



**“Why does an efficient logistics chain
require close dialogue?”**

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Bigger Ships

Why is there a need for closer dialogue?

1. Challenges
2. Opportunities
3. Steps forward



Challenges

- * Overcapacity
- * Slow steaming
- * Rate volatility
- * Mergers and acquisitions
- * Blanks sailings
- * Pressure on the land side
- * Increased costs
- * Unpredictability
- * Confusion and complexities
- * Many economic operators
- * Commercial relationships



Challenges

- * Unpredictable transit
- * Blank sailings

Table 3.24 MISSED SAILINGS ON EAST-WEST TRADES

Trade / Alliance	Apr	May	Jun	Jul	Aug	Sep*	Oct*	Total
ASIA-N EUROPE								
2M Alliance	2	2	1	0	2	0	1	8
CKYHE Alliance	2	5	3	2	5	1	1	19
G6 Alliance	1	2	3	1	3	5	5	20
Ocean Three	3	2	5	3	5	3	3	24
Total	8	11	12	6	15	9	10	71
ASIA-MED								
2M Alliance	1	2	3	2	3	0	1	12
CKYHE Alliance	3	3	3	1	4	1	3	18
G6 Alliance	1	1	2	0	2	2	1	9
Ocean Three	1	3	4	4	2	2	1	17
Zim	0	0	1	0	0	0	0	1
Zim/OOCL	0	0	0	0	0	0	0	0
Evergreen	1	0	0	0	0	0	0	1
Total	7	9	13	7	11	5	6	58

Opportunities

- * Role of the Freight Forwarder becomes more important in managing the supply chain and ensuring end-to-end visibility
- * Share and report real-time supply chain information for increased efficiency
- * Digitalisation and innovation
- * With earlier information on the mode of transport for hinterland easier to bundle volumes – opportunities for intermodal transport
- * More efficient use of infrastructure by introducing eco-combi



Need for dialogue

talk with each other!



- * Parties should talk with each other as 'customers'

Issues for debate include i.e:

- * Agreements regarding slot management (for road transport)
- * ETA's
- * KPIs regarding Turn Around Times at the terminal
- * Streamlined procedures for the landside handling of barges, trains and trucks
- * Communication procedures for delays and calamities.

Need for dialogue



And join in the right track!

Thank you for your attention

