

notiziario newsletter bulletin mitteilungen noticiario

C.I.S.Co. Council of Intermodal Shipping Consultants Via Garibaldi, 4 16124 Genova GE (Italia) Tel. 010 2518852 Fax 010 2518852 e-mail info@ciscoconsultant.it www.ciscoconsultant.it

YEAR XXXII Issue of June 30th 2014

PORTS AND TERMINALS

TERMINAL OPERATORS MUST RAISE THEIR GAME WITH 24,000TEU BOXSHIPS ON THE HORIZON	Page	3
MARITIME TRANSPORT		
SHIPPING PARTNERS ABANDON PLANS FOR P3 AS CHINA BLOCKS WHAT IT SAW AS `A MERGER'	w	5
INTER-ASIA – RICHER PICKINGS FOR CARRIERS, OR ANOTHER POTENTIAL VICTIM OF BIGGER SHIPS?	w	8
RAIL TRANSPORT		
NEW LINE-UP IN TOP 10 ROLLING STOCK BUILDERS	"	10
TRASPORT & ENVIRONMENT		
CER AND UNIFE CALL FOR A TRANSPORT PILLAR WITHIN THE 2030 FRAMEWORK FOR CLIMATE AND ENERGY POLICIES	w	12
INDUSTRY		
AEO SCHEME SUGGESTED FOR CONTAINER SHIPPERS TO COMPLY WITH NEW WEIGHT RULES	w	14
LAW & REGULATION		
BRUSSELS TO EXTEND LINER CONSORTIA RULES	w	16
PROGRESS & TECHNOLOGY		
GANTREX INTRODUCES NEW RAIL CLIP	w	18
STUDIES & RESEARCH		
40FT HIGH CUBES SET TO DOMINATE THE CONTAINER EQUIPMENT MARKET	"	20

CONFERENCES		
BOX LINES HAVE LOST SIGHT OF SERVICE NEEDS, SHIPPER CLAIMS	"	22
ON THE CALENDAR	"	24

June 30th 2014

The content of the C.I.S.Co. Newsletter is also published in the newspaper "Informare" accessible on the Internet site http://www.informare.it

PORTS AND TERMINALS

TERMINAL OPERATORS MUST RAISE THEIR GAME WITH 24,000TEU BOXSHIPS ON THE HORIZON

Delegates attending the TOC Container Supply Chain event in London yesterday were warned that container terminals needed to "lift their game" to cope with the latest ultra-large 16,000-18,000 teu containerships being deployed on the Asia-Europe tradelane.

Speaking at the Shipping Watch seminar, Andrew Penfold, of Ocean Shipping Consultants, said pressure on terminals would increase and that any negatives could lead to some ports being dropped and cargo transhipped.

Moreover, Mr Penfold said it was "no technical jump" to building ships of up to 24,000teu, with a length of 430 metres and a beam of 62m, so terminals also needed to begin preparing for the arrival of these behemoths.

Following a lull in vessel ordering, he thought it was "extremely likely" that a new round of orders for ULCs could begin by 2015 or 2016 from carriers obsessed with driving down costs still further.

Whether these newbuild orders would be for ships 24,000teu in size remains to be seen, but the history of containerisation tells us they will eventually be built.

A previous speaker, Martin Dixon, head of research products director at Drewry transport consultants, said it was "all about costs" on the major tradelanes of the world, and that this was the main driver for ocean carriers that had failed so far this year to lift average freight rates to sustainable levels, despite raft after raft of GRI announcements.

Mr Penfold suggested that this "one-tracked" view by carriers of cost reduction was a "defence mechanism", while Mr Dixon added that there was now less correlation between normal supply and demand factors and freight rates.

For example, in 2013, capacity had been tightened by judicious carrier management, including blanked sailings, yet freight rates still fell and remained stubbornly low – a situation Drewry anticipates again this year.

As one would expect, the Chinese veto of the P3 alliance was the main focus of attention at the session.

