to the maritime industry, Maria has established herself as a driving force behind innovation and excellence in this crucial sector. As the Managing Director of GP General Procurement Company Limited (GENPRO), she has been instrumental in shaping the future of maritime procurement practices, focusing on optimisation through relationships, sustainability and digitalisation.

Maria's journey in the maritime industry began over a decade and a half ago when she joined Columbia Shipmanagement Ltd working within the company's technical and commercial teams in Germany and later in Cyprus. She joined GENPRO in 2018, as Commercial Manager. She has since laid the foundations of the company's Commercial, Compliance and Sustainability, Business Development, and Marketing Departments. Today Maria leads GENPRO with a vision to inspire and provide 'Procurement with Purpose' to its clients. GENPRO is a joint venture between Bernhard Shulte Shipmanagement and Columbia Shipmanagement.

Mohamed Yusuf

DIRECTOR OF ADMIRAL MARINE SERVICES PVT. LTD

Mohamed Yusuf serves as the Director of Admiral Marine Services Pvt. Ltd. which is among the oldest and leading ship suppliers as well as marine service providers in India serving 28 ports through its fully owned 12 branch offices.

With a formal education in Design and Business schools, from a premier public ivy league university, and professional work as a User Experience specialist for over a decade in the US, Yusuf brings a rich background in both social and computer sciences. With his design thinking, and business acumen, his focus is to establish a strong and scalable foundation for the ship supply business that is geared to meet challenges of the future. He is also the founder of InXpat, which helps businesses with their digital transformation through insights inherent in their experiences.

Costantino Zavoiani

OCEAN CHAIRMAN

Born in Bari (South Italy) in 1969. After I graduated in Law, I studied for an MBA before working in a Dairy company looking after a variety of commercial, marketing and logistics tasks. Then I decided to spend some time abroad and studied for a Diploma at the Leith's School of Food & Wine in London. In mid-1999, my grandfather established PROMED, but he sadly passed away a few months later and so I decided to return to Bari and run this new venture firstly as Commercial Director and then as CEO.

Since these early days, I was captured by the dynamic and 'every day' challenging life of a ship supplier which I started to live with greater and greater enthusiasm and pride. I was delighted to see PROMED become a consolidated and successful company with deliveries in Italian ports every day.

During the past decade, we have pushed hard in diversifying as an F&B supplier in various international markets and different segments.

In 2018 I was nominated by ANPAN as the Italian delegate in OCEAN (European Ship Supplier Association). I was elected OCEAN Chairman in March 2023 with the ambitious goal to sail our industry toward the future together with its threats and opportunities.



MTC

Meet the
Customer

Meet the Customer

ISSA'S EXCITING NEW MEMBER BENEFIT

ISSA 65 is a first for many reasons: the first time the ISSA family will have come together since the onset of the Covid restrictions and as importantly, the first time that Association members who have travelled to Dubai as delegates, will be able to participate in ISSA's own 'Meet the Customer'.

As many as 18 prominent purchasers from shipowning and shipmanagement companies will be visiting ISSA 65 this week to discuss business opportunities with pre-registered ISSA members.

The 'Meet the Customer' sessions will take place in the afternoons of both conference days - Tuesday October 24th and October 25th.

Those ISSA members who have requested to 'Meet the Customer', will be allocated a 10 min slot with the customers of their choice. This list will be strictly adhered to as timings must be preserved.

The final listing will be publicised during the week and ISSA members will be informed of their timings. Any queries should be directed to Yvonne from the ISSA Secretariat.

Sean Moloney, ISSA Secretary, said this was a very exciting opportunity for ISSA to lead when it came to forging those important buyer/supplier relationships. "We are very excited about networking face-to-face again and to be able to meet and discuss key issues with some of the industry's main buyers, can only be described as the icing on the cake," he said.

Some of the buyers who will be at ISSA 65 include:

Alexander Aliferopoulos

BUSINESS DEVELOPMENT DIRECTOR AT SHIP PROCUREMENT SERVICES

Alexander has been serving as the Business Development Director at Ship Procurement Services ("SPS") since 2018. SPS manages a fleet of approximately 150 dry bulk vessels and tankers for Star Bulk, Oceanbulk and Product Shipping & Trading.

