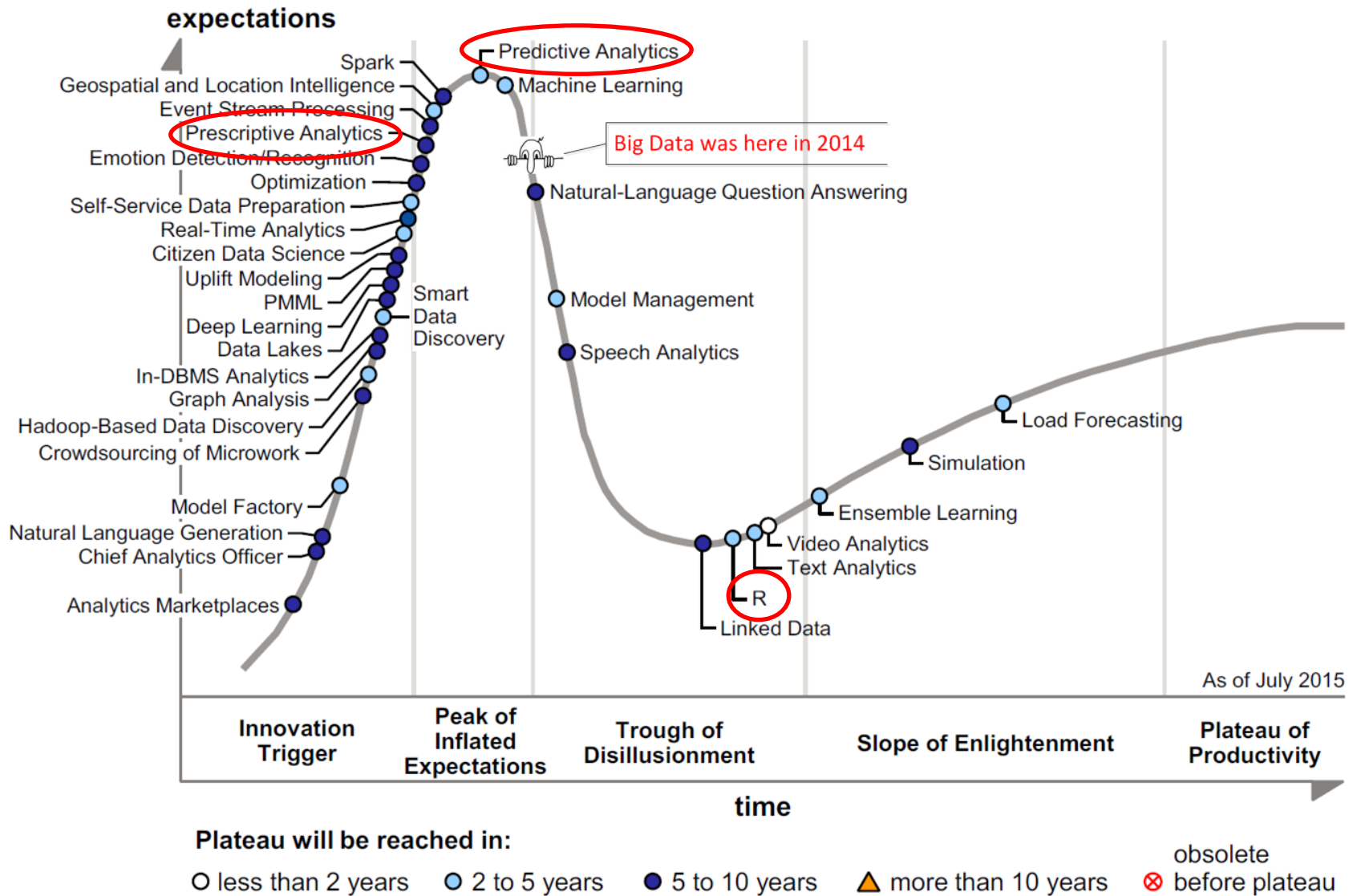


Plateau will be reached in:

- less than 2 years
- 2 to 5 years
- 5 to 10 years
- ▲ more than 10 years
- ⊗ obsolete before plateau

Figure 1. Hype Cycle for Advanced Analytics and Data Science, 2015



Source: Gartner (July 2015)

Dry Bulk Data Sources For The One Man Orchestra

online query, batch



bespoke, contact us

Objectives and Sources

Vessel Operator's Research View

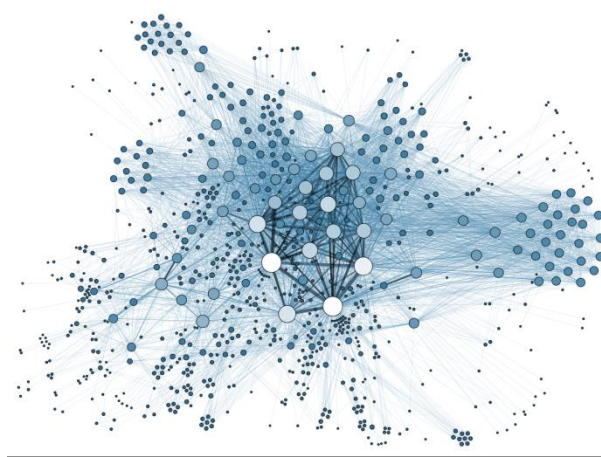
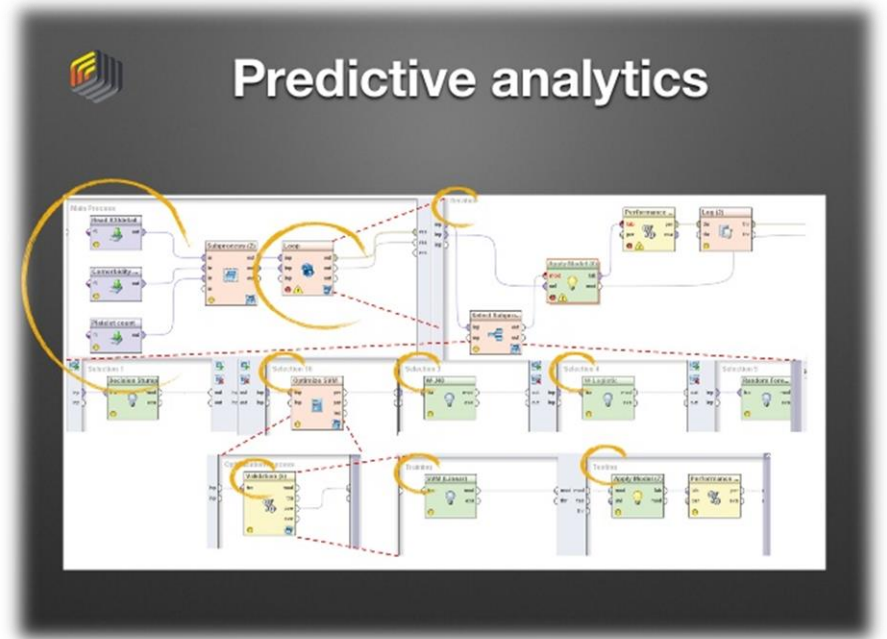
ETL

Disclaimer

- Own personal views of the presenter
- Some views may be outdated by developments in, say, UNCOMTRADE.