Anthony Woolwich, a partner at law firm Holman Fenwick Willan, said further clarification of China's Ministry of Commerce decision to block the P3 without allowing an appeal was necessary before making a full analysis of the ruling; but it was the first example of a heavy-handed reaction by regulators to container line alliances which had hitherto been dealt with sparingly.

Some speakers believed that far from alliances being dead as a consequence, they were here to stay.

Indeed, there is speculation that the world's biggest carriers may revisit the vesselsharing proposal with a P2 proposal that would reduce the 47% market share dominance of Asia-Europe that motivated the Chinese authorities.



Cas Pouderoyen, senior vice-president global ocean freight at Agility, said there were a number of positives for shippers from carrier alliances, suggesting more direct calls and fewer carriers required as two examples.

He said Agility, which ships 650,000teu a year as an NVOCC, needed to make rate deals with only one or two carriers per alliance to be sufficiently covered.

Although antitrust laws forbid any discussion on rates, Mr Pouderoyen said, he knew that load factors and slot utilisation were key drivers in how shipping lines made decisions on upholding GRIs, and that this was visible to their vessel-sharing partners.

(from: theloadstar.co.uk, June 25th 2014)

MARITIME TRANSPORT

SHIPPING PARTNERS ABANDON PLANS FOR P3 AS CHINA BLOCKS WHAT IT SAW AS 'A MERGER'

Just one day less than a year after Maersk, MSC and CMA CGM announced the formation of the P3 Network, the plans of the world's three largest carriers are in ruins after China's Ministry of Commerce today announced it would not approve the proposal.

As a result, all plans for the vessel-sharing agreement (VSA) have been dropped.

A spokesman for Maersk told *The Loadstar* there were no contingency plans to operate in regions where it had received approval.

"You will not see a P3 Network without China," he said.

Maersk Line executives expressed surprise at the Chinese ministry (MOFCOM) decision, given that China's top trading partners – the US and the Europe Union – had already approved the plan.

Maersk Line chief trade and marketing officer Vincent Clerc said: "We have worked hard to address the Chinese questions and concerns.

So of course it is a disappointment.

"The P3 would have provided Maersk Line with a more efficient network and our customers with a better product."

Mr Clerc told *The Loadstar* the Chinese regulators had blocked the proposal on the grounds that they considered the vessel-sharing agreement amounted to a merger.

"The proposal went before a merger appraisal process – MOFCOM looked at this as a merger; they did not look at it as a vessel-sharing agreement – and in the course of this process they aggregated the respective market shares of the three companies and treated that as one, and in this case they decided to block it on those grounds," he said.

He added that there was no chance of the companies redefining their application and resubmitting it.

"A decision like this is final," he said.

Parent AP Møller-Maersk shares fell on the announcement, despite chief executive Nils Andersen's insistence that the absence of the P3's cost savings



would not impact its financial performance this year.

"The decision does come as a surprise to us, of course, as the partners have worked hard to address all the regulators' concerns.

The P3 alliance would have enabled Maersk Line to make further reductions in cost and CO2 emissions and not least improve its services to its customers with a more efficient vessel network.

"Nevertheless, I'm quite confident Maersk Line will accomplish those improvements anyway.

It has delivered on those improvements over the last five quarters in the absence of P3 and I'm confident it will continue to do so," he said.

Mr Clerc added that Maersk would continue to look at creating further VSAs in the quest for cost savings.

"But VSAs are just one tool; there are a lot of others.

We now have a lot of work to do to see where other savings can be made – we will continue to overturn every stone."

Alphaliner executive partner Hua Joo Tan told *The Loadstar*: "I expect they will explore a loose co-operation similar to their existing co-operation on transpacific trades."

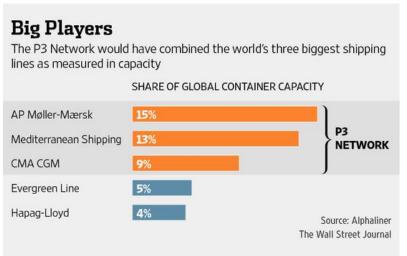
SeaIntel chief operating officer Alan Murphy said: "It should be noted that the carriers are already working together in a number of VSAs in the east-west trades, and these will continue unabated, and may form a foundation for further VSAs between the three, but not to the extent of a formal alliance."