His overarching objective is to enhance procurement practices within the organization on all expense categories.

His professional focus is deeply rooted in data oriented approaches, where he concentrates on key performance indicators (KPIs), forging new agreements, spearheading innovative projects, optimizing bulk purchases, streamlining logistics, and championing ESG and sustainability initiatives.

Prior to SPS, Alexander assumed various pivotal roles, such as Cost Controller, Project Manager, and Purchasing Manager at Angelicoussis Shipping Group "ASGL" (150 vessels- Tankers, LNGs, Dry Cargo) / Maran Asia and Maran Ship Supplies. His contributions included the establishment of in-house procurement operations (warehouse and chandling offices), managing a team of 50 employees as well as leading successfully the relocation project of the ASGL purchasing department to Singapore.

Alexander holds a BSc in Business Administration from Liverpool John Moores University and an MSc in International Business Management from Surrey University. He has lived in Greece, USA, UK, and Singapore.



George Angelakopoulos

A.B. MARITIME INC GREECE

Purchasing Manager (1988 - Present)

Coordinate and supervise the timely delivery of supplies and spares in the most economic and efficient way. Actively involve with vessels' (as assigned) supplies (i.e. provisions, fresh provisions, deck stores, engine stores, moorings, safety signs, security items, medicals, chemicals, paints supplies, calibration of portable instruments/VHF, lifesaving and firefighting equipment services, bridge log books/GDIRECTORSS log books/garbage books/oil record books, spare parts, lubricants, annual radio.

Responsibilities:

- Ensure proper implementation of Company's Purchasing Procedure
- Review and improvement of Company's Purchasing Procedure
- Continuously monitor, in liaison with Technical Department, the spare parts list within PMS, ensuring such being duly updated and in compliance with actual stock on board
- All goods and services
- Provisions and stores for the vessels
- Spare parts, Safety and Office Equipment
- Controlling the process of purchase regarding quotations, evaluation, order, payment terms
- Provision control
- Stores Control
- Strong Problem Solving and Analytical Skills
- Global Market Vendor Research and Sourcing
- Budget Analysis & Reporting
- Leadership and Management Skills
- International Logistics
- Supply Chain Management

Kyriacos Georgiou

DIRECTOR OF GLOBAL OPERATIONS AT MCTC

My name is Kyriacos Georgiou, and I am the Director of Global Operations at MCTC, a leading catering management company in the maritime industry. In this role, I oversee the operations of MCTC, manage our relationships with suppliers and partners, and ensure that our company continues to uphold its promise of excellence and innovation. I have a diverse background spanning the banking, finance, culinary arts and shipping sectors, which gives me a unique perspective on the maritime industry. Additionally, my training and experience as a chef provide invaluable insights that enhance our services. Over my extensive career, I have been dedicated to delivering high-quality and cost-effective catering solutions to clients worldwide. We are collaborating closely with our clients to find innovative solutions, setting new industry standards for sustainability and environmental responsibility.

Stavroula Glynou

COSMOSHIP MANAGEMENT, CHIEF PURCHASING MANAGER

I have worked in Cosmoship Management S.A since 1999 and have been the Head of the Purchasing Department for the last 24 years. I oversee the supply of 14 Bulk carriers and 13 Containers with constant sourcing of Suppliers, high value tender negotiations and bulk purchase items.

Main responsibilities include:

Developing and implementing purchasing strategies for products and services across fleets deployed worldwide; Executing all vessels', superintendents' and Captains' requisitions, including chemicals, provisions, stores, mooring ropes and part of spare parts (anchors, anchor chains, wires, cranes' wires, lashing materials, valves), including also their forwarding on board; Asking for quotations (where applicable) and obtaining the best price/discount/terms for the company. Keeping records of all pending items; Ensuring, analysing and evaluating the accuracy of all suppliers' offers; Ordering and forwarding purchased orders to the fleet by selecting cost effective ports; maintaining Supplier Contracts; Budget controlling and price negotiation; Keeping purchasing records; Also, ensuring that purchasing process is attended; to receive, check and pass invoices within the scope of the procedure and pass to accounts for payment; Crosschecking of invoices of orders and issuing of payment orders; Quarterly inventory control for provisions, stores, lashing materials, ropes/wires, medicines/medical equipment, lubricants, chemicals, gases, paints, victualling; Responsible for company's New buildings supplies.

