

Il nolo marittimo, componente fondamentale della spedizione internazionale delle merci



L'importanza della gestione del trasporto

- Scelta del tipo di fornitore
 - ✓ Spedizioniere internazionale
 - ✓ Spedizioniere locale
 - ✓ Compagnia di navigazione
 - ✓ E-business (compagnia di navigazione)
- Scelta del fornitore
- Monitoraggio delle fasi del trasporto
- Possibilità di variazioni durante le fasi del trasporto
- Maggiore incisività nei confronti dei fornitori
- Maggiore sicurezza della riuscita del trasporto

Le alleanze

Ocean Carrier Alliances

Ocean Carrier	Ships	Total TEU	Ships	Owned TEU	Ships	Chartered TEU	Ships	Orderbook TEU
2M Alliance								
1 Maersk	710	4,122,702	298	2,280,090	412	1,842,612	17	44,036
2 Mediterranean Shipping Co.	591	3,902,661	157	1,047,070	434	2,855,591	22	451,544
Total	1,301	8,025,363	455	3,327,160	846	4,698,203	39	495,580
THE Alliance								
5 Hapag-Lloyd	255	1,774,132	112	1,052,321	143	721,811	6	141,600
6 ONE (Ocean Network Express)	223	1,612,250	69	500,971	154	1,111,279	15	266,152
8 Hyundai Merchant Marine	74	750,872	28	449,074	46	301,798	6	96,060
9 Yang Ming Marine Transport Corp.	89	628,467	46	193,813	43	434,654	12	125,598
Total	641	4,765,721	255	2,196,179	386	2,569,542	39	629,410
Ocean Alliance								
3 COSCO Group (includes OOCL)	501	3,022,125	177	1,567,423	324	1,454,702	12	276,000
4 CMA CGM Group	558	3,019,469	118	1,030,328	440	1,989,141	23	354,024
7 Evergreen Line	199	1,327,918	111	639,764	88	688,154	74	703,573
Total	1,258	7,369,512	406	3,237,515	852	4,131,997	109	1,333,597
Alliances Total	3,200	20,160,596	1,116	8,760,854	2,084	11,399,742	187	2,458,587

Source: Alphaliner 02/04/21

Cosco Shipping Lines 9 standard service

COSCO SHIPPING 中远海运集装箱运输有限公司
COSCO SHIPPING LINES CO., LTD.

We Deliver Value
价值 · 因运而生

9 Standard Service

Bookings

Bookings will be responded within two hours upon receipt during a working/business day.

Given that vessel allocation is available and booking information provided is complete and comprehensive, booking confirmation turn time will be two hours for both standard dry and reefer cargo, and two working days for both hazardous and awkward (OOG) cargo.



Equipment Release

Equipment will be reserved for pickup within 48 hours after the Equipment Interchange Receipt (EIR) is printed.



Invoicing

Invoice will be available within one working day after the vessel departure, under the condition that invoice information received is accurate and timely.

Bill of Lading Release

Original bill of lading will be ready within one working day after the vessel departure, under the condition that shipping instructions have been submitted in a timely and proper manner.



Schedule Reliability

Schedule integrity of COSCO SHIPPING operated vessels will exceed 95% reliability (except in condition of force majeure).



Arrival Notice

Arrival notices will be delivered one day prior to cargo arrival.



Trans-Shipment

Connection voyage will be available online at our website (www.coscon.com) three days prior to cargo arriving at the trans-shipment port. Trans-shipment results will be available online one day after cargo departs from trans-shipment port.

Our goal is cargo that moves through a trans-shipment port with target of seven days but no longer than fourteen days maximum.



Counter Service

Service procedure will be completed within fifteen minutes upon arrival at service counter.



Issue Resolution

Invoice disputes will be resolved within five working days.

Commercial disputes with clear facts will be handled within seven working days.

Complaint resolution (following receipt of complaint) will be provided within five working days.



Cosco Shipping Lines

9 standard services

- **2** Bookings will be responded within 2 hours upon receipt during a working/business day
- **48** Equipment will be reserved for pickup within 48 hours after EIR is printed
- **1** Invoice will be available within 1 working day after vessel's departure
- **1** Bill of lading will be ready within 1 working day after vessel departure
- **95%** Schedule integrity of Cosco Shipping operated vessels will exceed 95% reliability (except condition of force majeure)
- **1** Arrival notice will be delivered one day prior to cargo arrival
- **3** Connection voyage will be available on line (www.coscon.com) 3 days prior to cargo arriving at the transshipment port
- **15** Counter service procedure will be completed within 15 minutes upon arrival at service counter
- **5** Invoice disputes will be resolved within 5 working days

Compagnia di navigazione Pros & Cons

- Maggiori certezze spazio nave
- Maggiori certezza disponibilità di vuoti
- Maggiori certezze itinerario
- Ridotta catena di controllo
- Chiarezza/trasparenza costi
- Programmazione
- Trasporti Intermodali
- Non solo e-business ma anche staff dedicato ai BCO
- Dilazioni di pagamento
- Rigidità
- Necessità di volumi
- Spersonalizzazione del servizio
- Opzioni di scelta ridotte

Quanto vale *veramente* un nolo marittimo?

2016 Shanghai/Genova Us\$700,00 (40')

2021 Shanghai/Genova Us\$13000,00 (40')

Congestione dei porti - No new buildings



Dilatazione dei servizi



Ridotta frequenza navi



Necessità di blank voyages



Mancanza di vuoti

Grazie per l'attenzione!

Marco Donati
General Manager Cosco Shipping Lines Italy