There is also a lingering suspicion – although it was not voiced to *The Loadstar* by Maersk, MSC or CMA CGM – that the decision could have been motivated by the Chinese government's desire to protect its major container carriers, Cosco and China Shipping, both of which have suffered crippling financial losses in recent years and whose competitive position in the trades out of China were

likely to be further eroded by the cost advantages the P3 partners would have enjoyed.

Similarly, it is understood that there had been some resistance to approving the plans in South Korea, where its two carriers – Hanjin and Hyundai – are members of rival VSAs, the CKYHE and G6 alliances respectively, and have also both seen balance sheets marred by massive losses.

In some respects, this shows just how much of an



effect the P3 partners had on a market before it was even introduced, SeaIntel's Mr Murphy observed.

"Despite having to abandon the concept, P3 has already had genuine impact on the market, as both G6 and CKYHE have had to further consolidate their positions in the market, in preparation for meeting the P3 challenge," he said.

(from: lloydsloadinglist.com, June 17th 2014)

INTER-ASIA – RICHER PICKINGS FOR CARRIERS, OR ANOTHER POTENTIAL VICTIM OF BIGGER SHIPS?

Embattled ocean carriers, struggling to turn a profit on the Asia-Europe and transpacific tradelanes, are increasingly turning to intra-Asia trades for a better return, according to Drewry's *Container Insight Weekly*.

Drewry says the attraction for deepsea carriers is the availability of cheap charter ships and "higher than usual" cargo growth.

"Seldom does a month pass without the announcement of at least one new regional service – some of which now deploy vessels of over 4,000teu."

Indeed, it is estimated that over 30 million containers move across intra-Asia trades every year, equivalent to more than one in five boxes moved globally.

And 2013 saw growth of 5.5% in regional traffic, with a similar level of expansion expected again this year.

Drewry gives three examples of recently launched intra-Asia services that deploy panamax ships of up to 5,000teu.

All are operated on vessel-sharing agreements, for example, Cosco and Yang

teaming Ming with up regional specialists PIL and Wan service Hai on а between China, Malaysia and operating Singapore, four ships with an average size of 4,300teu.



Both Wan Hai and PIL have pulled loss-making Asia–Europe services in the past and seem content to concentrate on the development of regional services.

The judicious strategy of Wan Hai in developing its intra-Asia business is, Drewry says, evidenced by the carrier's sound financial performance since 2009, beating many of its peers.

And this has continued into 2014, with the Taiwanese carrier posting an operating profit of \$15m for the first quarter.

Drewry also highlights that the intra-Asia market – including Asia-Australasia – was OOCL's fastest-growing market in the first three months of the year, increasing quarter-on-quarter by 14.5%, up to 723,000teu – compared with growth of just 3% for all other traffic.

In fact the Asia–Australasia tradelane accounted for 54% of the Hong Kongheadquartered carrier's total throughput in the first quarter.

Nevertheless, the intra-Asia trades are not immune to the threat from the cascading of ships from other routes, leading to – if the larger vessels are not justified – downward pressure on freight rates.

Furthermore, deploying Panamax ships on smaller intra-Asia routes does not often make sense operationally – despite the cheap daily hire rates currently on offer.

And on the bigger trades they have to be worked in alliances with competitors to be commercially viable.

The intra-Asia trade is effectively a network of feeders and therefore a business where margins are thin.

Indeed, Thailand's Regional Container Lines (RCL) has struggled to break even in recent years, and posted a \$50m net loss in 2013, illustrating that the trade is not be as robust as some may believe.

In its 2013 annual report, RCL said: "...freight rates continued to deteriorate in the second half of 2013 with few signs of a quick recovery... The year ended with uncertain macro conditions, imbalanced supply-demand outlook, volatile oil prices, and a fast deterioration in rates...".

