



Sea-web Tool Tip

Using Sea-web Ships & Movements Database to
Identify New Business

Product Tip – Using Sea-web Ships and Movements Database to Identify New Business Opportunities

Example: The manager of a small team of engineers in a marine equipment company is worried that the number of services booked in for the next week is very low. They work out of Southampton Port and service mainly MAN B&W, Wärtsilä and Caterpillar engines. The manager wants to get an idea of vessels due into port to identify new business opportunities. The manager subscribes to Sea-web Ships and Movements databases and uses its great features to **identify new business opportunities** and get **the operator contact details**.

Here is how in 5 easy steps!

Step 1

Firstly go to the **ships** and **companies** databases and select the fields to display that you want to identify. There is no need to run an actual search just select the fields and press search.

Ships

Fields to Display: Choose up to 12 fields

Available

Movements

Newbuilding Price

NRT

Official No.

Operator

Operator Control

Operator Domicile

Operator Registration

Order Date

P and I Club

Selected

Name of Ship

Deadweight

Engine Builder

Engine Design

Technical Manager

Operator

Companies

Fields to Display: Choose up to 12 fields

Available

Registered Owner For (Orderbook)

Shipmanager For

Shipmanager For (Orderbook)

Street

Tech Man For

Telephone

Telex

Town

Website

Selected

Company Name (Short)

Address (Primary)

Location

E-mail

Telephone

Website



Step 2

Go to the Movements module and set up the search to show all vessels due into not only his port but the neighboring ports around Southampton. (Example: Portsmouth, Newport).

Movement Search

Ship Name	<input type="text"/>	Movement Type	Destined For
LR/IMO Ship No	<input type="text"/>		
Country of Call	(None selected)		
or			
Available	Selected		
Port of Call	<input type="text" value="Enter text to display Ports of Registry."/>		
		<input type="button" value="→"/>	Portsmouth (United Kingdom), United Kingdom
		<input type="button" value="←"/>	Southampton, United Kingdom
		<input type="button" value="↔"/>	Newport (South Wales), United Kingdom

Filter the search to only show vessels with MAN B&W, Wärtsilä and Caterpillar engines as per below.
This is in the **Shiptype / Machinery** section.

Machinery	
Engine Design	
Available	Selected
A.B.C.	Wartsila
A.E.C.	Caterpillar
A.K. Diesel	MAN-B&W
ADD	
AEI	
Agco Sisu Diesel	
AGO	
Ajax	
Akasaka	
Albin	

Step 3

You will see a list of all vessels due into the selected ports with the specified engines and the estimated time of arrival. To link to the ship data (as selected in step 1) simply click on **related records** and select **Ship List**.

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Drag a column header here

LR/IMO Ship No.

Choose Owner Type:

- ☐ Operator
- ☐ Group Owner
- ☐ Ship Manager
- ☐ Registered Owner
- ☐ DoC Holder
- ☐ Any Owner

Or Choose Ships:

- ☐ Ship List

Close

Related Records

Ship	Port of Call	
9338242	242) 5,401gt Research Survey Vessel	Southampton
9629902	MOL COMMITMENT (9629902) 8,560teu Container Ship (Fully Cellular)	Southampton
9381665	OREGON HIGHWAY (9381665) 57,147gt Vehicles Carrier	Southampton
9131967	AUTOPROGRESS (9131967) 11,591gt Vehicles Carrier	Southampton
8707329	BRETAGNE (8707329) 24,534gt Passenger/Ro-Ro Ship (Vehicles)	Portsmouth (United Kingdom)
9312092	GRANDE SICILIA (9312092) 38,651gt Vehicles Carrier	Southampton
9333175	VENTURA (9333175) 116,017gt Passenger/Cruise	Southampton
9424883	AZURA (9424883) 115,055gt Passenger/Cruise	Southampton
9409326	PLEIADES SPIRIT (9409326) 60,330gt Vehicles Carrier	Southampton
9285641	MORNING CROWN (9285641) 57,692gt Vehicles Carrier	Southampton
9461893	APL QINGDAO (9461893) 10,106teu Container Ship (Fully Cellular)	Southampton
9266384	AFON LLIGWY (9266384) 119gt Tug	Southampton

Step 4

You will see all the ship information as requested in step 1.

