

July 29, 2026

Principals

Applications › Market

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Shotec S.A.E

Accounts > Principals

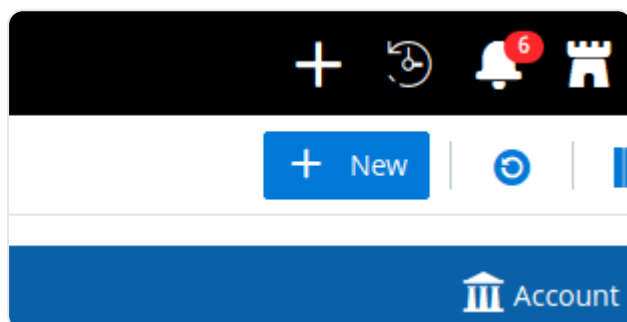
+ New

Account Managers

Display name	Full name	Type	Market segment	Active	
AL MAZROUI ENGINEERING	AL MAZROUI ENGINEERING	Engineering		☒	
Alfa Laval	Alfa Laval Olmi Spa	OEM	Oil and Gas - General, Petrochemicals, General In...	☒	
ALFA LAVAL ME	ALFA LAVAL Middle East	OEM	General Industries,	☒	
ANDRITZ	ANDRITZ	OEM	General Industries,	☒	
Artico Mix	Artico Mix	OEM	General Industries,	☒	
Apollo	Apollo Gobnitz GmbH	OEM	General Industries, Oil and Gas - General, Petroch...	☒	
ATB Laurence Scott	ATB Laurence Scott	OEM	General Industries,	☒	
ATB Nordenham	ATB Nordenham	OEM	Oil and Gas - General, Electricity & Power, G...	☒	
ATB Sever	ATB Sever	OEM	Oil and Gas - General, Electricity & Power, G...	☒	
ATB TEMEL Spolka Akcyjna	ATB TEMEL	OEM	General Industries,	☒	
Axial Fans International	Axial Fans International	OEM	General Industries,	☒	
AZC - Italy	AZIENDA CHIMICA GENOVESE	OEM	General Industries,	☒	
Barton Firtop	Barton Firtop			☒	
Blagdon	Blagdon Pump	OEM	General Industries,	☒	
Blagdon IDEX	Blagdon IDEX Middle East FZE	OEM	General Industries,	☐	
BORSIG MT	BORSIG Membrane Technology GmbH	Engineering	General Industries,	☒	
BORSIG ZM	BORSIG ZM Compression GmbH	OEM	General Industries,	☒	
Bowas	Bowas-Induplan Chemie Ges.m.b.H	Contractor	Military Production,	☒	
BPHE	Borsig Process Heat Exchangers	OEM	Oil and Gas - General, Petrochemicals, General In...	☐	
Brook Crompton	Brook Crompton UK Ltd	OEM	Oil and Gas - General, Electricity & Power, G...	☒	
CDC Groth	Continental Disc and Groth Corporation	OEM	Oil and Gas - General, Petrochemicals, General In...	☒	

Count: 124

Principals



Overview

Use Principals to review principal records available in the Market application. Sales representatives, account managers, purchasing officers, and project managers can use the principal list to locate Accounts and review their displayed name, full name, type, market segment, and active status.

The page also provides list-layout controls. Use these controls when you need a standard view, a tailored column arrangement, or a saved layout for a specific working purpose.

Settings

Before working with a large list of principals, decide whether the standard list layout is sufficient or whether you need a dedicated layout for your role or reporting task.

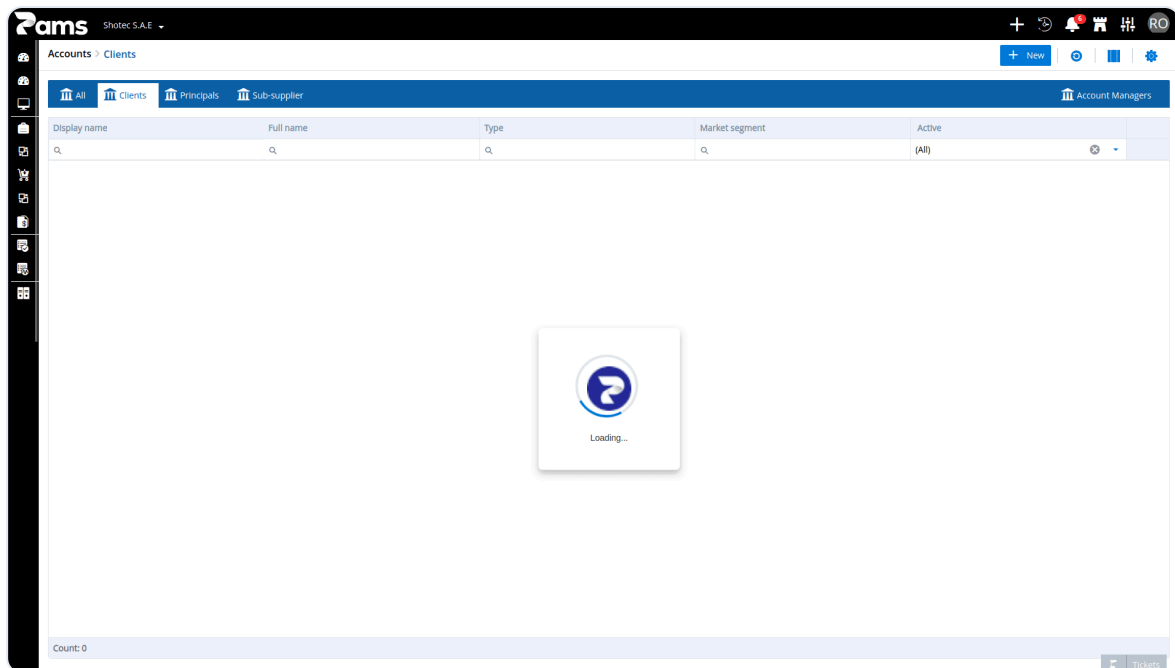
Control or field	Use
Standard Layout	Select the standard list layout.
Columns Chooser	Choose the columns displayed in the principals list.
Add Layout	Start adding a layout.
Layout name	Enter the name used to identify the layout.
Select...	Select an available option when prompted by the layout screen.
Save	Save the layout changes.
Update Current	Update the current layout.
Delete Current	Delete the current layout.
Delete	Delete from the available layout controls.