(from: lloydsloadinglist.com, June 16th 2014)

RAIL TRANSPORT

NEW LINE-UP IN TOP 10 ROLLING STOCK BUILDERS

The latest survey by SCI Verkehr, Germany, of the world's 50 largest rolling stock manufacturers shows a new line up of the top 10 companies, with CAF, Hyundai-Rotem and Kawasaki being ousted by Stadler, Trinity Industries and Uralvagonzavod.

The survey of new-build rolling stock production published this month is based on company results for 2012 and 2012-13.

It shows the top 10 manufacturers generated new vehicle revenue of ${\ensuremath{\in} 13}{\ensuremath{\text{bn}}}$ or



65% of the global market with the top 20 generating 85% of revenue.

The two big Chinese rolling stock producers continue to dominate the market.

CNR is in top position with a rail vehicle turnover of $\in 6.6$ bn followed closely by CSR with $\in 6.3$ bn.

Bombardier is in third place with

a new build turnover of €4.2bn followed by Alstom on €3.3bn.

Transmashholding is steadily climbing up the chart, with revenue increasing by almost 100% since 2009 reflecting the revival of the Russian market, and the company is now in fifth place.

Stadler, previously unlisted, jumps into sixth place due to very strong sales in 2012.

Siemens is now in seventh position followed by GE Transportation.

Demand for freight wagons was very strong in 2012, marking the end of the slump caused by the economic crisis, allowing Uralvagonzavod and Trinity Industries to move into the ninth and tenth slots respectively.

Despite strong performance in 2012, CAF, Hyundai-Rotem and Kawasaki could not match the growth of the three newcomers and therefore slipped out of the top 10.

Other manufacturers could be contenders for a future top 10 spot.

SCI Verkehr notes that Pesa, Poland, is a supplier to watch with new build revenue growth of 100% since 2009.

But with revenue of €450m in 2012 it is still some way off entering the top 10.

(from: railjournal.com, June 16th 2014)

TRANSPORT & ENVIRONMENT

CER AND UNIFE CALL FOR A TRANSPORT PILLAR WITHIN THE 2030 FRAMEWORK FOR CLIMATE AND ENERGY POLICIES

The Community of European Railway and Infrastructure Companies (CER) and the Association of the European Rail Industry (UNIFE) encourage the Member States to consider a transport dimension for the post 2020 climate and energy policies ahead of the European Council that will take place on 26-27 June.

The European Union cannot achieve its energy and climate goals without taking measures to decarbonise transport and to make it less reliant on imported fossil fuels.

In a joint Position Paper, CER and UNIFE advocate:

- a formal confirmation in legislation of the 60% reduction of transport emissions by 2050 outlined in the Transport White Paper 2011;
- reforms to the EU Emission Trading System so as to ensure fair treatment between all transport modes;



 new support measures to incentivise a shift to less polluting modes of transport and less polluting vehicles within modes.

Railway transport can make an important contribution for the post 2020 climate and energy goals.

Both associations stress that policy makers should therefore ensure that measures within the Framework are conducive to growth in these sectors while avoiding the creation of new costs or barriers to such growth.

CER Executive Director Libor Lochman said: "Railway transport provides higher energy efficiency, lower reliance on imported fossil fuels, lower specific emissions of greenhouse gases, and good prospects for an increasing use of renewable energy.

The 2030 Framework is the right instrument for policy-makers to create new incentives for growth of sustainable transport."

UNIFE Director General Philippe Citroën added: "The rail industry can significantly contribute to tackle climate and energy challenges in Europe.

The 2030 Framework provides a unique opportunity to achieve a level playing field between different transport modes while providing the conditions to efficiently support the development of rail in Europe."

The CER/UNIFE position paper 'A 2030 Framework for Climate and Energy Policies' can be downloaded at: <u>http://www.cer.be/publications/latest-publications/a-2030-framework-for-climate-and-energy-policies/</u>

(from: europeanrailwayreview.com, June 26th 2014)

INDUSTRY

AEO SCHEME SUGGESTED FOR CONTAINER SHIPPERS TO COMPLY WITH NEW WEIGHT RULES

In response to the forthcoming mandatory verification of the weight of containers, the Global Shippers Forum (GSF) has suggested the creation of an accreditation scheme for known shippers, along the authorised economic operator model.

