

THE MARITIME GROUP INTERNATIONAL



Free dossier:

How to succeed in maritime business

If you're entering the world of maritime business, whether your organization works in the private or public sector, it's far too easy for costly mistakes to be made.

The only way to avoid this and ensure your maritime operations are run to the same standards as your land-based ones is to seek the advice of experienced professionals with decades of hands-on working experience.

And that's exactly what you will gain when working with The Maritime Group International.

Our team collectively have hundreds of years of experience at sea and ashore in maritime management, in virtually every area of the maritime business world.

We offer individual consultancy solutions from our regional offices, located all over the world.

If you're keen to succeed in maritime business but are unsure where to begin, we can help make your next venture a profitable and successful one.

You can start with our 'must-read' expert report below about the ten steps to success at sea and then contact us to find out how we can help in more detail with your project or business venture.



www.the-maritime-group.com

The Maritime Group (International) Limited, HQS Wellington, Temple Stairs, Victoria Embankment, London, WC2 2PR, UK
The Maritime Group, Inc, 1217 Campbell Way, PO Box 2230, Bremerton, Washington 98310, United States of America



Understand that the sea is a hostile environment

Astronaut Neil Armstrong once said that going to sea is as challenging and was far more dangerous than going to the moon.

You should bear this in mind during all your maritime ventures and treat the sea with the appropriate and utmost respect.

Take the time to find out about relevant international laws

As with anything related to international trade, it's important to be aware of the laws of any country you will be shipping goods to, particularly when it comes to security and the environment.

Take the necessary steps to avoid falling foul of legislation

The legislation surrounding commercial maritime business is complex. Legislation covers a wide variety of areas, including design of vessels and equipment, employment, international trade, environmental standards and the handling of dangerous cargo. Don't take any chances – consult someone with an in-depth understanding of IMO, ILO, ISM, MLC, STCW, ISPS and ISO regulations.

Stay abreast of changes in the marketplace

The world of maritime business is constantly evolving, so it's important that you're able to spot trends and take advantage of them rather than becoming overwhelmed. Start looking at changes in the marketplace as opportunities rather than problems.

Take the time to manage risk

With any venture at sea, there will naturally be certain risks involved. You shouldn't neglect these, but nor should it prevent you from pressing ahead with your business's next big project. Allow a professional to analyze the risks involved in what you are proposing and help you make an informed decision about the best way forward.



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Make sure you have access to the necessary resources and infrastructure

Resources and infrastructure are a major concern for any sea-based venture, so it's important to ensure you'll have everything you need readily available. Make sure the appropriate resources will be available within your budget and at short notice when necessary.

Technology is constantly evolving, so make sure you evolve with it

Shipping technology is currently enjoying one of its most intensive and prolonged periods of innovation. Make sure you are aware of how new technology will impact your maritime business and plan accordingly. For example, if you are going to be working with a new design of vessel, make sure the appropriate berths are available when your ships arrive at the port.

Only commission reports that are of the very best quality

A report will only be of value to your business if it has been created by seasoned professionals with years of hands-on experience. When commissioning any report, it's far better to work with a specialist who will take the time to understand your aims and conduct the appropriate research, rather than someone who favors 'one size fits all' solutions.

Make sure your ships are well managed

Effective management is the key to ensuring your vessels run smoothly. Make sure the crew levels are appropriate to the job and look closely at the legislation.

Understand the environmental impact of marine business

Steps are indeed being taken both statutorily and innovatively to improve green practices within the industry.

Take the time to investigate some of the current work that is being done to develop more environmentally friendly ways of voyaging ships, especially if you are keen to establish yourself as a more ethical company.



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ABOUT THE MARITIME GROUP INTERNATIONAL:

TMG is a world-class maritime services company and consultancy providing an extensive range of business solutions, advice and support for clients of all kinds engaged with maritime related projects.

Established in Seattle, USA in 1990, we have one of the greatest networks of globally located marine professionals worldwide, who work to the highest industry standards and in the most cost-effective way.

Our senior management team includes our President, Chairman and Founder Captain John M Cox, Managing Director Malcolm W Parrott, Director of Business Strategy and Partner Les A

Chapman, Managing Partner and Principal Bill Anonsen, TMG Security advisor and Joint Venture Partner and Director of State 21 Ltd Tony Birr and Joint Venture Partner and Managing Director of State 21 Ltd Richard Roland.

Working closely with every client to suit their budget and requirements, TMG and our strategic partners help customers hit their targets from conception and planning through to operations and management.

Browse our website at www.the-maritime-group.com for more details about the comprehensive range of services and support on offer.



John M Cox



Malcolm W Parrott



Les A Chapman



**Contact us now for a free consultation
info@the-maritime-group.com**

**You can also call our 24-hour line:
+1 260 225 5864 as well as
+1 (260) CALL-TMG and
+44 800 955 1792**

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