

# Marine-Pilots.com

International Network and Community

# **ONLINE MARKETING & ADVERTISING**

05-2022 - V2.2

# ABOUT

# FIND YOUR CLIENTS HERE

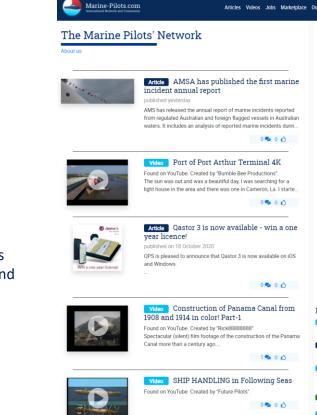
Marine-Pilots.com is a web platform for and about pilots. We are dedicated to make the work of pilots better and safer - worldwide.

We want to bring pilots, suppliers and interested parties together, generate a large community and promote the exchange of information among peers.

## MEASUREMENT OF THE GLOBAL PILOTS WORLD

It is important to know which persons, organizations or companies in which region you have to contact and which products and services are offered by whom.

For this reason, we would like to visualize all stakeholders around the work of the marine pilots worldwide. Getting to know each other creates an exchange of information and helps to grow cooperation among each other.





# TARGET GROUPS ON Marine-Pilots.com

- Marine pilots
- Organizations, associations and companies offering pilotage services
- Supplier of pilot equipment, information and services
- People working on a vessels bridge (nauticals)
- Tug captains

# 600+ PILOT ORGANIZATIONS FROM 120+ COUNTRIES



Marine-Pilots.com

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# **OVERVIEW**



# TOP 25 COUNTRIES (Visitors)

1. 🖷	United States	<b>47.436</b> (23,40 %)
2.	United Kingdom	<b>19.961</b> (9,85 %
3.	Netherlands	<b>11.259</b> (5,55 %
4. 📮	India	<b>9.527</b> (4,70 %
5. 🔳	Germany	<b>8.765</b> (4,32 %
6. 🔣	Australia	<b>8.160</b> (4,03 %
7. 🚺	Canada	<b>6.046</b> (2,98 %
8. 🧕	Philippines	5.333 (2,63 %
9. 🔤	Spain	5.308 (2,62 %
10. 📟	Singapore	<b>3.497</b> (1,73 %
11. 🖪	Brazil	<b>3.411</b> (1,68 %
12. 🚺	South Africa	<b>3.043</b> (1,50 %
13. 🔛	Greece	<b>3.000</b> (1,48 %
14.	Italy	<b>2.991</b> (1,48 %
15.	France	<b>2.940</b> (1,45 %
16.	Ireland	<b>2.776</b> (1,37%)
17. 🖸	Turkey	<b>2.699</b> (1,33 %
18. 🚦	Finland	<b>2.393</b> (1,18 %
19.	Denmark	<b>2.223</b> (1,10 %
20. 🗳	Malaysia	<b>2.188</b> (1,08 %
21. 🔳	New Zealand	<b>2.040</b> (1,01 %
22.	Sweden	<b>1.947</b> (0,96 %
23. 🤇	Japan	<b>1.910</b> (0,94 %
24. 🚺	Belgium	1.853 (0,91 %
25.	Norway	1.735 (0,86 %

# WEBSITE

- 40-50,000 page views p.m.
- 18-20,000 unique visitors p.m.

# Weekly Newsletter

- 3,600+ subscribers
- Top News of the week collected by e-mail
- Every Thursday
- Communicate directly to marine pilots worldwide with your banner/advertisement
- 43% Unique Open Rate
- 10% Click Through Rate

