

# Rates - Sea Freight

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Please note that below information is confidential and cannot be disclosed out of Solvay's organization.

## General Description

### Purpose of the Tool - Pre-carriage & Sea

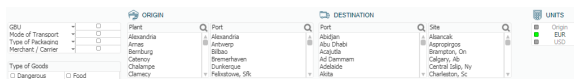
This tool has been created to provide access to

- a rate catalogue for the Pre-carriage and Sea transport and have estimated of costs.
- the nominated carriers/hauliers and information for specific trade lanes, based on GBU's request in FCL Global Tender.

### How to search in the data base?

Select "Sea Freight" tab on the rates dashboard

From the filters below, you can search and sort results in the table. By default, in the Classic View goods are considered non-dangerous and currency is EUR. Additional filters are available in the More Details view.



If you are looking for a rate indication only, we recommend you to filter first on ORIGIN (Plant or/and port) and Destination (Port or/and Site), then to adjust your search.

If you are looking for an exact rate and awarded lane, you can start by filtering on your GBU, on the top left corner of the filters.

You can sort the results in the table by clicking on the column name.

To start a new research, press "Clear All" button.

Please note that data is refreshed once a day only.

### How to read the data base results?

There are 3 views:

1. [Total Cost](#)
2. [Pre-carriage](#)

#### Target Users

- Supply Chain Managers
- Supply Chain Operational
- Logistics
- Customer Service
- Account Managers

#### Authorization & Rights

All the accesses must be validated by:

##### PSCE Seafreight Team

- Global:** Alejandro Parodi
- APAC:** Sean Zhang
- Bulgaria:** Vanya Tsvetkova
- EMEA:** Flavio Ciampaglia
- LATAM:** Elisabete Santos
- NAM:** Cristina Phelan

Click here for the [Access form](#) to get access to the Global Supply Chain Dashboard.

### 3. FCL

The Total Cost view combines the Pre-Carriage and FCL flows. The purpose of this combination is to obtain the Total Transport Cost.

Please refer to below table concerning the costs you can find in different view for each region:

|          | TOTAL cost                                                    | Precarriage                                           | FCL                                       |
|----------|---------------------------------------------------------------|-------------------------------------------------------|-------------------------------------------|
| EMEA     | Precarriage (carrier haulage) cost<br>+FCL cost <sup>1)</sup> | Carrier haulage<br><br>Merchant haulage non available | FCL cost                                  |
| APAC     | Non Available                                                 | Non Available                                         | FCL cost                                  |
| NAM      | Precarriage (carrier haulage) cost<br>+FCL cost <sup>2)</sup> | Non Available <sup>2)</sup>                           | FCL cost (can includ<br>precarriage cost) |
| LAM      | Non Available                                                 | Non Available                                         | FCL cost                                  |
| Bulgaria | Precarriage (carrier haulage) cost<br>+FCL cost <sup>1)</sup> | Carrier haulage                                       | FCL cost                                  |

#### IMPORTANT NOTE

<sup>1)</sup> In the Total Cost view, only the Carrier haulage mode is available and especially for EMEA and Bulgaria. There is no combination between the merchant haulage trade lanes and the sea freight ones.

<sup>2)</sup> Due to NAFTA specificities, the pre-carriage rates are not known and then, the quotations are not available (0 EUR/USD). The reason is the rates are already included in the sea freight quotations.

## Total Cost View

| Column Name           | Description                                                                                                                                                                                                                                                                                                               | Filter    |
|-----------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| GBU                   | Global Business Unit                                                                                                                                                                                                                                                                                                      |           |
| Plant of Origin       | The plant name or the location from where the goods are picked up                                                                                                                                                                                                                                                         |           |
| Port of load          | Location of the port of load                                                                                                                                                                                                                                                                                              |           |
| Port of Discharge     | Location of the port of destination                                                                                                                                                                                                                                                                                       |           |
| Destination City      | Location where the goods are delivered. It could be a port or the final destination (door service).                                                                                                                                                                                                                       |           |
| Merchant/Carrier      | The actual transport used by the GBU from the plant to the destination: <ul style="list-style-type: none"> <li>Carrier : the sea carrier manages the whole transport from the plant to the final destination</li> <li>Merchant : the transport from the plant to the port of load is managed by a land carrier</li> </ul> |           |
| Pre-carriage Carriers | The supplier which transports the goods from the plant to the port of load                                                                                                                                                                                                                                                |           |
| Sea Freight Carriers  | The shipping line which transports the goods from the port of load to the port of destination/final destination                                                                                                                                                                                                           |           |
| Transport Mode        | Mode of transport used from the plant to the port of load                                                                                                                                                                                                                                                                 |           |
| Type of packaging     | Type of container                                                                                                                                                                                                                                                                                                         |           |
| Award                 | Nomination of the Sea Carriers for a specific trade lane. There are 3 possibilities: <ul style="list-style-type: none"> <li>P (to use in priority)</li> <li>B or BACKUP (to use only if primary cannot deliver)</li> <li>EMEA : Percentage (&gt;51 % is considered as Primary)</li> </ul>                                 | Dimension |
| Transshipment         | Does the transshipment is accepted by the GBU ?                                                                                                                                                                                                                                                                           | Dimension |
| Transshipment Port    | Location or an indication (allowed/not allowed) about transshipment during the transport                                                                                                                                                                                                                                  | Dimension |

