Instead of focusing on the negative, focus on your goals

Motto by Mrs. Nancy Gakis General Manager

We are honored to state that AEN only has ships of Japanese built due to the quality of their workmanship!

MV ATTIKI SB – Maiden Voyage 12th June 2015
AEN, in January 2015, celebrated their 30 years of operations and services characterized by continuous commitment to their clients. Our celebrations are accompanied by the delivery of MV ALKYONI SB, in May 2014, and the delivery of MV ATTIKI SB in June 2015; a supra and an ultra max size vessel, both advantaged by the implementation of eco and innovative designs.

AEN – MRM Meeting & Party
Management & Environmental Review Report for the year 2014

The Management and Environmental Review Committee (MRM) meeting was held in the Company’s Head Office in April 2015, from 10:00am to 17:00pm. The purpose of the MRM was to: Introduce and analyze the implementation of the IMS onboard and ashore during the first year. Ensure that corrective / preventive actions being developed as a result of non-conformities, incidents/injuries and unsafe acts are adequate. Review of the Company’s activities as well as inspections, audits, etc. since previous meeting. Discuss all operations and all safety, quality, health and environmental aspects of the fleet and review statistics and trend analysis of injuries/incidents, audits, inspections, etc. Monitor and discuss progress towards Company targets, and establishment of new objectives and KPIs.

M/V ATTIKI SB was delivered by JMU Shipyards to AEN on 12th June 2015. The Master and the Chief Engineer, selected by the AEN Management Team for her maiden voyage, were Cpt. Zacharias Chondros and C/E Christoforos Blazos. Both of them are highly experienced and well trained.
Mrs. Nancy Gakis, General Manager of AEN, after a brief intro, stated: “Today, the youngest daughter Louisa gives the name ATTIKI SB to this ultramax lady, influenced by her love for Greece and the district of Attica. ATTICA’s myth in Ancient Greece describes the whole area of Athens and Piraeus together. According to tradition, Attica comprised twelve small communities during the reign of Cecrops, the legendary Ionian king of Attica. Modern historians consider it more likely that the communities were progressively incorporated into an Athenian state during the 8th and the 7th centuries BC. Since then, Attica grew, expanded and became the most important city-state of the known world maintaining this position throughout antiquity until classical and Byzantine years. Due to its crucial geographical place, Athens & Attica district, soon developed as the Centre of Culture and Civilization. All Greece especially Attica region and Crete island, played a great role in commerce, throughout all ancient and later eras, emphasizing in shipping, which was developed even since the prehistoric period. These achievements take us up to today’s point, where the heart of shipping beats in Greece. In Nomikos Family, a new era came and a wind of change has brought AEN to today, having a young and modern fleet of Japanese vessels with an average age of approximately 4 years old. A wind of change will blow again soon, when next in turn will be Petros Nomikos to name a vessel, and is also bound to take the lead of the company one day from his mother and influence the new generation of Nomikos family. A new member was added to the family; Leonidas, Mrs. Carol Nomikos first grandson, who also carries the family bond. Leonidas is already into shipping, with his heritage and his familiarization here, surely will become a true and strong Nomikos successor. We have built our reputation by maintaining our values for the ships at very high standards, by being a strong and sound organization. We are on the front line trying to get the best results. We do not make compromises in the management standards for the safe operation of the vessels, the crew’s safety, their living and paying standards. This keeps the daily running cost high in these difficult times. But always sharing the principal’s vision and having their support, as needed in this particular tough market, we are inclined to develop and advance our company and our fleet, by making the difference from the massive management.

Mrs. Carol Nomikos, President of AEN, during the ceremony party, stated:

“There are 2 happy occasions with owning a ship: buying….with the enthusiasm of future profits and safe travels: and selling….after achieving these aims.

Japanese workers are famous for their dedication to their companies and their ability to work meticulously and they are well known for lifetime employment. This creates strong company loyalty. Moreover, Japanese workers are well known for making an ‘extra effort’ to finish a job.

This is where I can say: AEN is the same. ALL of AEN employees are well known for their commitment and dedication.

Today; I am also proud to state that our General Manager; Nancy Gakis will very soon be celebrating 30 years in AEN!

Undoubtedly, this is a lifetime of devotion. “Thank you Nancy, I know you will keep working hard to keep AEN a team of strength and high values.”

Greece has a long history of ship management. AEN must build on this. We run our office with a belief in giving everyone a chance to shine, we believe in bringing together our skills and talents so we can fulfil our dreams and expansion plans.

As well as raising a glass to the health of our future ventures, of which I am sure we will have many, I would like to thank all the employees of JMU, SOJITZ, OPTIMA and AEN for their diligence and hard work in building this ship and achieving such world class excellence.”

VANLIS Crew wishes Happy Easter to AEN Team during their visit in our Headquarters on 06th April 2015. Special thanks for their delicious sweets!!!
CURRENT MARKET’S VIEW by Mrs. Nancy Gakis, General Manager of AEN

In the current market, radical changes in fuel prices, regulation and climate change issues, as well as an economic depression and a difficult banking system are just some of the challenges the shipping industry is facing at the moment. The market in general, remains depressed and is hovering at the very low end of the scale, although it has shown some small improvement since the historical lows in mid-February this year.

However shipping makes cycles. Currently we are on the downturn, due to the inflexibility of demand and supply model. There is a very slow dry market with freight rates remaining under pressure, forcing owners to run their vessels covering their operational costs only, or even less. This is disappointing, but as serious shipping investors know, in good markets and bad, there is still a lot of cargo that has to be moved around the world and it’s a matter of who moves it.

There is a positive aspect to a downturn, and a negative to a boom. Despite the international unrest, all things considered, wars, terrorism, threats; shipping is surviving.

The Greeks traditionally were positioning themselves, anticipating for the upturn. This is what we are doing.

In Greek we say “shipping gets sick but never dies”.

The shipping market looks unbelievably volatile and exciting. But if you close the door, focusing only on the numbers, for greed you could get leverage and for leverage you could get greed. With great patience, decent management and some equity, if the timing is right, someone can get a fair commercial return and an even better night's sleep.

For these reasons, now it is the time to think seriously about what to do in the future, as the future is what you make of it.

Editor’s note
By Evangelos Tsoumpos, Naval Architect & Marine Engineer

Welcome to AENews Issue No.3! Inevitably, during these difficult times, the heart and mind of all of us stand by our country HELLAS. Among all those news, rumors, decisions, in AEN, we really try hard to make our vessels “ambassadors” of the Hellenic ethic, spirit and values.

Upcoming Events

M/V ATTIKI SB
Internal Audit Sept. 2015

M/V ATALANTI SB
Special Survey 2015