# Job Market

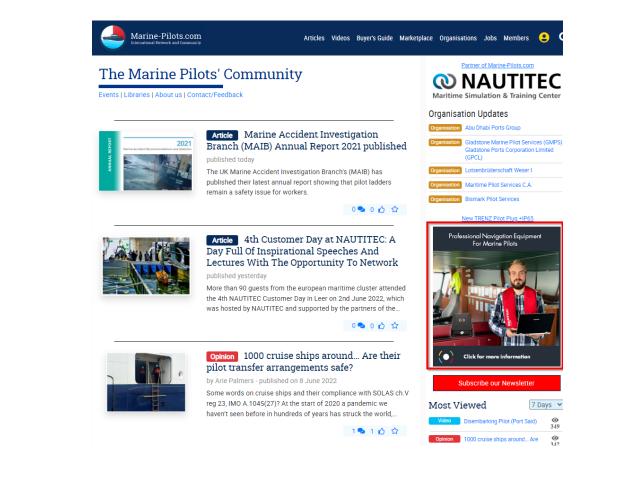
- Most frequented subpage
- Reach your target group without loss
- Member Page with Job Applicants
- Benefit from additional social media distribution on LinkedIn and Facebook
- Yearly flatrate is possible

# BANNER

# YOUR ADVERTISEMENT / BANNER

- From 500 Euro per month (in rotation)
- EUR 1.200 per month for exclusive placement

Format: 300 px. wide x max. 600 px high





# Weekly Newsletter

# MAIL TO

- 3,500+ subscribers
- Top News of the week collected by e-mail
- Every Thursday
- Communicate directly to marine pilots worldwide with your banner/advertisement
- 43% Unique Open Rate •
- 10% Click Through Rate

Marine-Pilots.com

#### Dear Riccardo

This is your weekly update on our featured articles. Enjoy!

ontimization

# Article Why pilot movement information is vital for port call

Accurate and real-time pilot movement information is vital for port communities and their customers, whether you are a ship operator planning an upcoming port call, a terminal operator planning the berth scheduling, or a port agent arranging cargo and husbandry services. By receiving timely updates of scheduled and actual vessel movements at port, this will allow each stakeholder to plan and execute their day-to-day operations accordingly.



Job Offer Marine Pilot (Sheerness/UK) The Marine Pilot role, within the Marine Department, will facilitate the safe and efficient conduct of navigation of vessels, within the Medway Pilotage District and, by agreement, the PLA District, in accordance with applicable regulations

## E Article IM®=== China wants to change pilot ladder regulations

China has already submitted proposals to the IMO regarding changes to SOLAS, Chapter 23, and IMO A.1045(27) in early 2021.

Banner Ad 1



Banner Ad 2



Job Offer Marine Pilot (Bloomsdale/USA) Brennan Marine Inc. (Brennan) is a harbor service solution company headquartered in La Crosse, WI. Focused on quality since the company's inception in 1919, Brennan is an industry leader in providing wellcoordinated, logistically efficient services to both our terminal clients and line haul carriers.

# Costs for your banner/advertisement:

- Banner Ad 1: EUR 350 •
- Banner Ad 2: EUR 250

# **Discounts:**

- 4 insertions: 10 %
- 10 insertions: 20 % ٠
- 20 insertions: 25 %



# **Special Newsletters**



## Structure and advertising options



# Topics:

- Pilot Boats
- Training and Education
- Safety and Equipment
- Navigation and Management Software

In this specials we present latest articles and videos focused on different topics and introduce specialists in this field.



# **Costs for your banner/advertisement:**

- Sponsor Message: EUR 1900
- Banner Ads: EUR 390

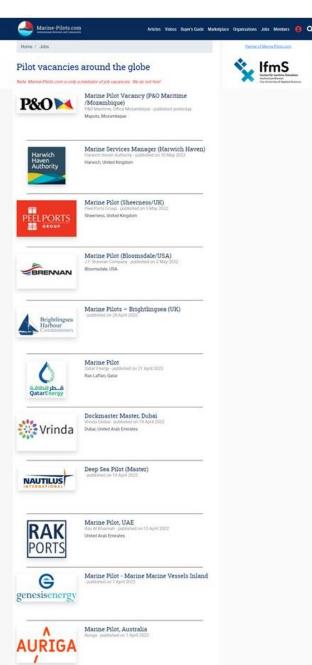
## Marine-Pilots.com/Jobs

# JOB MARKET

If you are looking for Marine Pilots, Harbour Pilots, Dockmasters, Harbour Masters, Port Captains or Pilot Dispatcher, use Marine-Pilots.com to reach your target group without loss.

