

Vesselbid.com - Successful Second Online Ship Auction

Hamburg, 31.07.2018 – The new online sales platform VesselBid.com that was launched in May by NetBid Industrie-Auktionen AG and Toepfer Transport GmbH, has successfully auctioned its second ship. The ten years old 58,000 dwt Bulker “Tschaikowsky” was sold for a price of over USD 14 mio to A.O. Schifffahrt.

For this specific transaction and opposed to the first successful online auction sale, VesselBid provided the online pricing technology to the Sellers who managed the sale then from their offices by themselves. The marketing and term negotiation was done by Borealis Maritime, the managers of the vessel, directly and via their brokers.

VesselBid is a platform independent from banks and ship owners. It offers transparency to the sellers and the buyers whereas for all bidders, their identity remains unknown and anonymous.

Christoph Toepfer, CEO of Borealis Maritime, says: “We trust in the open bidding process of VesselBid and our clients are happy with the result, which exceeded their expectations. The buyers also felt that the open pricing building has advantages of transparency and fairness. For good marketable ships, VesselBid for sure makes sense.”

Bidders for "Tschaikowsky" appreciated this new well performing sales tool and confirmed to participate in similar further sale activities.

VesselBid relies on the technology and experience of NetBid AG, who runs an online platform for machineries since many years. “We are happy that we were able to offer the bidding platform as a service to Borealis Maritime, which is the additional service package we offer along with our previously used package which also included exclusive marketing and sales/negotiation service. We see that that the market accepts VesselBid and see its advantages and the benefits it creates.” says Clemens Fritzen CEO of NetBid.

VesselBid’s main attraction is transparency to buyers and sellers and that at the same time, all parties worldwide have the same information available and visible to them. While for sellers an open pricing has the advantage of transparency, it offers buyers confidence during the bidding as they clearly know what their competition is doing.

NetBid AG belongs to the renowned Angermann Group of Hamburg. Under the roof of the Holding Horst F.G. Angermann GmbH, services related to selling companies, consultancy services in M&A and the real estate market are being offered. Toepfer Transport GmbH is a known and established shipbroker, located in Hamburg.

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