

## ShipServ TradeNet has 500 members

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### Three shipping companies join ShipServ TradeNet

Membership of ShipServ TradeNet this week has passed 500 members. A key factor in this has been the acquisition during the last four weeks of three major shipping companies OSG (US / UK), Westfal-Larsen Management (Norway), and Aboitiz Jebsen (Philippines).

The geographic spread demonstrates the power of the ShipServ merger with iShipExchange and the attractiveness of its wide-ranging supplier base. Another indicator is the surge in the number of US suppliers: more than 15 have joined ShipServ TradeNet since the merger.

ShipServ TradeNet now has 36 buyer companies, which own or operate over 900 ships. These three new ship owners represent an increase of nearly 10 percent in the number of ships now able to trade across TradeNet with more than 460 suppliers.

The deal with OSG represents the first integration with ABS Nautical Systems; Maintenance & Repair and Purchasing & Inventory modules. Westfal-Larsen and Aboitiz Jebsen bring the number of integrations with Xantic's Amos M&P to four with another two in the pipeline. In all ShipServ now has 27 working integrations with ten different purchasing systems.

ShipServ's powerful integration strategy is built on the strength of the MTML standard, which was a key factor enabling it to switch two of these new customers from other systems as well as enabling the easy switch of iShipExchange's customers onto the TradeNet platform

### Comment

Paul Miller, Purchasing Manager at OSG, said:

"It is clear to me that e-commerce enablement of the purchasing process is the way ahead. ShipServ's integration experience and supplier list were key - we see this as a way to get much more out of our existing processes and software."

Harry Beiermann, Vice President (Shipmanagement) of Aboitiz Jebsen also confirmed:

"We have seen real savings through e-commerce in other areas of our group and, having carefully researched the shipping e-commerce market, we are confident that ShipServ will help us realise significant savings and enhance our investment in technology in our shipping division."

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ShipServ is the leading worldwide supplier of Ship Supply Management software and solutions. ShipServ TradeNet has over 500 members (extensive list on [www.shipserv.com](http://www.shipserv.com)) including 35 leading shipowners / managers (e.g. Fairmont, Hoegh, Graig, J Lauritzen, Masterbulk, Norden and Orion Schiffahrt, Vroon), 1 ship repair yard (Subic) and 450 suppliers (e.g., Deutz, Hamworthy, Hempel, Man B&W, MacGregor Wartsila, Ove Wrist, International Coatings) as well as 1 repair shipyard. In addition another 1,000+ suppliers have received orders through ShipServ TradeNet.

ShipServ has integrations and agreements with 15 shipping software systems including Xantic Amos D, Xantic AMOS W, Logimatic e-Pos, ABS, ShipNet, Consultas, BASS, Star, CL-Sea, Vector, Danaos etc.

ShipServ has offices in London, Copenhagen, Hong Kong, Tokyo, Vancouver and New Jersey.