

ΕΛΝΑΒΙ

MONTHLY SHIPPING REVIEW

Special Report
Cyprus Shipping Industry
Shipmanagement
Maritime Communications

Αποστολή
Οδοιπορικό στα Καρδάμυλα



Olympia Ocean Carriers / Zela Shipping
continues its long maritime tradition navigating ahead from Cyprus

Interorient Shipmanagement builds up its shipmanagement reputation on solid ground



Mr. Adonis Violaris, Marketing Director of Interorient Shipmanagement

Over the last 35 years rapidly expanding Interorient Shipmanagement has been involved in almost all range of ship management services gaining vast experience and expertise to handle the most demanding projects.

Mr. Adonis Violaris, Marketing Director of Interorient Shipmanagement, refers to the company's varied opportunities of portfolio ship management services and describes the new projects in crew management and other challenging sectors. Mr. Violaris focuses on Interorient Shipmanagement's competitive advantages and most

dominant sectors. "Interorient Shipmanagement has been providing ship management services for more than three decades and has a wealth of expertise in almost all ship types including the offshore sector.

We currently provide management services to a fleet of more than 100 vessels consisting mainly of product tankers, bulk carriers, container ships and various types of general cargo vessels. The company's well established commercial management and vessel operation structure and procedures are well ahead of the curve providing both the vessels as well as the clients with reliable and continuous support and knowledge from the employment and operation of the vessel to the handling of various wet and dry cargoes at sea and in-port operations. Beyond the peripheral services traditionally offered by a ship manager such as **newbuilding and site project supervision** and yard contract negotiation, the company also offers its in-house expertise in the offshore and energy markets, onboard and ashore performance management, marine insurance and legal, human resources and project management.

Another important competitive advantage is the large tanker fleet and pool of seafarers needed for such vessels together with very experienced and competent shore personnel. **The fleet is operated to high standards including ISO9001 and 14001.** Long serving and motivated key personnel who are experts in their respective fields are well placed to maintain the levels of services required and a number of Interorient senior personnel are active members of Intercargo and Intertanko as well as similar bodies with influence in the industry".

Mr. Violaris also mentions that in order to comply with the demands imposed by charterers of tankers and dry cargo vessels "Interorient Shipmanagement targets the highest levels of compliance with oil major vetting requirements to ensure a vessel under management is both ready and able to meet all its commercial requirements. More specifically, the company management systems enable us to operate at the **highest levels of the OCIMF TMSA** scheme and onboard systems ensure compliance with the OCIMF SIRE scheme. These management systems together with a large tanker crew pool means we are able to take a tanker into management and satisfy the oil major's experience matrix requirements. Furthermore, by using ex crew we are able to carry out a tanker vetting very soon

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after entry into management.

We have gained a wealth of experience of different types of cargo in both tanker and bulk carrier operations and by capturing this experience we are able to clean and **prepare cargo tanks and cargo holds in an optimum manner.** The company Safety Management System has specific operational procedures for tankers and bulk carriers that are continually enhanced based on experience and feedback from the vessels.

The company ensures the vessels are visited at least three times over a year by technical and marine superintendents and also employs a number of roving trainers to attend and prepare vessels for marine audits, vettings and other matters as deemed necessary such as cargo or bunker disputes, etc".

Mr. Violaris believes that to stay one step ahead from the competition you have to offer your clients excellent analysis and reporting services of your ship management activities. "In addition to our in-house market and financial experts, **Interorient Shipmanagement employs specialist analysts** (procurement, accounting / internal auditing, performance management) and software systems dedicated to the monitoring, analysis, and reporting and data management. Interorient Shipmanagement is able to meet and exceed the required quality management and environmental management standards and timely reporting in accordance with the time frame and requirement of each owner.

We carefully monitor market and technology developments to stay ahead of the curve in data collection and analysis balanced with the required investment, and offer counsel on same to our clients. A large range of KPI's are maintained to monitor and measure performance that enable us to deliver continual improvement. KPI data can be provided to clients as appropriate.

This is a significant area of activity and through well-established data collection and data monitoring we are able to be proactive to optimise performance.

Lastly, the company also **follows the highest accounting principles** in line with the international financial reporting standards and is audited annually by a reputable international audit firm. The owner also receives comprehensive monthly vessel operating statements in the format and detail of their liking".

According to Mr. Violaris one of the company's strong points is its considerable human resources. "Interorient Shipmanagement began life as a manager some 36 years ago and continues to invest in considerable resources to train its seafarers and continuously upgrade their skills and safety standards to exceed industry requirements and clients' expectations.

The company operates recruiting offices in Riga, St Petersburg, Odessa and Manila manned with **skilled and experienced employees** and is currently employing over 3000 staff ashore and onboard its fleet.

The company has developed a unique Career Development System (CDS) covering various vessel types. This system provides the fleet with the tools and resources needed to **establish a training culture onboard.** With such a system the seafarers have the ability to develop their skills and competence levels and prepare themselves for the next



step in their career path in advance of being promoted. The CDS is tailor made to company or clients' requirements and safety management systems.

Furthermore vessels are provided with an extensive library of computer based training materials as well as company developed training materials.

The company has a number of Roving Trainers, all ex Master's or Chief Engineers whose sole task is to shuttle between fleet vessels to deliver personalised training, evaluate and carry out onboard drills and verify completed task in the CDS.