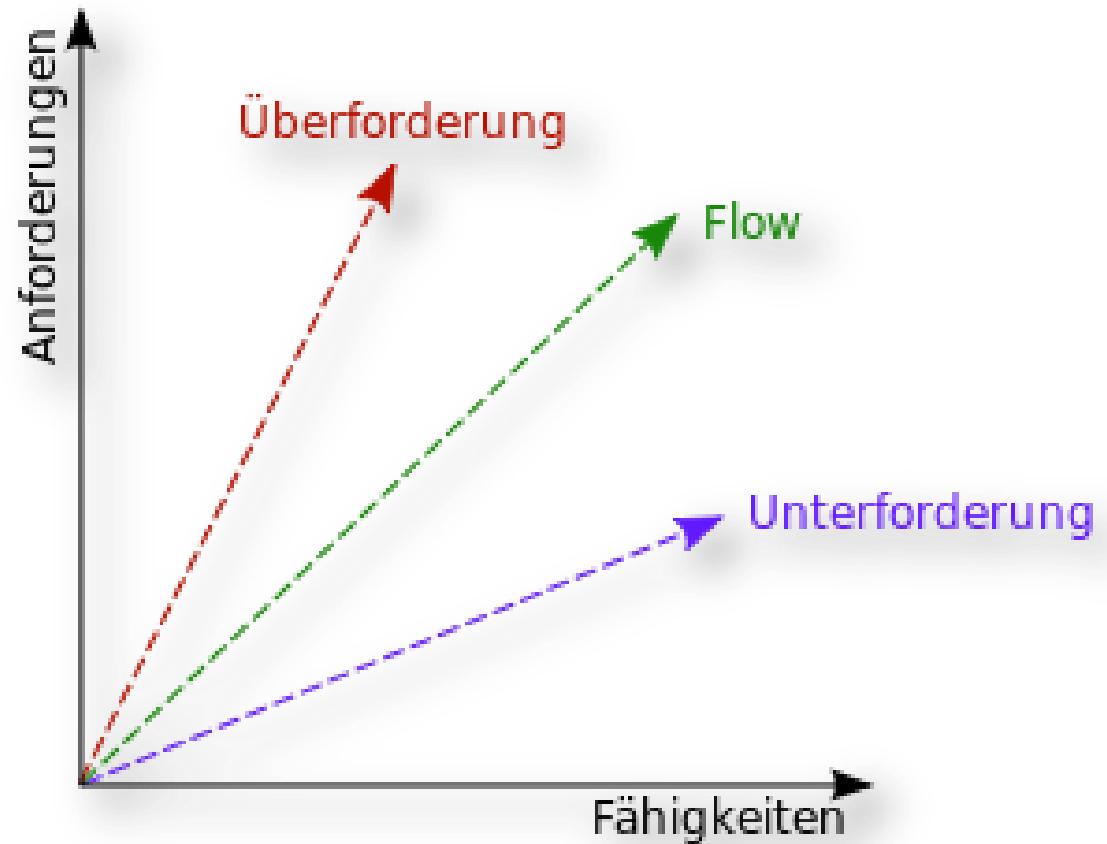
Utopia objective

- prescriptive analytics
- predictive analytics
- descriptive analytics
- analytics ready data
- Load
- Transformation
- raw data
- Extraction