# YOUR JOB OFFER

- For six weeks: EUR 250
- Integration in our weekly newsletter: EUR 150 additionally (circulation: 3,600+ recipients)
- Additional social media distribution (LinkedIn and Facebook)
- Flatrate per year (up to 12 advertisements incl. weekly Newsletter: EUR 2,500)





# Professional COMPANY PROFILE

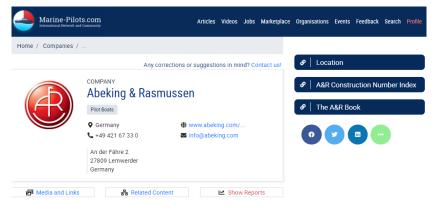
Professional company profile per year: EUR 500



- Logo (as a Partner)
- Address
- Link to your website
- Quick Buttons to your website (on the right)
- Profile Text
- Photos
- Contacts
- Media & Links
- Related Content: Articles & Videos about you

# **PROFILE EXAMPLE**

- Abeking & Rasmussen (Pilot Boats)
- <u>View Profile</u>



## Profile

Everything that keeps the progress going

No matter how different the trials at sea are, they are always challenging. That is why all Abeking & Rasmussen ships are minutely calibrated for their precise purpose, be it the navy and public authorities ships or pilot and research vessels. In addition to well proven monohulls, the innovative SWATH@A&R technology has become the go to solution in many cases. The SWASH@A&R technology (Small Waterplane Area Single Hull), a single hull vessel is an outstanding solution for smaller vessels.

## Contacts

Carsten-S. Wibel CEO A&R SPECIAL VESSELS GMBH Cwibel@ar-special-vessels.com

### Media & Links



## Related content on Marine-Pilots.com



Video German Pilots embarking cruise vessel by SWATH Pilot Boat Döse Found on YouTube. Created by "Strumble".

Recording of cruise ship Pilots boarding from boat at speed

Marine-Pilots.com

5

# **CONTENT TRACKING**

Total interactions for TRENZ GmbH - by Marine-Pilots.com

12

# TRACK YOUR CONTENT

# Monthly reports

# • Real time monitoring

# MEASSURE YOUR SUCCESS

## No additional software needed

# • Just in your Browser

# WHAT VISITORS ARE INTERESTED IN

• Track your Profile, Articles, Videos and Banners

o 🖊			$\checkmark$						
21.9.20	20	27.9.2020	3.10.2020		9.10.2020				
			<ul> <li>Pag</li> </ul>	jeviews 🔴 Banner clicks					
Com	Compare with previous period								
Interac	ctions with your content from 21.9.	2020 to 21.10.2020							
#	Title								
1.	Banner TRENZ Pilot Plug - PP Stan	dard Specs							
2.	Banner TRENZ Pilot Plug - Dark Sp	ecs							

2.	Banner TRENZ Pilot Pilug - Dark Specs	84
3.	Profile TRENZ GmbH Maritime IT Solutions	31
4.	Artide TRENZ Pilot Plug 492019	11
5.	Barrow TRENZ Pilot Pilug - New generation Pilot Pilug	10
6.	Vdeo TRENZ Pilot Plug - Setup of Qastor on Windows with the TRENZ Pilot Plug 57.2019	5
7.	Video Unboxing the TRENZ Pilot Plug 5.7.2019	5
8.	Barrow TRENZ Pilot Plug - Pilot Plug Manager App	4
9.	Vdao TRENZ Pilot Pilug - Wärtsilä Pilot PRO 5.7.2019	4
10.	Vdeo TRENZ Pilot Plug - Choosing the Firmware Version (iOS) 57.2019	3
11.	Video TRENZ Pilot Plug - Configuring the Pilot Plug (IOS & WIFI) 5.7.2019	2
12.	Vdvo TRENZ Pilot Plug - Firmware Update (Windows & WiFi) 5.7.2019	2
13.	Video TRENZ Pilot Plug - Startup Procedure 5.7.2019	2
14.	Video IcePad Demonstration, MARSAT 26.7.2019	2
15.	Article TRENZ Pilot AIS Service 26.8.2019	1
16.	Vdeo TRENZ Pilot Plug - SEAlq 5.7.2019	1

Total Interactions: 326



15.10.2020



Grouping: Day Month Quarter

Views/Clicks

159





# Marine-Pilots.com

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Marine-Pilots.com is a brand of TRENZ GmbH