

FUSING DATA, INTELLIGENCE, COMMUNICATION - READ MORE

**2019 BROCHURE**



**SPI  
MARINE**

IS A LEADER, PROVIDING INTEGRATED SHIPPING SERVICES, BRINGING OUR EXPERTISE AND INTELLIGENCE TO AN INTERNATIONAL CLIENT BASE.

**THINGS YOU DIDN'T KNOW**

**SPEED, PEOPLE, INFORMATION  
100% SPECIALIZED  
BLUE CHIP CLIENTS  
INTELLIGENCE  
BESPOKE  
BROKER KNOWLEDGE  
LIVE**

[WWW.SPIMARINE.COM](http://WWW.SPIMARINE.COM)

# SPI MARINE - FUSING DATA, INTELLIGENCE, COMMUNICATION

## **About Us:**

SPI Marine is an independent service provider, offering impartial ship broking, agency and logistics services, focused in the specialized transportation of bulk liquids. SPI Marine's worldwide presence allows us to think global and act local, as we bring together Charterers and Owners, buyers and sellers in the parcel tanker segment, supported by market research and a dedicated operations follow through.

## **Our Values:**

SPI Marine is committed to relationships, providing a first class bespoke service to our diverse client base alongside our value-added services. With people and trust at the centre of everything we do, we uphold high standards - honesty, integrity and professionalism.

## **Our History:**

With a history dating back almost 40 years, and with almost 1500 years of collective experience, across broking, agency services, logistics and market intelligence, SPI Marine has a proven track record, applying specialised knowledge to our global client success. Today they include global blue chip companies, Oil majors and multi-national chemical companies.



## SHIPBROKING



**SPI Marine handles over 12 million tons of cargo annually with a dedicated team focused on the highly specialised demands of the movement of bulk petrochemicals and edibles by sea. Additionally, our broking and operations team has a strong presence in related markets handling everything from lubeoils, acids and biodiesels through to LPG and petrochemical gases as well as some dry cargo. Our global footprint and depth of intelligence is unrivaled, with a proven track-record that offers successful strategies to our clients; delivering value and new opportunities.**

### COA & Spot Broking

From local/domestic routes to major worldwide trade-lanes, our clients benefit from our scale of business, providing a wider picture of the market, and greater reach from seven international locations.

Our brokers serve major oil companies, petrochemical manufacturers and traders as well as some of the world's largest agri-businesses, as they navigate today's complex freight markets. With our creativity, hard work and experience in shipping and logistics, SPI Marine is uniquely equipped to contribute to your success.