Shalaka Jaokar

PROCUREMENT MANAGER SYNERGY GROUP

Been part of the Synergy group for five years, as Procurement Manager for Synergy Navis Marine Pvt. Ltd. based in Pune, India.

20 years in the shipping industry of which over 15 years in Procurement and Supply Chain Management. Am a keen follower of 'I STEER' - Integrity, Safety, Transparency, Empathy, Empowerment and Respect; Synergy values that encompasses my role.



Kaloeida Anastasia

PROCUREMENT MANAGER AT KYKLADES MARITIME CORPORATION

I am Ms. Kaloeida Anastasia and I am coming from Athens, Greece. I am the Procurement Manager at "KYKLADES MARITIME COORPORATION" an Owners shipping company with Tanker Vessels trading Worldwide.

I have been working for shipping industry professional with 20 years of progressive Greek and International experience in performing intergraded technical operations, purchasing and logistics for Tanker Vessels, Container Vessels and Bulk Carriers.

I have demonstrated expertized in managing up to 30 vessels fleet. The previous years, I was in the dynamic of A.M Nomikos, Cosmoship Management S.A, LMZ Transoil Shipping Enterprises S.A and Worldwide Ocean Trading always in the position of procurement. I am a graduate of the University Of Marseille, France with a Bachelor of Business Administration of Economics & Social with a Master of MBA through Grande Ecole ELSCA University Paris, France. My native language is Greek but am fluent in English and French.

Kostantinos Kourkoulas

HELLENIC STAR SHIPPING CO S.A.

Family owned Ship Owners with 45 years presentation in Greek Shipping

Type of vessels we own:	Bulk Carriers and Tankers
Number of vessels are in our fleet:	4 Bulk Carriers and 4 Tankers
New build in the next 12/24 months:	1 Bulk Carrier
Our budget for maintenance/ refurbishment during 2023:	Estimated USD 5.000.000
Geographical areas we operate:	Worldwide
My role in capital expenditure:	Actual
Type of supplier companies I would like to meet at ISSA 65 Dubai Event:	Ship Chandlers, Lubricants, Bunkers, Safety

Kennis Lee

HEAD OF PROCUREMENT, WALLEM SHIPMANAGEMENT LIMITED

A marine purchasing professional with solid experience leading contract negotiation and procurement operations in a prestigious third-party ship management company. Proven track record in leading a sizable team globally to support a fleet up to 285 vessels, managing procurement system implementation projects to drive greater efficiencies, transparency, and cost control through well designed processes, and developing programmes for talent management. Experienced negotiator, able to forge solid relationships with business partners. Kennis strongly believe in today's procurement landscape calls for a more strategic approach that aligned with the overall organizational strategy. More importantly, she is passionate about developing people to reach their potential will take the department and the company to an even higher level.

John M. Red

PROJECT SUPPLY ANALYST / SCM / QUALITY MANAGEMENT (ISO) / STAFF SUPERVISION / NETWORK ADMINISTRATION / TECHNICAL SUPPORT / PROCESS OPERATION

Purchasing Head with more than ten years of purchasing experience and with in-depth knowledge of complex procurement procedures, logistics, forwarding and finalizing of commercial terms which also covers the Oil and Gas Industries. I have a proven track record of planning, good customer service and strategic procurement that helped achieve both profitability and quality standards. I am passionate about helping the company in identifying possible savings opportunities and ready to take in new challenges.