Speaking at the final day of the TOC Container Supply Chain conference in London today, GSF secretary general Chris Welsh told delegates the organisation was working with a number of national governments on "how we develop an accreditation scheme for the calculation method".

Under the new Safety of Life at Sea (Solas) amendments adopted by the



International Maritime Organization (IMO) last year, shippers must have the declared weiaht of their container verified by either actual weighing, or demonstrating the calculated weight of the containers - the weight of the cargo plus the tare weight of the box itself.

"We are trying to develop a traceable, audit-based system that would warrant the establishment of a national

database of known shippers," Mr Welsh said.

"This would provide governments with a traceable source, an assurance that the system is audited and a method of dealing with people who get it wrong.

"And there will be major benefits to other stakeholders in the supply chain which have visibility into the database, particularly for shipping lines, and I think it could potentially lead to real improvements in supply chain standards. "And it has commercial spin-offs, such as leading to fewer delays and more efficiency – it could help us move toward the digitisation of shipping documents and getting paper out of the system."

Mr Welsh added that the process of building a model accreditation scheme had begun and he hoped it would be completed within the next six months.

However, it has its opponents.

Paul Hamilton, assistant secretary at the dockers' section of the International Transport Workers Federation (ITF), continues to press for the mandatory weighing of containers as the sole method of verification.

He told delegates: "We want all containers to be weighed, as you cannot put a price on safety.

The calculation method seems complicated and we have requested further clarification, and we will lobby national governments for independent spot checks to be performed.

"If the calculation method fails, then mandatory weighing must become law," he added.

Others expressed doubt that the GSF scheme could become a reality internationally.

"Let's face it, most containers are loaded in China, so if there is a problem of misdeclared weight it begins there, and I just do not see how you can enforce such a scheme across all the hundreds of thousands of exporters there," one forwarder told *The Loadstar*.

(from: theloadstar.co.uk, June 26th 2014)

LAW & REGULATION

BRUSSELS TO EXTEND LINER CONSORTIA RULES

The European Commission has extended the regulation governing liner shipping consortia for another five years after a lengthy review into whether an industry-specific exemption from antitrust rules was still needed.

The decision was announced just days after China decided to ban the P3 Network proposed by Maersk Line, Mediterranean Shipping Co and CMA CGM, even though regulators in both the US and Europe had said they would not block the alliance.

However, because of its size, P3 would have fallen outside Europe's consortia requirements, with member lines having to conduct a self-assessment to ensure they were in compliance with EU competition law.

Brussels has now confirmed that the maritime consortia block exemption will remain in place until April 2020.

The existing regulation was due to expire next year, and questions had been raised as to whether container lines still needed their own set of rules rather than be treated the same way as most other industries.

After a public consultation, the commission said it had concluded that the exemption has worked well, providing legal certainty to agreements which bring benefits to customers and do not unduly distort competition, and that current market circumstances warrant a prolongation.

The regulation allows shipping lines with a combined market share of below 30% to enter into co-operation agreements to provide joint cargo transport services.

Such agreements usually allow liner shipping carriers to rationalise their activities and achieve economies of scale.

Calls for the threshold to be raised to at least 35% were rejected, however.

Market share ceilings were adjusted from 35% for non-conference lines to 30% for all alliances after joint rate-fixing was prohibited in Europe in 2008.

While against any forms of collusion between lines on prices, the commission favours co-operation that allows members to reduce costs, as long as customers benefit from the greater operating efficiencies.

"If consortia face sufficient competition and are not used to fix prices or share the market, users of services provided by consortia are usually able to benefit from improvements in productivity and service quality," the commission said in its statement on Tuesday.

It has therefore exempted such agreements from the prohibition of anti-



competitive agreements in Article 101 of the Treaty on the Functioning of the European Union.

The first consortia block exemption regulation was adopted in 1995 and prolonged several times.

The latest market investigation, conducted in

2013, showed that the main tenets of the commission's approach are still valid.

This was confirmed by a public consultation.

For consortia and alliances exceeding the market share threshold established in the block exemption regulation, it is the responsibility of the companies themselves to make sure that their agreements comply with the law.