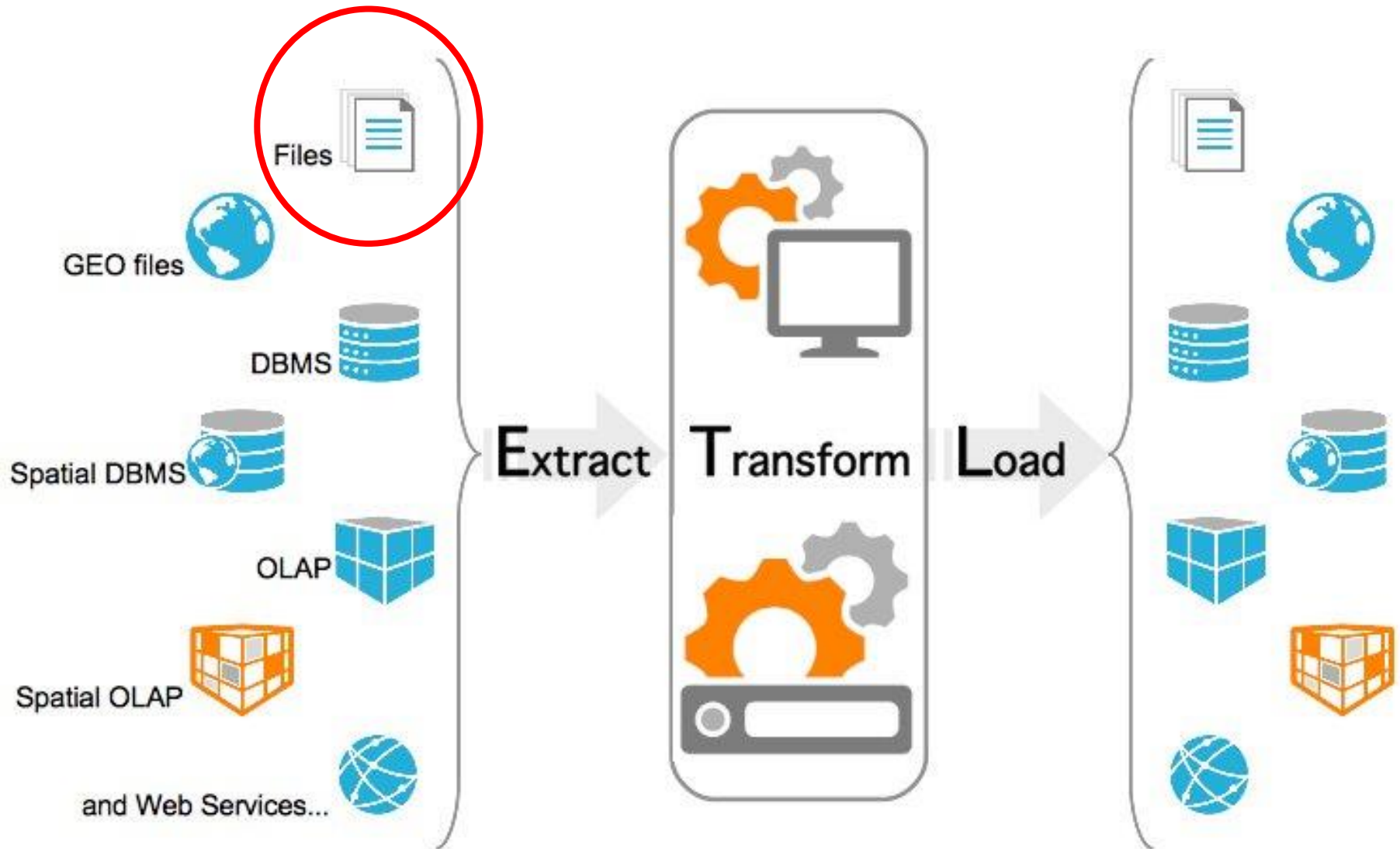


Research Strategy

- High level plan to achieve one or more goals under conditions of uncertainty.
- Achieve predictive analytics without overload



Most is Files



Objectives

- Annual supply, demand, utilization
- Monthly ditto
- AIS data analysis
- Forecasting timecharter rates



Pick two ... or one or... reduce scope

Objectives, detail 1

- Annual and Monthly detail analysis of supply, demand and utilization
 - Annual Fleet, speed, congestion
 - Annual trade in mmt by country to country, ballasting, ton-mile
 - Annual timecharter/earnings

Objectives, detail 2

- AIS

- Daily data

- Regional oversupply
 - Speed development
 - Anchored vessels at ports (congestion proxy)
 - Export activity







- Hourly data

- Competitor analysis
 - Port efficiency
 - Panama Canal efficiency

Objectives, detail 3

- Forecasting
 - using supply demand analysis and guessing
 - using regression short term
- Databases and code to support the analysis
- Maintain/udpate data
- Time and budget limitations

Potential Sources

- Clarksons.net 
- Bloomberg Terminal 
- PIERS, Global Trade Atlas, Fairplay Fleet Register 
- UNCOMTRADE, Trademap  UN comtrade  ITC
- MSI, MarSoft, Drewry 

OUTSOURCING
- USDA, OECD, WorldBank, Platts, IMF, ABARA, FED-banks, BP, Baltic Exchange, FAO, Fearnlys, BIS, ICIS, Bunkerworld, VesselTracker, OGJ, RBA and more.