Core Competencies

- Supply Analysis
- Supplier Relationship Management
- Forwarding & Logistics
- Process/Procedural Documentation
- Supply Chain Management
- Quality Management
- Category Management
- Data/Report Analysis/Forecasting
- Procurement (Operational and Strategic)
- Client Needs Assessment
- Staff Management
- Staff/End User Technical Training



Moulakakis Apostolis

LASKARIDIS SHIPPING COMPANY PURCHASING DIRECTOR

Duties

- To secure the uninterrupted supply chain according to the vessel's needs for a fleet of dry bulk carrier & reefer vessels
 - Establishing relationships with vendors & negotiating purchasing contracts
 - Managing the purchasing process
 - Creating purchasing and procurement policies
-

Alex Prassos

UNISEA SHIPPING, PURCHASING MANAGER

- Responsible for the procurement and forwarding of goods for managed vessels in accordance with company's HSQSE requirements.
- Developing, leading and executing purchasing strategies
- Track and report key functional metrics to reduce expenses and improve effectiveness
- Seek and partner with reliable vendors and suppliers and close deals with optimal terms
- Supervising/Manage the company's day to day purchasing activities
- Maintain Low Purchasing and Forwarding cost.
- Perform cost, scenario analysis, and benchmarking
- Receiving feedback concerning details related to purchased goods and carrying out investigation as required
- Training of Purchasing officers and targeting improvement of their overall performance
- Co-operating with Masters/Chief Engineers, Fleet Managers, Supt. Engineers and the Marine Superintendents to cover the fleet's needs.

Loukas Procopiou

SUPPLY MANAGER: TECHNOMAR SHIPPING

A highly motivated and focused individual who thrives in a fast-paced customer-facing environment. A dedicated professional with the drive to succeed, be it as an individual or as part of a team. The one who can express his thoughts, ideas and inquiries very accurately both in writing and verbally and whose speech is fluent, rich and welcome. Level-headed in stressful situations, with the ability to respond to sudden changes or demands. The ability to act as an effective intermediary between persons and teams, to use initiative and to provide a background and explanation of local events, to use enriched knowledge and skills in the proper way makes him a very productive asset to any company.

Key responsibilities:

- Handling the provision, cabin and forwarding budget, evaluation and supply of 108 vessels (80 Container 1,118-11,040 TEU and 28 Handysize, Supramax , Panamax bulk carrier vessels)
- Negotiating, evaluating contracts/ agreements with suppliers
- Trouble shooting on a daily basis with operational problems
- Justification of expenses on monthly basis to Management
- Meeting with other managers of the company on weekly basis discussing the problems and the forthcoming arrangements
- Data analysis of suppliers based on the turnover as well as surveys received from the vessels
- Approvals process via Benefit system
- Evaluating supply operators based on KPI factors

Elena Samiotou

DYNAGAS-DYNACOM-SEA TRADERS MARITIME GROUP

Purchasing Dpt

December 2015 - Presently: Purchasing Coordinator at a fleet of 16 vessels

- Stores and Provisions Supplies arrangement
- Chemicals and Gases stock follow up and replenishment planning
- Inventories and ROBs (Remaining On Board) Qties Monitoring
- Drydockings and Repairs Supplies arrangement
- Budget controlling and following up
- Invoices checking and approving



Shalaka Jaokar

PROCUREMENT MANAGER SYNERGY GROUP

Been part of the Synergy group for five years, as Procurement Manager for Synergy Navis Marine Pvt. Ltd. based in Pune, India.

20 years in the shipping industry of which over 15 years in Procurement and Supply Chain Management. Am a keen follower of 'I STEER' - Integrity, Safety, Transparency, Empathy, Empowerment and Respect; Synergy values that encompasses my role.

Gurdip Singh Sodhi

SR. MANGER (H.O.D) NWC, MTM SHIP MANAGEMENT PVT LTD.

«Next Wave Culinary» (NWC) is a catering division of MTM Ship Management Pvt Ltd. which takes care of all the catering and victualling of all the vessels across fleet, including supply chain, vendor management, training and manning)

Education: Bachlore degree in science, Bachlore degree in Hotel Management, MBA in Logestic and supply chain, Masters in Tourism and hospitality studies, LLB (Maritime law pursuing).