### S&P, TC and Projects

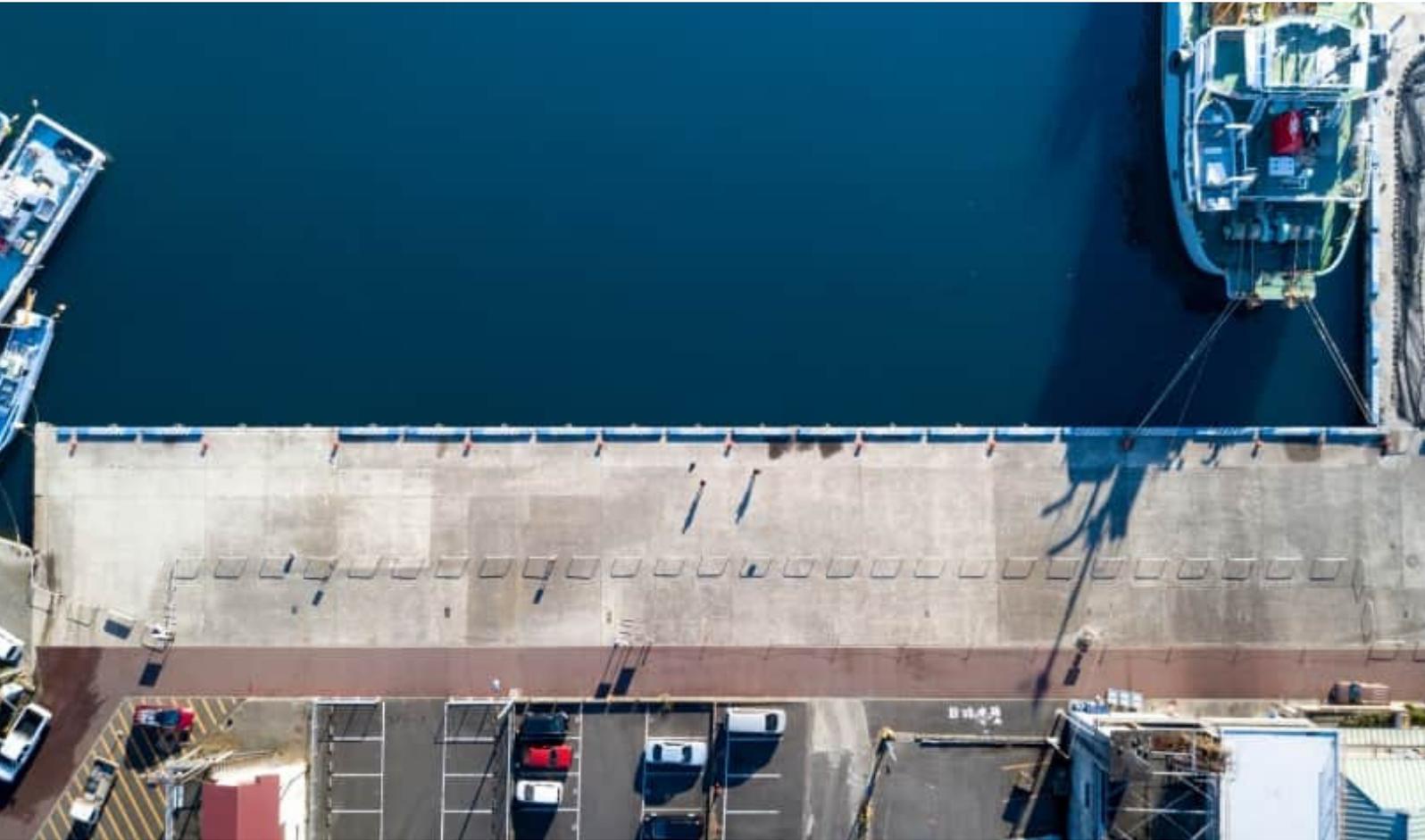
Our S&P, TC & Projects department has been established to help ship owners and operators successfully navigate the complexities of buying and selling assets, arranging time-charters, and recycling older tonnage.

With a focus on the tanker and off-shore sectors, we handle technically demanding vessels of high value, while our brokers offer a wealth of experience.

Other transactions include structural joint-ventures, pool agreements and arranging capable and cost efficient technical/crew management services and/or 'go green' initiatives/certification.

# SPI MARINE

A LEADER,  
PROVIDING  
INTEGRATED  
SHIPPING SERVICE,  
BRINGING OUR  
EXPERTISE AND  
INTELLIGENCE TO AN  
INTERNATIONAL  
CLIENT BASE



## AGENCY

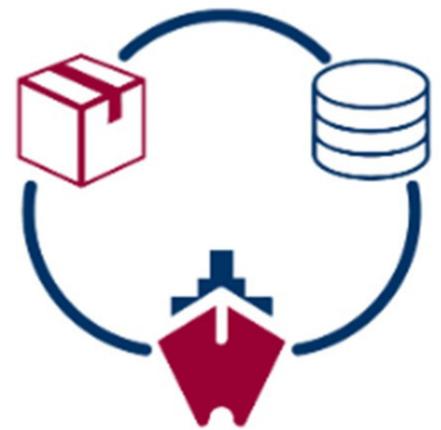
### Service Commitment

Handling in excess of 150 port calls each month, SPI Marine provides vessel operators with a reliable, pro-active and cost-effective service, attending to all ports along the Chinese coast. SPI Marine is recognised for its experienced staff who offer a hands-on service to its principals. We maintain strong relationships, placing our clients best interests at the centre of everything we do, offering them the peace of mind they need. We pride ourselves on having indepth local knowledge of all ports across our network. Place your confidence in the reliable hands of SPI Marine and benefit from our qualified professionals who are available 24 hours per day, 365 days per year.



### Service Features Include:

- We provide our principals with detailed information on dimensional or operational restrictions as well as weather conditions and congestion at Chinese and Korean ports.
- We coordinate closely with the Master, pilots, shippers, receivers, terminals and local agents at all the ports we service.
- For all vessels we manage the rotation planning for multiple port or berth calls, taking account of restrictions and berth availability to ensure optimized vessel dispatch.
- We handle the completion of all documentation for loading and discharging, including vessel and customs clearance. Special attention is given to the availability of original Bills of Lading and Statements of Facts, for example, as well as strict adherence to cargo dispatch instructions.
- We offer husbandry services including crew changes, repairs, delivery of spare parts, cash to Master ops, and more.