Data coverage matrix

	Bloomberg Terminal	Clarksons.net	IHS	UNCOMTRAD E + USDA	Other
Trade C-to-C		Bespoke	GTA	ANNUAL	TradeMap
Fleet		SIN TS + CrossSection	GFRS Cross		
Speed	TS + Cross				
TimeCharter rates		SIN TimeSeries			Baltic Exchange
Short term forecasting	Chinese indicators				Baltic Exchange

- another dimension is what years, each source cover each data area

ITC Trademap

- Excel download one country, one commodity.
- Mixed quantities
- Data seems late compared to other sources, eg for China.
- UNCOMTRADE monthly the solution?
- Graph system resets, and formats not powerpoint friendly.



TRADE MAP

Trade statistics for international business development
Monthly, quarterly and yearly trade data. Import & export values, volumes, growth rates, market

Home & Search Data Availability Reference Material Other ITC Tools More

Product: All products in the group

World Country: United States of America

Partner: All

other criteria: Imports | Monthly time series | by country | Direct data | Quantities

List of supplying markets for a product
Product group

Table Graph Map Companies

Download:

Exporters	2015-M07		2015-M08	
	Imported quantity	Unit	Imported quantity	Unit
World		Mixed		Mixed
Australia	8,090,961	Kilograms	8,267,240	Kilograms
Austria		Mixed	20,093	Kilograms
France		Mixed		Mixed

UNCOMTRADE

- Best concept – data query and batch
- Very good subscription transparency
- Efficient ETL
- Inconsistent volume types reported in the past
- Wood and grains used to be messy
- Late data
- Malaysia and Indonesia ao.

[Home](#)
[Data Query](#)
[Data Availability](#)
[Metadata & Reference](#)
[Subscription & Support](#)
[Fast tracks](#)

[Home](#) > [Data Query](#) > [Express Selection](#)

Step 1. Select Classification

HS: As reported 92 96 02 07 12 BEC

SITC: As reported Rev.1 Rev.2 Rev.3 Rev.4

Step 2. Enter Commodities, Reporters, Partners, Years and Select Trade Flow

Basic Items

Advanced Items

Enter Commodity Codes / Text

Special Codes : All, AG0,AG1, .. AG6 (aggregate level) and LF (leaf). Use - to exclude. Wild characters : * (Any string of zero or more characters) and ? (Any single character)

[Save](#) [Lookup](#)

Enter Reporters Codes / Text

Separated by comma. Special code: All. Minus sign is not applicable.

[Save](#) [Lookup](#)

Enter Partners Codes / Text

Separated by comma. Special code: All. Minus sign is not applicable.

[Save](#) [Lookup](#)

Enter Years

Separated by comma. Special code: All. Minus sign is not applicable.

[Save](#) [Lookup](#)

Select Trade Flow

Exports figures always include Re-exports; Re-exports should be used only to distinguish between Domestic exports and Re-exports.

Import
 Export
 re-Export
 re-Import

Submit Query

Go to Comtrade Explorer

BATCH if logged in

Clarksons.net

- Pick a timeseries
- download it in excel
- ETL expensive
- Data query system without bespoke negotiation would be nice.

The screenshot displays the Clarksons.net website's 'Advanced Timeseries Search' page. The browser's address bar shows the URL <https://sin.clarksons.net/Timeseries/Advanced>. The page features a navigation menu on the left with options like LOGIN, HOME, MARKETS, INDEX, PUBLICATIONS, TIMESERIES & GRAPHS, OWNERS, FLEET, BUILDERS, ORDERBOOK, SALES & IPO, FIXTURES, TABLES, MAPS, and ARCHIVE. The main content area is titled 'Shipping Intelligence Network' and includes a search bar with a 'keyword' input field and a 'Get Timeseries' button. Below the search bar, there is a checkbox for 'Filter results to display only My Timeseries'. Two filter sections are visible: 'Ship Type Filter' and 'Data Type Filter'. The 'Ship Type Filter' includes options like All Vessels, Oil Tankers, Chemical Tankers, Combined Carriers, Bulkers, LNG, LPG, Containerships, MPP, General Cargo, Reefer, Ro-Ro, Cruise, PCC, and Offshore. The 'Data Type Filter' includes options like Earnings & Freight, Prices, Fleet & Supply, Orderbook, Newbuild Contracts, Deliveries, Trade & Demand, Economic Indicators, Sales Volume, and Bunker Prices.

