

NORWEGIAN COMPANIES PREFER BOUTIQUE VESSELS WITH HIGH STANDARD

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We started to collaborate with Norway after signing a contract with Havyard at the end of 2005. Our collaboration started when we were working in a leased area at the Istanbul Shipyard Commandership, and it continued at our own shipyard in Yalova where we moved after the delivery of the 10th vessel. We delivered 35 vessels to Norway so far, and 7 of the ongoing 11 vessels are being built for Norway.

Although our shipyard has been specialized in building offshore support vessels and fishing vessels, it has also the capability of building various types of vessels. We are working with Norwegian companies such as Seaworks, Vestland,

Offshore, primarily Havyard Group. Our shipyard has modern shipbuilding opportunities, and provides shipbuilding in the world standards.

Norwegian companies prefer boutique vessels and vessels with high standards. As Turkey, we have opportunities that will provide us with these standards and quality. We are a quick-learner, and we deliver quality products in short time. Besides, Turkish shipyards' tendency towards flexible working attracts Norwegian companies. As Cemre shipyard, we have always been trying to do our job right and deliver on time since our first day in this job, and these are appreciated by Norwegian companies.



SINAN KAVALA
Commercial Manager

HAVING A GOOD REFERENCE IS MORE VALUABLE THAN MANY THINGS

Having a good reference is more valuable than many things, because you cannot purchase trust. We think that the trust we have built and our young and strong team are the most precious capital for us.

Active commerce and presence at the Nor-Shipping fair where large number of Norwegian companies participate in are very important for us. On the other hand, as it is an important fair of the sector, it has an international participation, and we can companies from many countries. Getting together with suppliers as well as our customers is also important for us. We think, working with the Norwegian is very easy, because they know what they want, and they can express it clearly. Thus, you do not need to take much precautions if you do your job properly. Our job gets easier after the mutual trust is established. Just give the product you guaranteed its standard at the time you promised. We think that we can increase our current collaboration. We are learning many things from each other. I think, the most important thing is to protect the trust we have established with difficulty and make it stronger. Besides, steps should be taken to develop collaboration in shipbuilding side industry, as we have succeeded in shipbuilding.