|                                                  |                                                                                                                                                                                                                                                             |           |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| <b>THC</b>                                       | The cost structure of the Terminal Handling Charges (THC) for the trade lane.<br><br>It indicates to know if the additional cost is included (or not) at the origin and at the destination.<br><br>For example : OTHCincl/DTHCincl, OTHCincl/DTHCexcl, etc. | Dimension |
| <b>Empty Return : THC</b>                        | The cost structure of the Terminal Handling Charges (THC) for the trade lane. It indicates to know if the additional cost is included (or not) at the origin and at the destination. For example : OTHCincl/DTHCincl, OTHCincl/DTHCexcl, etc.               | Dimension |
| <b>Standard Pre-Carriage Costs per Container</b> | Pre-carriage rate                                                                                                                                                                                                                                           | Indicator |
| <b>Pre-carriage Dangerous Surcharge</b>          | Pre-carriage hazardous rate                                                                                                                                                                                                                                 | Indicator |
| <b>Pre-carriage Food Grade Surcharge</b>         | Pre-carriage food grade surcharge                                                                                                                                                                                                                           | Indicator |
| <b>Sea Freight All in</b>                        | The all ocean freight rate (to be associated with the THC column)                                                                                                                                                                                           | Indicator |
| <b>Sea Freight Dangerous Surcharge</b>           | The IMO surcharge rate                                                                                                                                                                                                                                      | Indicator |
| <b>Sea Freight Food /Premium Surcharge</b>       | The Food/Premium surcharge rate                                                                                                                                                                                                                             | Indicator |
| <b>Empty Return All In</b>                       | The rate if a return is required                                                                                                                                                                                                                            | Indicator |
| <b>Empty Return Dangerous Surcharge</b>          | The IMO surcharge if a return is required                                                                                                                                                                                                                   | Indicator |
| <b>Empty Return Transit Time</b>                 | The transit time when the container returns                                                                                                                                                                                                                 | Indicator |
| <b>Free Days at Destination Demurrage</b>        | Number of Demurrage Free Days at destination included in the offer                                                                                                                                                                                          | Indicator |
| <b>Free days at destination detention</b>        | Number of Detention or MERGED Free Days at destination included in the offer                                                                                                                                                                                | Indicator |
| <b>Total Transportation Cost</b>                 | The Total Transport Cost is calculated according to the different rates (base rate, IMO surcharges, empty return rate, etc)                                                                                                                                 |           |
| <b>Total Transit Time</b>                        | The transit time from the point of origin to the final destination                                                                                                                                                                                          |           |

## Pre-Carriage view

| Column Name                  | Description                                                                | Filter |
|------------------------------|----------------------------------------------------------------------------|--------|
| <b>GBU</b>                   | Global Business Unit                                                       |        |
| <b>Plant of origin</b>       | The plant name or the location from where the goods are picked up          |        |
| <b>Port of load</b>          | Location of the port of load                                               |        |
| <b>Pre-carriage Carriers</b> | Carrier which transports the containers from the plant to the port of load |        |
| <b>Transport mode</b>        | Mode of transport applied from the plant to the port of load               |        |

|                                           |                                                                                         |           |
|-------------------------------------------|-----------------------------------------------------------------------------------------|-----------|
| Type of packaging                         | Type of container                                                                       |           |
| Routing                                   | Route description - <b>only for the merchant haulage</b>                                |           |
| Requirements                              | Specific requests for movement or content - <b>only for the merchant haulage</b>        |           |
| Product Specifications                    | Description of the product (ADR, Food, Standard) - <b>only for the merchant haulage</b> |           |
| Standard Pre-carriage Costs per Container | Base rate                                                                               | Indicator |
| Pre-carriage Hazardous Surcharge          | IMO surcharge rate                                                                      | Indicator |
| Pre-carriage Food Grade Surcharge         | Food/Premium surcharge rate                                                             | Indicator |
| Total Transportation Cost                 | The pre-carriage rate + the surcharges based on the selected filters                    |           |
| Total Transit Time                        | The transit time from the plant to the port of load                                     |           |

