

Publication: MarineLink
Date: 15 November 2012

MarineLink.com

Wrist Ship Supply Strengthens Global Program

Press Release

Thursday, November 15, 2012

World's largest ship supplier continues to expand customer management network.

Wrist Ship Supply has appointed another dedicated global key account manager, based in Norway, as it continues to develop its operational network for customers.

The complex procurement processes involved in providing food and other consumables to service hundreds of vessels at sea and managing the growing red tape and regulation around port and customs delivery access, plus calls for further seafarer health and nutritional standards has boosted demand for a dedicated third party provider of ship supplies.

As the shipping industry continues to experience tough commercial times, Wrist is committed to enhancing its global key account program to ensure that its regional teams are providing customers with outsourced ship supply support that operates as an extension of their business, optimising operational efficiencies and vessel economy.

Bjørn Veie-Rosvoll joins Wrist Ship Supply following 17 years with the Wilh. Wilhelmsen Group, and his expertise will ensure that Wrist remains close with its Norwegian customers during challenging market conditions.

Søren Jørgensen, Vice President, Global Sales, Wrist Ship Supply, said: "We are continuously looking for innovative ways of working and improving our global key account program. Bjørn brings significant experience of the shipping market gained from his many years at Wilh. Wilhelmsen and will provide invaluable knowledge and added value that will enable us to remain close to our existing customer bases, like Norway, as we continue to expand into different regions. In a tough economic climate, and with external factors such as the recent US drought affecting food prices worldwide, ship supply is a significant cost for vessels and one that demands effective management by specialist providers with technology that can ensure transparency around budgets and planning control."

Wrist Ship Supply has recently become the world's largest supplier of food and other consumables for vessels, including offshore, with an annual turnover of DKK3bn.