Interiorient Shipmanagement regularly conducts seminars and workshops in the seafarer's home countries that include industry experts and specialised trainers.

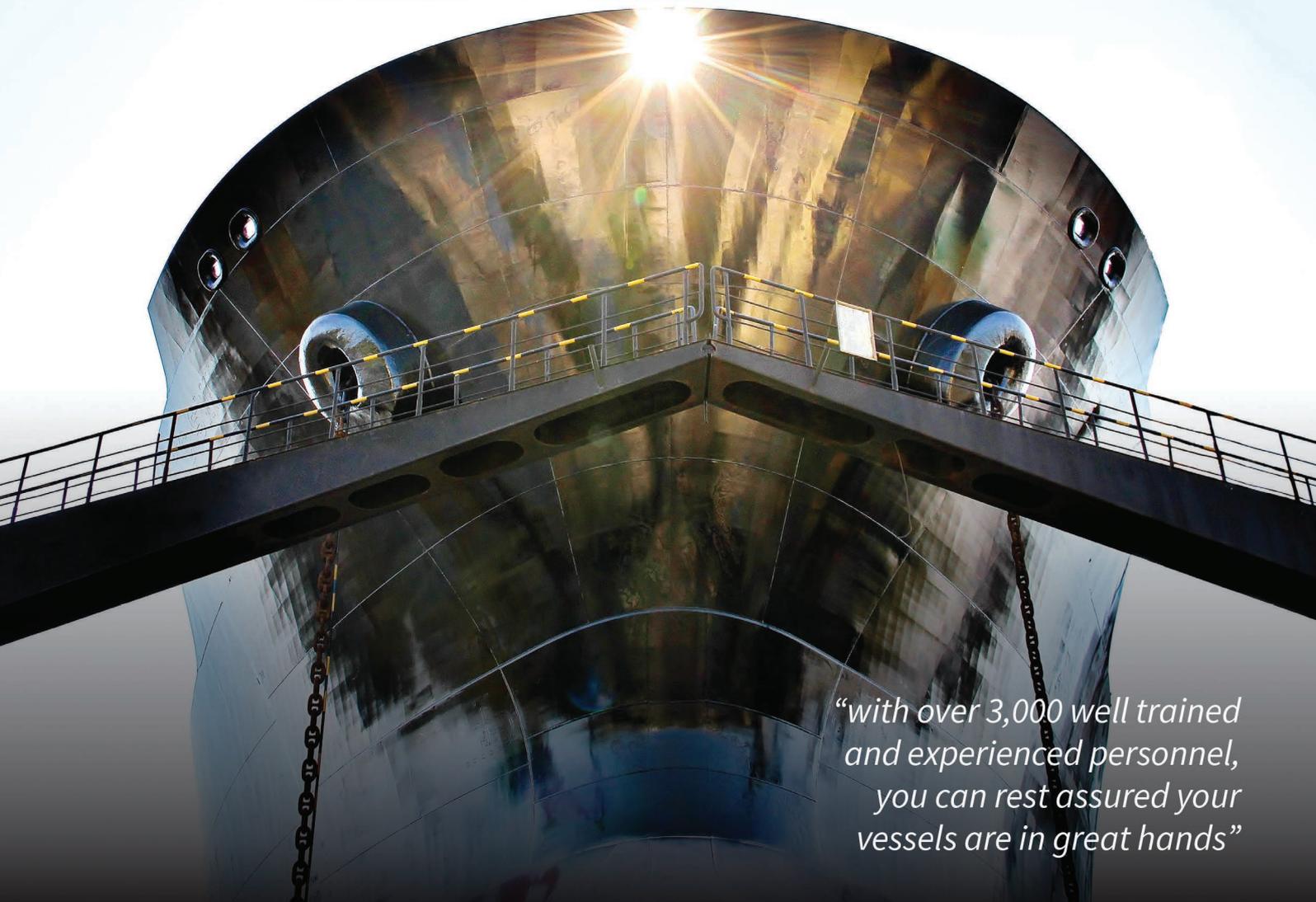
Interiorient Shipmanagement recognises that it also has a duty towards the industry in terms of seafarer development and as such is continuously engaged in various cadet and apprentice officers programmes, drawing in young talent from established and recognised maritime institutions globally. Most notably, Interiorient is an active sponsor and participant in various projects promoting life at sea including a **cadet sponsorship programme for deck and engine cadets**, where cadets are enrolled in a three year academic programme in addition to one

year sea training on Interiorient Shipmanagement vessels".

Mr. Violaris describes the company's involvement in the fields of energy and fuel management. "The company's dedicated in-house Performance Dept. monitors closely the vessels performance to ensure best possible coordination and planning takes place amongst the various stakeholders so that the best possible operational and commercial results are achieved. Monthly and 'on demand' group or vessel specific reports are produced and utilised extensively within the commercial and technical management departments of the fleet to enable the company to be proactive in terms of hull and machinery maintenance in order to maintain optimum performance.

The company being ISO14001 certificated means it has had in place environmental programmes for many years".

Finally, Mr. Violaris refers to Interiorient Shipmanagement's prospects in the Greek shipping market. "The company maintains close and multiple ties with the Greek shipping community and has a number of close contacts and past clients. Our general business model is geared to provide quality ship management services to the highest international standards and expectations regardless of their home base or nationality and in this respect we are always looking to add to both the volume and the calibre of our selected partners and clients".



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