IHS Maritime



Maritime & Trade

Find IHS Maritime Industry Products and Solutions

See Results In

Viewing 1-10 of 212 results

piers



Maritime Operations and

Filter By

Bought, amo, in the past 10 years

- PIERS
- Fairplay ship register
- Sea-Web
- Global Trade Atlas
- TradeMap (non-ITC)
- Harriman Chemsult



<http://maritime.ihs.com/>

<https://www.ihs.com/industry/maritime.html>

- Have bought key data suppliers.
- Poor search/filter transparency
- Cumbersome price negotiation
- No query system
- ETL expensive
- Sales and analysts too far from customer/too generalist.
- Exclusive distribution of customs data?
- **resolution A.600(15) on IMO numbers?**

IHS's „contact us“ wall

← → ↻ maritime.ihs.com/EntitlementPortal/Home/Information/Seaweb_Fixtures#

≡ MENU ▾ IHS Maritime & Trade Home 🏠 My Home ? H

Sea-web SHIPS Search 200,000+ ships OWNERS Fleet Ownership Database INSIGHT Maritime Industry Insight Digital Magazines MOVEMENTS Port Callings & Ship Positions Distance Tables SHIP BUILDERS Builder Details & Orderbook PORTS Search Ports & Terminals CASUALTIES Casualty Incidents Database	SHIP PERFORMANCE Benchmarking & Analysis COUNTRIES Country Risk & Port Lists FIXTURES Dry & Wet Vessel Fixtures COMPANY DIRECTORY Maritime Companies Database SECURITY Security & Risk Updates MY SHIPS Watchlist Fleet/Ships Alert Service MY COMPANIES Watchlist Company Alert Service	AISSLive AISLIVE SHIP TRACKING AISLive Alerts Management AISLive Station Hosts Area Forecasts FLEET CAPACITY FORECAST FREIGHT RATE FORECAST Dry Bulk Crude Oil News Fairplay.ihs.com Home Commerce Safety & Regulation Ports Dredging Ship Construction	Bespoke Solutions Maritime Data Solutions ↗ Ships Expected ↗ Vessel Movement Service ↗ Statistical Reports World Shipbuilding Statistics ↗ World Fleet Statistics ↗ World Casualty Statistics ↗ Trade Solutions Global Trade Atlas ↗ JOC Group ↗ World Trade Service ↗ About Us About IHS Maritime & Trade Subscription Plans Contact Us	Learn more Please contact us to find out more about fixtures information Contact Us Request a demo to Sea-web by completing the online form Request Demo
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Why IHS?

Opportunity to Help Thousands of IHS Global Customers



IHS Delivers Critical Information & Insight to more than 30,000 customers in 180 Countries across the globe



- IHS in Aerospace & Defense:
Trusted solution partner across all sectors of the industry

Government



Aerospace Manufacturers



&

Defense Manufacturers



Airlines



USDA, PSD

- Option to download all data available.
- For PSD, seasons problematic in calendar year analysis.
- Export data often does not match official data.
- Would be better with monthly split, monthly smoothing or calendar year option for all commodities.