The commission can decide to intervene if necessary.

"The commission will continue to closely monitor market developments and the conduct of companies to ensure that markets remain open and competitive," the statement said.

"In particular, in the context of the recent developments in the sector, the commission will remain vigilant as regards any risks for competition that may arise from the implementation of maritime consortia and might intervene if necessary."

(from: lloydsloadinglist.com, June 25th 2014)

PROGRESS & TECHNOLOGY

GANTREX INTRODUCES NEW RAIL CLIP

Prior to the clip's development, the older generation rail lock was not secure enough to handle the vibrations and oscillations which arose from increased wheel loads, faster speeds and higher duty calls.

The brand name 'RailLok' is an optimised design which has been engineered to have better contact on railway lines, and does not kick back from the rail.

In comparison to the previous design, it carries faster and more effective installation, has an increased load-capacity while reducing its size, and has an enlarged adjustment range.

Robert Shearsby, senior sales consultant at Gantrex stated: "The rails will last longer in terms of their wear and breakages and will improve productivity for rail networks."



He added: "The double-wedge design positions us favourably among our competitors because the clip is more advanced and secure for railway services."

Gantrex has introduced a revolutionary new line of crane rail clips and pad with features which address today's crane runway needs.

RailLok[™] Clips are designed to:

- provide a self-contact check to ensure contact between the clip and rail by incorporating a "double-wedge" action eliminating many common clip installation problems;
- permit a more rapid installation since the need to use a "hammer blow" to seat the upper component has been eliminated, and impact wrenches can now be used;
- provide a compact, efficient design to fit narrower girder flanges and soleplates, allowing operational and financial savings;
- provide increased capacity to address ever growing crane loads;

• consolidate the range of existing clips into one international product array.

RailLok[™] Pad is designed to:

- prevent damage caused by rail twisting and oscillation;
- avoid stresses created by today's heavier wheel loads;
- virtually eliminate the ingress of dirt and water.

Gantrex has carefully watched design trends as crane capacities and wheel loads have continued to grow, coupled with increased duty cycles and faster speeds.

Many of the newer generation cranes were constructed with less material, creating more flexibility, vibration and oscillation.

Gantrex diligently followed this trend, identified the problems and engineered new products to provide much-needed solutions.

The product redesign was successfully accomplished by understanding the market and recognizing the problems faced by industry.

The result is a clip which will positively maintain contact to lock the clip upper component laterally against the rail in order to greatly reduce any potential for field installation errors.

The innovative patented RailLok[™] clip design incorporates a special "double wedge" feature which accomplishes this goal.

To reinforce and complement the clip redesign and eliminate pad failures, a new pad was also developed with an improved profile for better load distribution.

Specifically, the work performed by the Gantrex engineering group in its leadership position has resulted in a technical evolution of soft mounting.

(from: porttechnology.org/gantrex.com, June 24th 2014)

STUDIES & RESEARCH

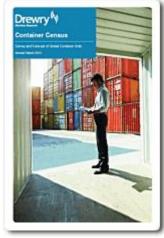
40FT HIGH CUBES SET TO DOMINATE THE CONTAINER EQUIPMENT MARKET

High cube 40ft containers are stealing a march on traditional 40ft equipment and by the end of 2013 represented just short of 50% of the maritime container fleet, according to Drewry's recently published Container Census report.

The overall fleet of maritime 40ft high cube containers grew by over 7% in 2013, a much faster pace than the global container fleet whose growth was limited to just 4.3%.

"Gains made in the maritime standard fleet came wholly at the expense of standard 40ft equipment, whose count continued to decline, although the 20ft share held stable at about a third," said Andrew Foxcroft, editor of Drewry's Container Census report.

"These long-term changes in the fleet composition are predicted to continue



through 2014-17."

Growth in the overall container equipment fleet was slower in 2013 than in 2012, when it grew at a racier 5.3%, but in line with the 5-year average of 4%.

Prior to 2009 annualised fleet growth had been double this figure, indicating the impact of weaker trade growth and liner efficiency gains on overall equipment demand.