Note

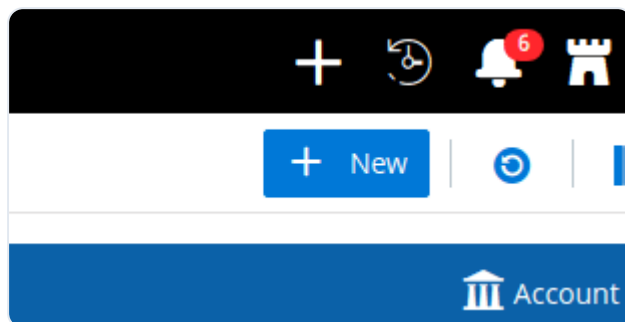
Use descriptive layout names, such as “Oil and Gas Principals” or “Active OEM Principals,” so that the purpose of each saved layout is clear.

Workflow

1. Open **Market > Principals** to access the principal list. Select the **accounts** tab to work with the available principal account records.



Principals



2. Decide whether you need to find a specific principal or review the full list.
 - To locate a record, use **Search** and enter identifying text from the displayed record information.
 - Review the available list columns, including Display name, Full name, Type, Market segment, and Active, to distinguish similar principal records.
 - Use the Active column when you need to confirm whether a principal is currently marked as active.
3. Decide whether the current list presentation meets your requirement.
 - Select **Standard Layout** when you want to use the standard presentation.
 - Select **Columns Chooser** when the displayed columns do not provide the information needed for your current task.
 - After changing the current layout, select **Update Current** to update it.

4. Decide whether the layout should be saved as a separate reusable view.
 - Select **Add Layout**.
 - Enter a clear value in **Layout name**.
 - Use **Select...** where the layout screen presents a selection.
 - Select **Save** to save the layout, or select **Cancel** to leave without saving.
5. Decide whether an existing layout is no longer required.
 - Select **Delete Current** to remove the current layout.
 - Use **Delete** when the layout controls present a deletion action for the applicable item.
 - Review the list after deletion and select **Standard Layout** if you need to return to the standard presentation.
6. When you need to begin entering a new principal, select **New**. The supplied view does not expose the principal-entry fields or a record-completion action, so complete the record only through the fields and actions provided after selecting **New**.

Tip

Configure columns before exporting information manually or using the list for account review. A focused layout reduces the risk of overlooking the Type, Market segment, or Active value.

Accounts

The **accounts** tab contains principal account records. Use this tab to review principal identity and classification information shown in the list, including the display name, full name, type, market segment, and active status. This is useful when confirming whether a principal belongs to a particular market segment or when differentiating between engineering, OEM, or other account types shown in the list.

The available screen data does not provide a control that moves records into or out of the **accounts** tab. Use the tab as the working list for viewing and locating principal Accounts.

Examples

A sales representative needs a list focused on active principals in the Oil and Gas market.

1. Open **Market > Principals** and select **accounts**.
2. Use **Search** to locate a known principal, such as Alfa Laval, and confirm the displayed account information includes the relevant Type and Market segment values.
3. Select **Columns Chooser** and retain the columns needed for the review: Display name, Full name, Type, Market segment, and Active.
4. Select **Add Layout**.
5. In **Layout name**, enter `Oil and Gas Principals`.
6. Use **Select...** if the layout screen requires a selection, then select **Save**.
7. Use the saved layout when reviewing principals for project-based sales activity, supplier discussions, or account planning.

The result is a reusable list presentation that makes principal classification and active status easier to review without changing the underlying account records.

Tips

Warning

Before using **Delete Current** or **Delete**, confirm that you are removing the intended layout. If you only need a temporary change, use **Standard Layout** or update the current view instead.

- Use **Standard Layout** when you need a consistent view before comparing records with another user.
- Use **Update Current** only after verifying that the visible columns support the intended review task.
- Keep layout names specific to the purpose of the list, rather than using generic names such as “New Layout.”
- Check the Active column when using a principal record for current commercial or operational work.

Troubleshooting

Symptom	Likely cause	Fix
The principal you need is not visible in the list.	The list is not filtered to the expected record, or the current layout does not show the required identifying column.	Use Search with known principal information. If necessary, use Columns Chooser to display Display name or Full name.
The list does not show the information needed for account review.	The current layout does not include Type, Market segment, or Active.	Select Columns Chooser , add the required columns, and select Update Current or save a new layout with Add Layout .
A customized view is no longer suitable.	The current layout has been changed for a different task.	Select Standard Layout , or create a separate layout with Add Layout and Save .
You cannot identify which saved layout is being used.	Layout names are not descriptive.	Review the value in Layout name and use clear business-purpose names for future layouts.

Related pages

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- [Sub Suppliers](#)
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- [Projects](#)
- [Market — Overview](#)
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