

**FREE of CHARGE**  
to early adopters



## **Forwarder**BenchmarkingClub

**Confidentially benchmark your ocean carrier buy-rates  
against your peers**

## From the market leaders in ocean freight rate intelligence

Today's ocean freight market has never been more complex and challenging. By joining our unique forwarder service you will be able to confidentially benchmark your freight rates against your peers - based on genuine, forwarder-only, buy rate comparisons.

## An exclusive freight cost benchmarking service designed to meet the specific needs of freight forwarders and NVOCCs

Forwarder Benchmarking Club is designed to meet the specific needs of freight forwarders and non-vessel operating common carriers (NVOCCs).



**Q..** How do your ocean carrier buy-rates compare with your peers..?

**Q..** How convinced are your clients, that you are offering the most competitive market rates..?

**Q..** What is the margin opportunity between your carrier buy-rates and BCO sell rates..?

### FAST FACTS

**80** Countries

**225** Ports

**1,500** Port pairs

**55+** Forwarder participants

**10m+** TEU per annum

**FREE of CHARGE**  
to early adopters



### Confidentiality Assured

Your carrier rates and conditions remain confidential. Only aggregate freight rate data is shared amongst club members.

## Procurement success through insight-led market benchmarking

### FEATURES



Exclusive to Forwarders and NVOCCs only



Worldwide coverage including all the main deep sea trade routes



Confidentially benchmark FAK buy-rates with ocean carriers



Access to spot market rates, unique freight rate forecasts for major trade lanes, indices for 17 major routes



Individually customised monthly reports for each member. [Benchmark named accounts, coming soon]



Free access to exclusive market outlook briefings



### BENEFITS

1

#### Customised monthly reports tailored to your routes

Compare your ocean freight rates anonymously with other forwarders via a Rates Comparison Report

- Average, Lowest, Highest market rates
- Comparison by Forwarder Size (S, M, L)
- Ranking

2

#### Z-Score report flagging the financial stability & risks of the top carriers & forwarders

3

#### Access to Drewry's Container Freight Rate Insight – spot rates

[NB Provided you benchmark rates on over 500 port pairs]

4

#### Completely FREE OF CHARGE for early adopters

### MEMBERS

- Confidentially provide route and rate information



### DREWRY

- Aggregate and anonymise data
- Create and provide benchmarks

## From the market leaders in ocean freight rate intelligence

### 1 What you can benchmark

**Dry equipment**

**Reefer equipment**

**Port-to-port rates**

- Base ocean freight rate & BAF
- OTHC & DTHC
- PSS & LSS

**Data (FAK spot rates)**

- Minimum input threshold is 3
- Benchmarking of matching port pairs

**Report frequency monthly**

- Migrating to weekly (route dependent)
- Names account rates coming soon

### 2 Customised reports

**4x per annum**

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

### 3 Container Freight Rate Insight (CFRI) – spot rates

### 4 Access to Drewry Container Market Outlook Briefings

## Sample of participants (06/19)



**More than 12 years providing ocean freight rate intelligence to the market**

*"We selected Drewry's Benchmarking Club to benchmark our ocean rates with other retail industry leaders and to gain insight into container shipping market trends, forecasts and best practices through webinars provided to Club members by Drewry."*

*"Drewry's Benchmarking Club enables us to ensure that we secure competitive freight rates with carriers and identify lanes where we could possibly further lower our costs."*



*"Benchmarking Club data allows us to see trends from both the market and Drewry point of view which provided strategic value on what to expect during the upcoming procurement process. The comparisons of our company's position in transit times, rates, and shipment methods are of particular value."*

*"Drewry has been very helpful to us in benchmarking our shipping costs and in developing strategies to improve our shipping efficiency and effectiveness".*

**CONTACT US FOR MORE INFORMATION**

**[supplychains@drewry.co.uk](mailto:supplychains@drewry.co.uk)**

**UK**

15-17 Christopher Street  
London  
EC2A 2BS  
United Kingdom  
**T +44 20 7538 0191**

**INDIA**

4th Floor, Tower C  
Pioneer Urban Square  
Sector 62, Gurugram  
122102 India  
**T +91 124 497 4979**

**SINGAPORE**

#13-02 Tower Fifteen  
15 Hoe Chiang Road  
Singapore 089316  
**T +65 6220 9890**

**CHINA**

Unit D01, Level 10,  
Shinmay Union Square  
Tower 2, 506 Shangcheng Rd  
Pudong, Shanghai 200120  
**T +86 21 5081 0508**