"Drewry is forecasting that the global box fleet will grow by around 5% a year through 2014-17, with growth in the leased fleet set to continue to outpace that of the

owned fleet," added Foxcroft.

"Leasing firms remain better placed to invest in box equipment than shipping lines, many of which are still short of capital and so continue to be reliant on rental support."

Global box production is not expected to increase much over the short term, following a decade in which the underlying rate of annual production has changed little at around three million teu a year.

(from: drewry.co.uk, June 18th 2014)

CONFERENCES

BOX LINES HAVE LOST SIGHT OF SERVICE NEEDS, SHIPPER CLAIMS

Shipping lines have lost sight of the key service and communication needs of their customers, according to one leading paper shipper.

Neville Scowen, Overseas Transport Manager at International Paper, accused shipping lines of transforming themselves into entities akin to high street banks, becoming industry "takers, not makers".

Speaking at the Container Supply Chain Conference at TOC Europe in London this morning, he told delegates that liner reliability had declined, surcharge complexity had become an art form and communication with customers was now almost non-existent.

"Shipping lines have to make sure that they publish schedules they can stick to," he said.

"At the moment they cannot do it.

Lead times based on sailing schedules are getting longer and longer and



getting more unreliable."

Scowen claimed the unreliability of lines and super-slow steaming meant more inventory had to be stored in warehouses, unnecessarily increasing the carbon footprint of many

shippers, including International Paper.

Vessels arriving at the same time were often the cause of port congestion which shippers were then billed for, while the issuing of bills of lading now often took longer than 20 years ago and cargo roll-overs were common.

"For a shipper, the focus by lines should be on improving service and the driving factor should be communication," he said.

"This is where improvements are needed.

"When schedule changes are made we need to be notified.

"Adopting a call-centre silo mentality, asking and answering questions from a predefined guidebook, is not the way to conduct business.

"Sometimes shipping lines and terminals have forgotten the customer.

I would encourage more dialogue."

(from: lloydsloadinglist.com, June 24th 2014)

ON THE CALENDAR

- Cool Logistics Global Rotterdam, The Netherlands 30 September - 2 October 2014
- 3rd Black Sea Ports and Shipping 2014
 Istanbul Marriott Hotel Asia, Istanbul, Turkey
 Wednesday 03 and Thursday 04 September 2014
- 12th Intermodal Africa South 2014 International Convention Centre Durban, South Africa Thursday 23 and Friday 24 October 2014
- Intermodal Europe 2014 AHOY, Rotterdam, The Netherlands 11-13 November 2014
- 9th Southern Asia Ports, Logistics and Shipping 2014 ITC Grand Chola Chennai, India Thursday 27 and Friday 28 November 2014
- 9th Indian Ocean Ports and Logistics 2015 Maputo, Mozambique Thursday 22 and Friday 23 January 2015
- 8th Philippine Ports and Shipping 2015 Manila, The Philippines Thursday 12 and Friday 13 February 2015
- 13th Intermodal Africa North 2015 Lagos Oriental Hotel, Lagos, Nigeria Thursday 26 and Friday 27 March 2015
- 11th Trans Middle East 2015 Kuwait Wednesday 29 and Thursday 30 April 2015
- 4th Black Sea Ports & Shipping 2015 Constanta, Romania Thursday 28 and Friday 29 May 2015
- 13th ASEAN Ports and Shipping 2015
 JW Marriott, Jakarta, Indonesia
 Wednesday 24 and Thursday 25 June 2015
- 10th Southern Asia Ports, Logistics & Shipping 2015 Mumbai, India Thursday 17 and Friday 18 September 2015

C.I.S.Co. Newsletter June 30th 2014

- 13th Intermodal Africa South 2015 Mulungushi International Conference Centre, Lusaka, Zambia Thursday 29 and Friday 30 October 2015
- 3rd MED Ports 2015 Civitavecchia (Rome), Italy Thursday 26 and Friday 27 November 2015

The Secretariat of C.I.S.Co. is able to communicate detailed information on the programs of all the events and how to participate.