Experience:

- Sr. Catering Officer, Bernhard Schulte Ship Management from Oct 2007 to 2009. (2 yrs); Asst. Manager, Fleet Management Limited from Aug 2009 - Jun 2013;
- Sr. Manager (H.O.D) MTM Ship Management Pvt Ltd from July 2013 to date =16 yrs of experience on hore as a catering professional for shipping companies. Two years experience onboard vessels.

Alexandros Stratikis

FLEET SUPPLY SUPERVISOR AT SAFETY MANAGEMENT OVERSEAS (GREECE)

My main responsibilities are:

- Handling vessels' requisitions (general stores, provisions, safety equipment, spare parts, chemicals, special equipment, lubricants, paints, gases, chemicals), request and evaluate quotations, placing purchase orders and planning delivery timetables.
- Forwarding of spares parts.
- Inspecting a vessel's flag regulations.
- In charge of initial supply for all new newbuilding vessels.
- Preparation of inventories of stores, provisions and chemicals of the vessels on a monthly basis.
- Monitoring relevant invoices and approving payments.
- Negotiation of prices and contracts with suppliers, vendors or freight forwarders. In charge of various projects i.e. stores/provisions in order to achieve best annual pricing strategies (rebates, better discounts, fixed price lists etc.).
- Preparation and monitoring of fleet's budget in order to achieve company's budget requirements and goals.
- In charge of various projects such as Scrubbers system forwarding, hawsers bulk orders, Atex walkie talkies in order vessels to comply with the new Solas regulation II-2/10 regarding the communication between a team of fire fighters entering an enclosed space etc.
- Training of supply officers and familiarisation of the sea personnel with the procedures of supply department and the Danaos module.
- Monitor supply officers and their overall performance.
- Ship visits in order to check the quality of the suppliers/supplies abroad, to check the warehouses/inventories of the vessel and overall to keep up with the crew regarding their needs and requirements.



Maria Theodosiou

MANAGING DIRECTOR OF GENPRO

Maria Theodosiou is MD of GP General Procurement Company Limited (GENPRO), a visionary and recognised thought leader in the ever-changing world of Commercial and Maritime Procurement. With over 16 years of dedicated service to the maritime industry, Maria has established herself as a driving force behind innovation and excellence in this crucial sector. As the Managing Director of GP General Procurement Company Limited (GENPRO), she has been instrumental in shaping the future of maritime procurement practices, focusing on optimisation through relationships, sustainability and digitalisation. Maria's journey in the maritime industry began over a decade and a half ago when she joined Columbia Shipmanagement Ltd working within the company's technical and commercial teams in Germany and later in Cyprus. She joined GENPRO in 2018, as Commercial Manager. She has since laid the foundations of the company's Commercial, Compliance and Sustainability, Business Development, and Marketing Departments. Today Maria leads GENPRO with a vision to inspire and provide 'Procurement with Purpose' to its clients. GENPRO is a joint venture between Bernhard Shulte Shipmanagement and Columbia Shipmanagement.



ISSA 65 DUBAI

OCTOBER 24-25



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Adamallys LLC



Admiral Marine Services



AESMAR

Company Profiles

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DP World

DP World exists to make the world's trade flow better. Our global portfolio oversees 137 terminals including 94 ports and we currently manage approximately 11% of global container traffic volume. With a dedicated team of over 106,500 professionals from 158 nationalities, we're on a journey to reshape the future of trade. We're rapidly transforming and integrating our businesses - Ports and Terminals, Marine Services, Logistics and Technology – and uniting our global infrastructure with local expertise to create stronger, more efficient end-to-end supply chains that can change the way the world trades. In the UAE, we operate our flagship Jebel Ali Port, the busiest port in the Middle East, as well as Mina Rashid Cruise Terminal and Coastal Bert, Mina Al Hamriya, and P&O Marinas, along with the free trade zones of Jafza, National Industries Park (NIP), and Dubai Auto Zone (DAZ).