## LOGISTIC SOLUTIONS

### Supply Chain Optimization

SPI Marine offers customers end-to-end logistic solutions, delivering a safe and efficient service, across the entire supply chain, from production facility to end-user: We have emerged to be truly Beyond Shipbroking. With no asset base, our team of logistics experts are able to offer impartial advice, designing and implementing practical solutions to help deliver your goods by sea, by land or through to an off-site storage terminal.

An overview of the whole logistics supply chain allows us to optimize process-flows, plan and facilitate sales, manage inventories, and offer on-time delivery to customers.

### We provide the following scope of services:

- Design new logistics ideas and strategies, tailored to our client's specific needs.
- Identifying facility locations and selecting the most efficient mode of transport.
- Contract negotiation and award, selecting the best partners with the optimum outcomes.
- Implementation and management; executing your logistics solution to allow you to focus on the rest of your business.
- Transparent online product tracking.
- Quality assurance and improvement, measuring the success of your customized supply chain solution.

### End to End Solutions

Through its Logistics services arm, SPI Marine moves a further 40Kt to 1Mt annually, delivering a truly bespoke end-to-end service, from shipping through to storage, containers and trucks. We further accommodate smaller parcel sizes below and up to 1t.



## DATA INTELLIGENCE

**Spotting market trends early, enables our clients to recognize opportunities and challenges early.**



### Market Research

SPI Marine's Market Intelligence, Research and Analytical department prides itself on a team of shipping and logistics professionals, whose in-depth research methods provide our customers with a complete understanding of the regional and global freight markets, identifying and analysing the factors that determine long and short term trends.

Working closely with our brokers who have their fingers on every market pulse, our team have access to the very latest market information and data, enabling us to produce relevant intelligence reports with key insights. These have become invaluable tools in supporting day-to-day trading activities and long term strategic planning. We supply a broad range of live, daily, periodic and analytical material, with our trusted and authoritative reports covering historic, current and projected freight trends, reported fixtures and vessel availability. We evaluate regional and global fleet developments, commodity demand/supply balances, trade flow statistics, the impact of new regulations and legislation as well as variances in vessel values and operational costs, enabling our customers to remain competitive in today's complex freight environment.



### Research & Data

We treat information and data like oil, the more the better. As valuable as raw data is, the real gain comes in cleaning, refining and combining data to create something that has infinitely more value. SPI combines local data and big data to produce real-time analytics to save our customers time, decrease costs and increase profits. Our Market Research and Analytical professionals use in-depth research methods to determine long and short term trends.

### Consultancy

With our in-house services ranging from shipbroking to logistics and general ship agency, our Market Intelligence and Analytical department is able to draw on a wide range of internal and external sources, enabling us to undertake in-depth studies across a wide range of topics to support and optimise our customers' business. We act as independent consultants and undertake commissioned reports to provide insightful analysis; improving existing supply chains, long term shipping and logistics strategies, and developing new businesses, terminal facilities and production projects.

90  
employees

years of  
collective  
experience

1480

7 offices

12 Mn Tpa

**SPI MARINE HOUSTON**

1900 West Loop South, Suite 1185,  
Houston, TX 77027  
+1 713 843 7760  
chartering@spimarineusa.com

**SPI MARINE NORWALK**

Norwalk Connecticut,  
50A Calf Pasture Beach Road  
Cove Marina, E Norwalk  
CT 06855  
+1 203 642 0100  
chartering@spimarineusa.com

**SPI MARINE UK**

The Barn  
Huddlestons Wharf  
Millgate, Newark,  
Nottinghamshire  
NG24 4UL  
United Kingdom  
+44 203 713 8855  
charteringuk@spimarine.com

**OUR OFFICES**

**SPI MARINE SINGAPORE**

72A Peck Seah Street,  
Singapore 079329  
Republic of Singapore  
+65 6226 6612  
spore@spimarineasia.com

**SPI MARINE OMAN**

Oman Representative Office  
Located within premises of Oman  
Methanol Company LLC  
PO Box 474 Falaj al Qabail  
PC 322, Sultanate of Oman  
+968 2686 5801/02  
oman@spimarineasia.com

**SPI MARINE SHANGHAI**

Room 1302, Sino Life Tower,  
707 Zhangyang Road,  
Shanghai 200120  
+86 21 5130 7380  
china@spimarineasia.com  
spore@spimarineasia.com

**SPI MARINE KOREA**

Korea Office,  
304-3 Daewoo Building  
Saemunan-ro 3 gil 30, Jongno-gu  
Seoul, Korea 03173  
+82 2 723 6612  
korea@spimarineasia.com

