# **IHS Maritime**



# 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!

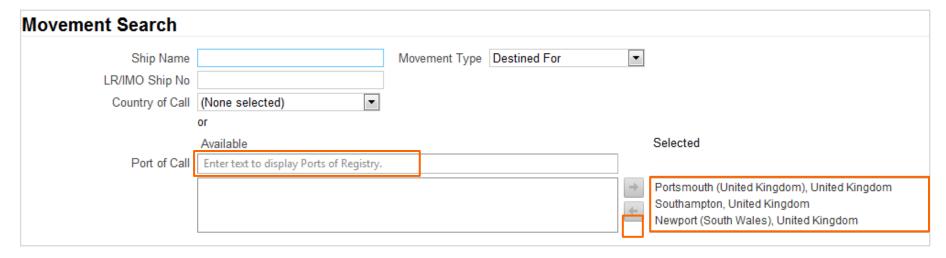
#### Step 1

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.

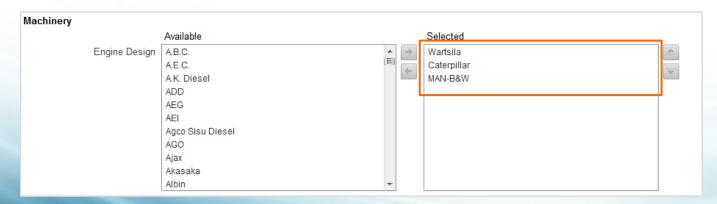
Ships		Companies	
Fields to Display: Choose up to 12 fields  Available  Movements Newbuilding Price NRT  Official Ne. Operator Operator Control Operator Domicile Operator Registration Order Date P and I Club	Selected  Name of Ship Deadweight Engine Builder Engine Design Technical Manager Operator		



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).

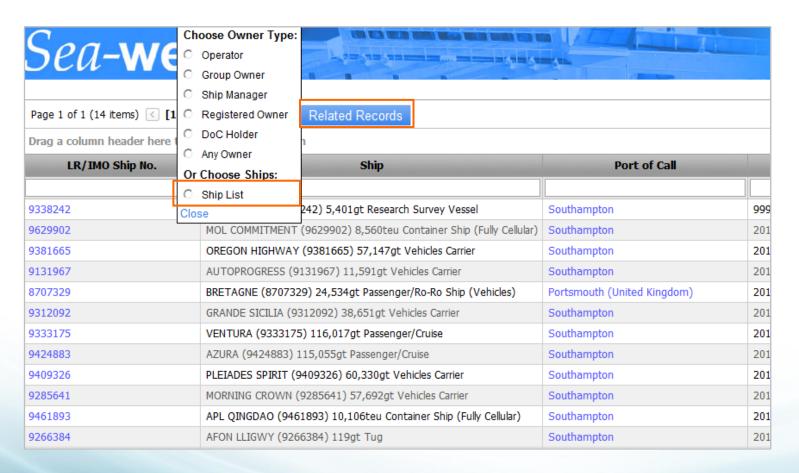


Filter the search to only show vessels with MAN B&W, Wärtsilä and Caterpillar engines as per below. This is in the **Shiptype / Machinery** section.





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**.





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.

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 Ko				
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 - Jap				
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	Mitsuhishi Heavy Industries Ltd - Janan				



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	s) < [1] > Export Data	Reports WatchList				
Drag a column header here to group by that column						
LR/IMO Company Name (Short) $\triangle$		Address (Primary)	Loca			
0321328	APL Ltd	Suite 300, 16220, N Scottsdale Road, Scottsdale AZ 85254-1798,	United States			
0184936	Brittany Ferries BAI SA	BP 72, Port du Bloscon, 29680 Roscoff, France.	France			
1996500	Carnival Plc	Carnival House, 5, Gainsford Street, London, SE1 2NE, United King	United Kingdo			
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 Kingdo			
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-t	Japan			
5267922	NMF - Sea Systems	National Oceanography Centre, Waterfront Campus, European Wa	United Kingdo			
0004428	Svitzer Marine Ltd	Tees Wharf, Dockside Road, Middlesbrough, TS3 6AB, United King	United Kingdo			
5416192	UECC	Karenslyst alle 57, 0277 Oslo, Norway.	Norway			

We hope you found this useful.

If you require further information, please contact <a href="mailto:customer.support@ihs.com">customer.support@ihs.com</a>