Gold Sponsor



Middle East Fuji LLC

Middle East Fuji LLC (www.mef.ae) was established in the UAE in 1993 to offer marine supply and related services for ships calling UAE ports. As part of Fuji Trading group global supply solutions, we standardize the products and services to meet the satisfaction of our customers. We cater the requirements of the most well-known marine operators globally with excellent product range and service solutions.

Middle East Fuji provide complete range of MRO services to maritime industry – as a one stop shop service provider in the region. We supply ships, provide engineering services (mechanical, automation and inspection services), tailor logistics solutions, arrange special equipment and parts and work with owners and machinery manufactures for new building ship equipment selection and installation requirements.

Middle East Fuji Engineering, which has more than 35 factory trained, maker certified service engineers provide after sales services on behalf of global machinery manufacturers in the region. The team are specialized in all critical marine related requirements – being it mechanical, automation, electrical or inspection services. We represent many Japanese and Korean manufacturers in the region, including Shinko Pumps, Fukui Safety valves, Kosaka pumps, Mitsubishi Steering Gear systems etc.

Middle East Fuji also provide exceptional solutions to industrial customers partnering with the best known brands for industrial applications – related to safety, personnel protection, cutting, beveling, punching solutions, industrial tools, dunnage bags, pumps and many more. We are authorized distributors of many of the best known manufacturers in the region like Fuji Tools, 3M, Nitto Kohki, Deltaplus, Orbitallum, Graco, Ansell, etc to name a few. More details are available in <http://industrialsolution.ae>

Company Profiles

Silver Sponsors



Adamallys LLC

Adamallys LLC has over 50 years of experience in shipchandling/ship supply, supply of machinery spare parts, supply of new-built ship stores to shipyards globally, and supply of technical stores to ports and the offshore oil & gas sector. Our highest priority remains the health and safety of seafarers and crew members on board all the vessels we serve, and in the ports and offshore sector. To ensure this, we follow rigorous sourcing policies, adhere to ISO quality, health & safety and environmental standards, and follow intensive food safety protocol



AVS Global Ship Supply

AVS Global Ship Supply is a global supply & catering company that makes investments and creates strategic partnerships in the marine industry, with experience of over 30 years. Its most recent investment was absorbing Hamburg-based SeaServ GmbH. AVS and SeaServ offer cloud-based catering services together. AVS also makes investments in areas like whole sale ship supply, telecommunication, ship management and marine technologies. With its latest product Sim4Crew, AVS provides communication services for seafarers everywhere with a single SIM card.



Pedrotec

PEDROTEC Srl originally started in 1980 under trade name 'PEDROTTI srl', as the commercial body of the original "F.lli Pedrotti Ltd" founded in 1947 from the Pedrotti family and still acting now in the liferafts service activity under the Viking commercial brand. The traditional activity of technical and safety ship supply was developed and increased, extending the market not only to merchant ships, but including a very important department specialised in navy materials, with great attention to fire fighting and other related equipment. In 1993, a new separate Pedrotec division was created under the trade name Jobson Italia, covering mechanical and engineering services and repairs for all kinds of merchant ships, and now Jobson Italia is available with its own workshops in various ports in the world (Shanghai-Singapore-Dubai-TangerMed), while in Italy the headquarters are in La Spezia in a 5,000 sq m ultra digital workshop with 200 highly specialised technicians.

We can say that today, Pedrotec & Jobson represent one of the most capable and performing groups operating in the global Ship Supply and Ship Repair markets.

Company Profiles

Bronze Sponsors



Admiral Marine Services

Admiral Marine Services Pvt. Ltd. is among the oldest and leading ship suppliers as well as marine service providers in India with the widest coverage across 28 Indian ports through its fully owned 12 branch offices. Licensed by the Food Safety and Standard Authority of India (FSSAI), with certified cold and dry storages, dedicated staff, labourers, and an in-house logistics division, Admiral Marine strives to ensure proper control over every supply and is poised to meet the demanding expectations from clients needing 'More for Less' and 'Better'. While the company has carefully diversified into various fields within the maritime ecosystem, each of its divisions are managed by experts who are focused in meeting the objectives of clients. The roots date back to 1966, when the founder K. Abdul Wadood, working as a provision salesman boarded a ship in the Madras Harbour and secured a small provision order from the Ship Captain which led to the establishment of his firm, later renamed as Admiral Marine Services. Now, after 55 glorious years as a career Ship Supplier, he has been honoured by ISSA with the Lifetime Achievement Award in recognition of his visionary leadership and remarkable contribution to the Ship Supply Industry.



