

Drewry Benchmarking Club

Confidential contract freight rate intelligence from
the market leader in freight cost benchmarking

How do your container shipping costs compare with your peers? Are you securing the best terms in the market to meet the challenging needs of your business?

Drewry's Benchmarking Club provides its members with the opportunity to confidentially benchmark their contract shipping costs against their peers – based on genuine, shipper-only, buy rate comparisons.

Drewry's Benchmarking Club

- Exclusive to Shippers (Importers / Exporters only - not Freight Forwarders, Carriers or NVOCCs)
- Access to container contract rates as well as spot market rates
- Access to freight rate forecasts and comprehensive market assessments
- Individually tailored and customised quarterly reports for each member
- Confidentiality assured

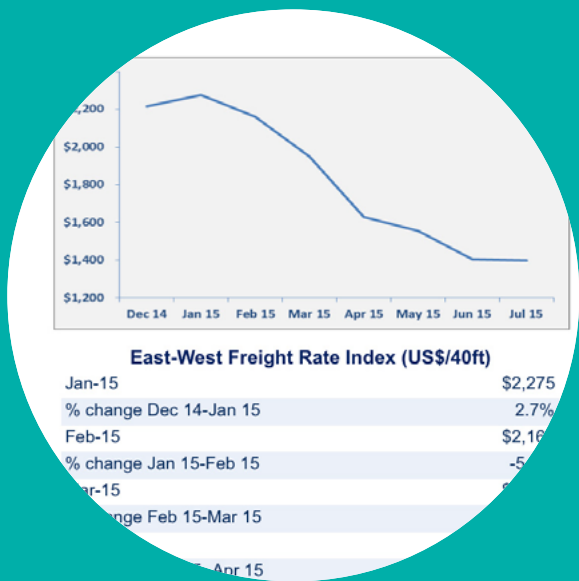
Key benefits from joining Drewry's Benchmarking Club

- ✓ Benchmark your contract and spot freight rates separately and gain the ability to negotiate lower rates with confidence
- ✓ Receive average, low and high contract rate information and determine how your rate levels rank v market
- ✓ Includes direct and transshipment benchmarks; rates are linked to service type
- ✓ Includes shipper size benchmarks to assess impact of volume
- ✓ Use independent benchmark data to gain internal support and approval for transportation budgets
- ✓ Enjoy member privileges of Container Market Outlook Briefings and Best Practice Forums

You will receive the Drewry Benchmarking Club report in 4 sections:

1 GENERAL MARKET OVERVIEW
market developments and freight rate trends, analysis and forecasts

2 BENCHMARK RATES & COMPARISON
average, highest and lowest rates, rates by shipper size and how do your rates compare



ROUTING DETAILS		EQUIPMENT&VOLUME		YOUR ALL IN OVERALL BENCHMARK				RANK	
Origin Port	Destination Port	Equipment Size	Estimated Annual Volume (TEU)	Your total all-in rate USD	Average rate	Your rate v. avg rate	Lowest Rate	Your rate v. lowest rate	Your Rate Ranking
Shanghai	Los Angeles	20ft	100	1479	1301	178	1289	190	12/15
Shanghai	Los Angeles	40/40ftHC	500	2163	2015	148	1985	178	9/14
Karata	Tokyo	20ft	200	426	568	-142	426	0	1/8
Karata	Tokyo	40/40ftHC	1000	533	708	-195	533	0	1/12
Antwerp	Jebel Ali	20ft	100	1058	1109	-51	979	79	3/7
Antwerp	Jebel Ali	40/40ftHC	500	1363	1408	-45	1294	69	5/12

ROUTING DETAILS		EQUIPMENT&VOLUME		TRANSIT TIME		FREETIME			
Origin Port	Destination Port	Equipment Size	Estimated Annual Volume (TEU)	Avg transit time (Port to Port)	Benchmark transit time (Range)	Benchmark transit time (Avg)	Your freetime	Benchmark freetime (Range)	Benchmark freetime (Avg)
Shanghai	Los Angeles	20ft	100	17	15-24	18	21	14-35	14
Shanghai	Los Angeles	40/40ftHC	500	17	15-24	18	21	14-35	14
Shanghai	Tokyo	20ft	200	14	11-16	13	14	7-28	14
Shanghai	Tokyo	40/40ftHC	1000	14	11-16	13	14	7-28	14
Antwerp	Jebel Ali	20ft	100	23	20-25	22	21	14-35	14
Antwerp	Jebel Ali	40/40ftHC	500	23	20-25	22	21	14-35	14



Confidentiality Assured

Your contract rates and conditions remain confidential. Only aggregate freight rate data is shared amongst club members and no Carriers or Freight Forwarders are identified.

Key Features

1. Contract freight rate Benchmarking

Quarterly Reports – individually tailored to your routes

Consists of 4 Sections:

- a. **Market overview** & analysis of recent trends
- b. **Benchmark rates & Comparison** - average, lowest & highest rates, averages by shipper size, transit time, validity, freetime & shipment service type comparisons
- c. **Benchmark appraisal** - a detailed analysis of your rates, including cost saving advice
- d. **Historic graphs** - evolution of your rates versus the benchmark over time

2. Spot market rate benchmarking

Free access to Drewry's Container Freight Rate Insight providing current and historic rate information covering over 500+ port pairs. Check it out at: www.drewry.co.uk/cfri

3. Drewry outlook briefings – quarterly

Overview and analysis of recent trends in freight rates as well as freight rate forecasts

4. Best Practice Forums – twice a year

Exclusive to members

Gain best practice insight in freight procurement from other members and Drewry consultants

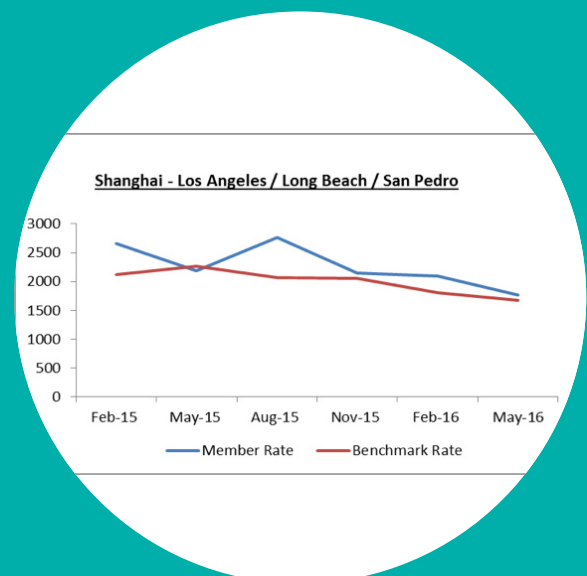
3 APPRAISAL & COST SAVING ADVICE

detailed analysis of your rates



4 HISTORICAL COMPARISON

of your rates with the market





The primary source of market insight, analysis and advice trusted by a global audience of maritime and shipping industry stakeholders

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