By selecting the **Engine Design** field you can clarify that the vessels in the results have the Engine Design specified.

Page 1 of 1 (14 items) < [1] > Export Data Reports WatchList			
Drag a column header here to group by that column			
LR/IMO Ship N	Name of Ship	Engine Design △	Engine Builder
9266384	AFON LLIGWY	Caterpillar	Caterpillar Inc - USA
9277618	SVITZER FERRIBY	Caterpillar	Caterpillar Inc - USA
9461893	APL QINGDAO	MAN-B&W	Hyundai Heavy Industries Co Ltd - South Kor
9391593	CSCC EUROPE	MAN-B&W	H Cegielski - Poznan SA - Poland
9312092	GRANDE SICILIA	MAN-B&W	'Uljanik' Strojogradnja dd - Croatia
9285641	MORNING CROWN	MAN-B&W	H Cegielski - Poznan SA - Poland
9381665	OREGON HIGHWAY	MAN-B&W	Kawasaki Heavy Industries Ltd - Japan
9409326	PLEIADES SPIRIT	MAN-B&W	Mitsui Engineering & Shipbuilding C Ltd - Japa
9131967	AUTOPROGRESS	Wartsila	Wartsila NSD Finland Oy - Finland
9424883	AZURA	Wartsila	Wartsila Italia SpA - Italy
8707329	BRETAGNE	Wartsila	Moteurs Duvant Crepelle - France
9338242	JAMES COOK	Wartsila	Wartsila Finland Oy - Finland
9629902	MOL COMMITMENT	Wartsila	Mitsubishi Heavy Industries Ltd - Japan

Step 5

To find the operator contact details so you can contact them directly to generate new business, click the **back button** on your internet browser to take you back to the **main results grid** and again **select related records**.

This time select **Operator**. You will now see all the Operator company information as requested in step 1. You can export this valuable data into your own database to use to contact potential clients.

Page 1 of 1 (14 items) < [1] > Export Data Reports WatchList			
Drag a column header here to group by that column			
LR/IMO Company I	Company Name (Short)	Address (Primary)	Local
0321328	APL Ltd	Suite 300, 16220, N Scottsdale Road, Scottsdale AZ 85254-1798,	United States (
0184936	Brittany Ferries BAI SA	BP 72, Port du Blosson, 29680 Roscoff, France.	France
1996500	Carnival Plc	Carnival House, 5, Gainsford Street, London, SE1 2NE, United King	United Kingdom
5400515	China Shipping Car Carrier Inc	Room 1014, Shipping Building, 700, Dongdaming Lu, Hongkou Qu	China, People's
5074911	EUKOR Car Carriers Inc	13th Floor, Hansol Building, 736-1, Yeoksam 1-dong, Gangnam-gu	Korea, South
0802388	Grimaldi Group	Via Marchese Campodisola 13, 80133 Naples NA, Italy.	Italy
0007422	Holyhead Towing Co Ltd	Newry Beach Yard, Holyhead, LL65 1YB, United Kingdom.	United Kingdom
0234148	Kawasaki Kisen Kaisha Ltd	Lino Building, 1-1, Uchisaiwai-cho 2-chome, Chiyoda-ku, Tokyo-to,	Japan
1572700	Klip Marine Shipmanagement Ltd	Masti tn 12/6, 11911 Tallinn, Estonia.	Estonia
0153911	Mitsui OSK Lines Ltd	1-1, Toranomon 2-chome, Minato-ku, Tokyo-to, 105-8688, Japan	Japan
0907984	Nissan Motor Car Carrier	Kayaba-cho Tower, 1-21-1, Shinkawa 1-chome, Chuo-ku, Tokyo-to	Japan
5267922	NMF - Sea Systems	National Oceanography Centre, Waterfront Campus, European Wa	United Kingdom
0004428	Svitzer Marine Ltd	Tees Wharf, Dockside Road, Middlesbrough, TS3 6AB, United King	United Kingdom
5416192	UECC	Karenslyst alle 57, 0277 Oslo, Norway.	Norway

We hope you found this useful.

If you require further information, please contact customer.support@ihs.com