Unimarine Group

Unimarine Group was established in Marine Chemical business in 1974, by setting up Unimarine Services Ltd.(ex J.G. Enterprises Ltd.) in April 1988. The intention of the founder was to represent international chemical companies and to promote worldwide sales in the international shipping and industrial market. The company realized that in order to fully satisfy its clients, it was essential to provide a complete package of related products & services and therefore extended its activities in the field of technical services, i.e. chemical cleaning for both shipping and industry, a field where technical know-how, experience, skills, efficiency and effectiveness are required. Unimarine Group with Brands of Unclean -Unigas -Unifrost -Uniservice Intl is a worldwide supplier of Chemicals - gases and welding equipment - refrigeration & safety items. 45 countries and 980 Ports are supporting our expanding network and our High quality products and services. www.unimarine-services.com



SASS

The Singapore Association of Shipsuppliers & Services (SASS) was formed in 1981 by local ship suppliers with a common vision to promote the economic interests of all our members. SASS' role is to be the voice of the Singapore ship supplies industry. SASS works with Government agencies to support its members, provide industry updates as well as other useful information that will help Singapore to be a global leader in the Ship Supplies Industry. The Vision of SASS is to be the global leader in ship supplies industry transformation, and its Mission is to upskill and professionalize the ship supplies industry through adoption of technology, training and education.



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THINKING FORWARD MOVING FURTHER

We are leading the way towards moving cargo, faster, smarter and more sustainably. With a powerful global network and innovation at heart, we believe the future of trade is promising.



dpworld.ae



AWARD

ISSA Special Recognition Award

The award is given to companies that have been successfully operating in the ship supply industry for more than 25 years, as a recognition of their longevity and contributions to the industry.

UAE

1. ADAMALLYS LLC
2. MIDDLE EAST FUJI LLC
3. SAIFEE SHIP SPARE PARTS & SHIP CHANDLERS LLC
4. UNIMARINE SPECIALTY SHIP CHANDLERS LLC
5. SEVEN SEAS GROUP

SINGAPORE

6. BLACK SEA MARINE
7. CON-LASH SUPPLIES PTE LTD
8. SHIN TAI HO & CO. (PTE) LTD
9. UWE KLOSKA SHIPSUPPLY FAR EAST PTE LTD
10. ANCHOR MARINE SUPPLIES PTE LTD
11. BENG HUI MARINE ELECTRICAL PTE LTD
12. W.W. TRADE SINGAPORE PTE LTD
13. DANNY LIEN (GENESIS SOLUTIONS)

SRI LANKA

14. INTEROCEAN SERVICES LIMITED
15. MOHIDEEN SHIP CHANDLERS (PVT) LTD
16. PENGUIN SHIPPING ENTERPRISES (PVT) LTD

TURKEY

17. GIMAS SHIP SUPPLY & SERVICES
18. DUZKOC TURIZM ITH VE IHR.A.S.
19. ATLAS SEA GROUP
20. SIMSEKLER GROUP OF COMPANIES
21. AVS GLOBAL SHIP SUPPLY & MANAGEMENT S.A.
22. FALCON GUMRUKSUZ MAGAZA ISLETMECILIGI VE TIC. A.S.