[Excel](#) | [Word](#)

[View Market Year Info](#)

Commodity	Attribute	Country	2013/2014	2014/2015	2015/2016	2016/2017
Oilseed, Soybean	Exports (1000 MT)	Brazil	46,829	50,612	59,500	0
		United States	44,574	50,169	46,402	0
Wheat	Exports (1000 MT)	Brazil	80	1,691	1,300	0
		United States	32,001	23,249	21,092	0
	TY Exports (1000 MT)	Brazil	81	1,688	1,300	0
		United States	31,518	22,752	21,300	0

Source: Foreign Agricultural Service, Official USDA Estimates

Starting from August 2013, Production, Supply and Distribution (PSD) numbers for "European Union" reflect the addition of Croatia to the former EU-27. Croatia data no longer exists in the PSD after 1998/99; therefore, comparisons to data, including World Totals, will differ from those published prior to July 2013.

Market Year Information

[Export To Excel](#)

Commodity	Country	Market Year
Wheat	Afghanistan	Year 2014 refers to 2014/2015, 07/2014 to 06/2015
Wheat	Algeria	Year 2013 refers to 2013/2014, 07/2013 to 06/2014
Wheat	Azerbaijan	Year 2013 refers to 2013/2014, 07/2013 to 06/2014
Wheat	Albania	Year 1979 refers to 1979/1980, 01/1980 to 12/1980
Wheat	Albania	Year 2014 refers to 2014/2015, 07/2014 to 06/2015
Wheat	Armenia	Year 2014 refers to 2014/2015, 07/2014 to 06/2015
Wheat	Angola	Year 2014 refers to 2014/2015, 07/2014 to 06/2015
Wheat	Argentina	Year 2014 refers to 2014/2015, 12/2014 to 11/2015
Wheat	Australia	Year 2014 refers to 2014/2015, 10/2014 to 09/2015
Wheat	Australia	Year 1981 refers to 1981/1982, 12/1981 to 11/1982
Wheat	Bahrain	Year 2014 refers to 2014/2015, 07/2014 to 06/2015
Wheat	Barbados	Year 2010 refers to 2010/2011, 07/2010 to 06/2011
Wheat	Belgium-Luxembourg	Year 1959 refers to 1959/1960, 07/1959 to 06/1960
Wheat	Bangladesh	Year 2013 refers to 2013/2014, 07/2013 to 06/2014

USDA, Export Sales Query System

- Excel again
- Weekly data, not exactly monthly
- Government shutdown needs correction

Exports Sales Query System

Commodities:

Wheat - HRW
Wheat - SRW
Wheat - HRS
Wheat - White
Wheat - Durum
Wheat - Mixed
All Wheat
Wheat Products
Barley
Corn

Countries:

ALL COUNTRIES
EUROPEAN UNION - 27
UNKNOWN
AFGHANISTAN
ALBANIA
ALGERIA
AMERICAN SAMOA
ANGOLA
ARGENTINA
ARMENIA, REPUBLIC OF

Format:

Grand Total Known

Browser PDF Excel

Note: Browser option is not available when querying more than one year of data.
You may select to view the data as PDF or Excel.

Start Date:



End Date:



Data Available Beginning 01/01/1999

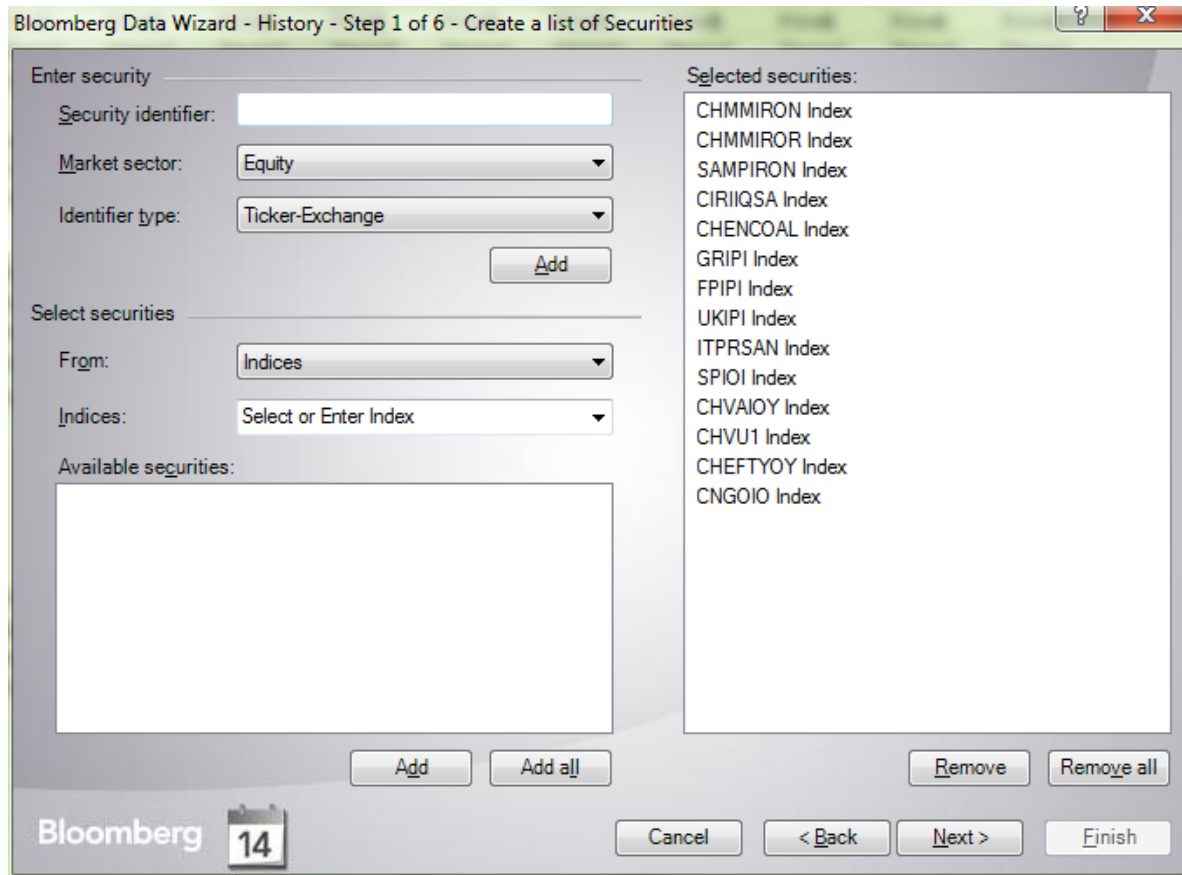
Help - Marketing Year

- Export Sales Data
- Weekly Exports -5 Years
- Net Sales -5 Years
- Outstanding Sales -5 Years
- Outstanding Sales - NMY* -5 Years

Note: The last 4 options are available only for the current week ending date

Bloomberg

- Set up auto-load into excel
- Write PS-script to get data that must be pulled via system.



1) Actions		2) Clear		Bloomberg			
4) Map		5) Data					
Vessel Types		Tankers		Capacity Units		cubic meters	
6) Edit Columns		Alerts		7) Deselect All		8) Set Alert	
Vessel Name	IMO#	Alert	Ben	Owner	Cargo	Timechar.	End
- Bitumen Tanker							
SUNBIRD ARROW	9323821	■		Mitsui OSK Lines Ltd (M...			
SAO DOMINGOS SAVIO	9492311	■					
ASPHALT STAR	9127693	■		Chronos Shipping Co Ltd	FUEL OIL	14-01-2012	01
ASPHALT SPRING	9394727	■					
SAN DU AO	9608752	■					
ZHUANG YUAN AO	9650339	■		China Ocean Shipping ...			

Options for small operator research units looking to predict target vars

- MSI or just broker presentations/support for analysis of fundamentals – not forecasting
- Some inhouse models to know the methods – dont maintain them.
- Clarksons.net
- Bloomberg for timeseries for predictive analytics
 - incl AIS data
- Avoid MS Access; go SQLite or MySQL.
- Learn R or RapidMiner; excel limited for analysis
- Get into the hype cycle