



**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)
- Access to spot market rates, unique freight rate forecasts for major trade lanes, indices for 17 major routes and best practice forums
- Interactive online system
- Individually customised quarterly reports for each member
- Confidentiality assured

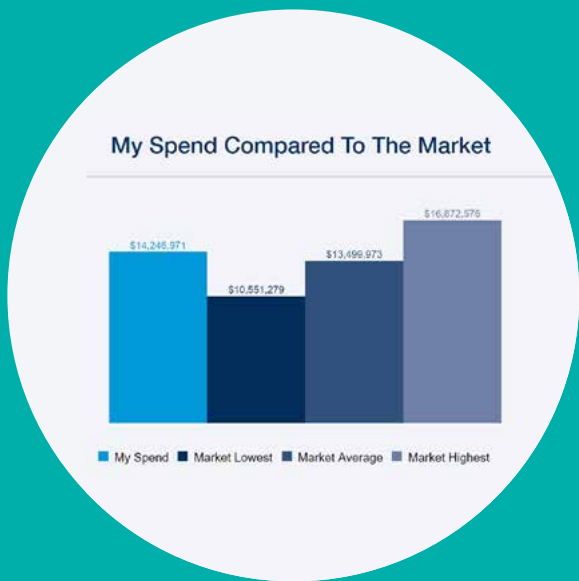
## Key benefits from joining Drewry's Benchmarking Club

- ✓ 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 in the benchmark
- ✓ 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 OVERALL SPEND ANALYSIS**  
How do your rates generally compare to the market

**2 QUARTERLY REPORT**  
Detailed view of benchmarked data; average, highest and lowest rates, rates by shipper size and your ranking versus other members



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	Avg. Med. Shipper
Shanghai	Los Angeles	20ft	100	1479	1301	178	1289	190	12/15	138
Shanghai	Los Angeles	40/40ftHC	500	2163	2015	148	1985	178	9/14	206
Karata	Tokyo	20ft	200	426	568	-142	426	0	1/8	401
Karata	Tokyo	40/40ftHC	1000	513	708	-195	513	0	1/12	619
Rotterdam	Jebel Ali	20ft	100	1058	1109	-51	979	79	3/7	1049
Rotterdam	Jebel Ali	40/40ftHC	500	1363	1408	-45	1294	69	5/12	1389

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	14-35
Shanghai	Los Angeles	40/40ftHC	500	17	15-24	18	21	14-35	14-35
Karata	Tokyo	20ft	200	14	11-16	13	14	7-28	7-28
Karata	Tokyo	40/40ftHC	1000	14	11-16	13	14	7-28	7-28
Rotterdam	Jebel Ali	20ft	100	23	20-25	22	21	14-35	14-35
Rotterdam	Jebel Ali	40/40ftHC	500	23	20-25	22	21	14-35	14-35



### 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

#### ✓ Benchmark Rates & Comparison Report

- Average, Lowest, Highest market rates
- Spot Rates
- Comparison by Shipper Size (S, M, L)
- Transit time, Freetime and Rate Validity Comparison
- Ranking

#### ✓ Benchmark Appraisal & Cost Savings Advice

- Detailed analysis of your rates v benchmarks

### 2. Access to our interactive online system

Overall Spend Analysis

- ✓ Detailed Analysis by route
- ✓ Historic Rate Evaluation
- ✓ Indices, Forecasts
- ✓ Rate inconsistencies

### 3. Access to Drewry Container Shipping Market Outlook Briefings

### 4. Participation in and access to Best Practice Forums

### 5. Access to our Container Freight Rate Insight (CFRI) – spot rates

## 3 HISTORIC RATE EVALUATION

How do your rates compare to the market over time

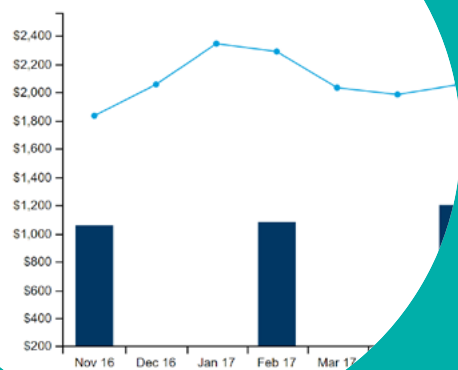
## 4 INDICES

View Indices for 17 major trade lanes

### Shanghai-Los Angeles/ Long Beach/ San Pedro



### China-North Continent Europe





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

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