EGYPT

23. EDUARDO MARINE SERVICES CO

INDIA

24. GLOBAL MARINE SUPPLY CO.
25. K. ABDUL WADOOD
26. ADMIRAL MARINE SERVICES PVT LTD.

NETHERLANDS

27. MASHIN SHOKAI NETHERLANDS B.V.

BRAZIL

28. MASTER MARINE SHIP SUPPLIER
29. SEA STAR SHIP SUPPLIERS
30. DFS SERVICES AND SHIP SUPPLIER

AUSTRALIA

31. VIKKI SHIP SUPPLIES PTY LTD
32. SOUTHERN CROSS MARINE SUPPLIES

GREECE

33. WEBMARINE LTD

UNITED KINGDOM

34. CAVENDISH SHIPS STORES LTD

IVORY COAST

35. EKA-BENYA S.A

SPAIN

36. BAYPORT S.A

KINGDOM OF SAUDI ARABIA

37. FAISAL M. HIGGI & ASSOCIATES CO. LTD

NEW ZEALAND

38. NEW ZEALAND SHIPPING SERVICES LIMITED

LIST OF DELEGATES

(sorted per country) *as on the date of printing*

AUSTRALIA

Jim Costalos

Southern Cross Marine
Supplies

ISSA Executive Vice President

Vicenta Valle

Vikki Ship Supplies Pty Ltd
Delegate

BRAZIL

Fabio Rodrigues

DSF - Services and Ship
Supplier

ISSA Executive Vice President

Flavio Pierotti

ABFN
Delegate

Amande Pierotti

ABFN
Accompanying Person

Celio Virginio

Emerenciano
Sea Star Ship Suppliers
Delegate

Paula Adriana Sanches

Emerenciano
Sea Star Ship Suppliers
Delegate

CANADA

Robert Zeagman

Seagulf
Assembly Member

CHINA

MS Liu Shengju

China Friendship External
Supplier Association
Assembly Member

Him Ho

Golden Harvest
Delegate

Lydia Wu

Najing Chuto Shipbuilding
Equipment Limited
Delegate

Tina Shi

Najing Chuto Shipbuilding
Equipment Limited
Delegate

Li Li

China Friendship External
Supplier Association
Delegate

Jackie Chen

Everise Shipping Service China
Sponsor

CYPRUS

Demetris Philiastides

EAP Marine Limited
Delegate

Vassilis Mpischos

EAP Marine Limited
Delegate

Kyriacos Georgiou

MCTC
MTC

Maria Theodosiou

GP General Procurement
MTC

DENMARK

Simon Olsen

J.H.Olsen & Co. (Marine) ApS
Delegate

Youjin Kim Olsen

J.H.Olsen & Co. (Marine) ApS
Accompanying Person

EGYPT

Mohamed Elhelely

Ocean Shipping Services
Delegate

Mohameed Aly Mohamed

Antares Shipping Agencies Co
Exhibitor

Gamal Morsy Hussein

Sea Princess Marine
Exhibitor

George Argyros Amerikanis

Sea Princess Marine
Exhibitor

Mr Tarek El Fahla

Bilymaris Billy Mitchell
Marine Services
Delegate

Wael Samir

Edwardo Marine
Delegate

Mrs Naglaa Edward

Edwardo Marine
Accompanying Person

GHANA

Beatrice Abena Appiah

Uniship Ghana Limited
Assembly Member

Dr Charles Agboto

Uniship Ghana Limited
Assembly Member

Mr Abraham Arthur

Marine Lift Safety Company
Co Ltd
Delegate

Mr Bernard Sam Cudjoe
Marine Lift Safety
Company Co Ltd
Delegate

Isaac Owusu Nyantakyi Brempong
Bison Imperial Global
Limited
Assembly Member

GERMANY
Henning Gramann
GSR Services GmbH
Panellist

Mr. Thorsten Lutz
Weicon GbH & Co KG
Exhibitor

Mr. Faisal Chirakkal
Weicon GbH & Co KG
Exhibitor

GREECE
Dr Katerina Konsta
World Maritime Academy
Speaker

Nick Mavrikos
Hellenic Ship Suppliers
& Exporters Association
Assembly Member

Michael Leoutsakos
Poseidon Marine Supplies
Group
Delegate

Periklis Zampounis
Network Enterprises Co. Ltd
Delegate

Polyxeni Zampounis,
Network Enterprises Co. Ltd
Accompanying Person

Mr Vanias Zampounis
Network Enterprises Co. Ltd
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