## FCL View

| Column Name          | Description                                                                                                                                                                                                                                                                                                                      | Filter    |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|
| GBU                  | Global Business Unit                                                                                                                                                                                                                                                                                                             |           |
| Plant of origin      | The plant name or the location from where the goods are picked up                                                                                                                                                                                                                                                                |           |
| Origin city          | Starting location of the Ocean Freight agreed with carriers                                                                                                                                                                                                                                                                      |           |
| Port of load         | Location of the port of load                                                                                                                                                                                                                                                                                                     |           |
| Port of discharge    | Location of the port of destination                                                                                                                                                                                                                                                                                              |           |
| Destination City     | Location where the goods are delivered. It could be a port/terminal or the final destination.                                                                                                                                                                                                                                    |           |
| Merchant/Carrier     | <p>The actual transport used by the GBU from the plant to the destination:</p> <ul style="list-style-type: none"> <li>Carrier : the sea carrier manages the whole transport from the plant to the final destination</li> <li>Merchant : the transport from the plant to the port of load is managed by a land carrier</li> </ul> |           |
| Sea Freight Carriers | The shipping line which transports the goods from the port of load to the port of destination /final destination                                                                                                                                                                                                                 |           |
| Type of packaging    | Type of container                                                                                                                                                                                                                                                                                                                |           |
| Award                | <p>Nomination of the Sea Carriers for a specific trade lane. There are 3 possibilities:</p> <ul style="list-style-type: none"> <li>P (to use in priority)</li> <li>B or BACKUP (to use only if primary cannot deliver)</li> <li>EMEA : Percentage (&gt;51 % is considered as Primary)</li> </ul>                                 | Dimension |
| Transshipment        | Is the transshipment accepted ?                                                                                                                                                                                                                                                                                                  | Dimension |
| Transshipment port   | Location or an indication (allowed/not allowed) about potential transshipments during the transport                                                                                                                                                                                                                              | Dimension |
| THC                  | <p>The cost structure of the Terminal Handling Charges (THC) for the trade lane.</p> <p>It helps to know if the additional cost is included (or not) at the origin and at the destination.</p> <p>For example : OTHCincl/DTHCincl, OTHCincl/DTHCexcl, etc.</p>                                                                   | Dimension |
| Empty Return : THC   | <p>The cost structure of the Terminal Handling Charges (THC) for the trade lane.</p> <p>It indicates to know if the additional cost is included (or not) at the origin and at the destination.</p> <p>For example : OTHCincl/DTHCincl, OTHCincl/DTHCexcl, etc.</p>                                                               | Dimension |

|                                           |                                                                              |           |
|-------------------------------------------|------------------------------------------------------------------------------|-----------|
| <b>Sea Freight All In</b>                 | The all ocean freight rate (to be associated with the THC column)            | Indicator |
| <b>Sea Freight Dangerous Surcharge</b>    | The IMO surcharge rate                                                       | Indicator |
| <b>Sea Freight Food/Premium Surcharge</b> | The Food/Premium surcharge rate                                              | Indicator |
| <b>Empty Return All In</b>                | The rate if a return is required                                             | Indicator |
| <b>Empty Return Dangerous Surcharge</b>   | The IMO surcharge if a return is required                                    | Indicator |
| <b>Empty Return Transit Time</b>          | The transit time when the container returns                                  | Indicator |
| <b>Free days at destination demurrage</b> | Number of Demurrage Free Days at destination included in the offer           | Indicator |
| <b>Free days at destination detention</b> | Number of Detention or MERGED Free Days at destination included in the offer | Indicator |
| <b>Total Transportation Cost</b>          | The ocean freight rate + the surcharges based on the selected filters        |           |
| <b>Total Transit Time</b>                 | The transit time from the port of load to the destination                    |           |

## 4. Filter options in the view

- **UNITS (Exchange rate)**

By default, the currency is EUR. The tool can display in 3 modes of currency, the currency name is always available in "Currency" column of the table. The currencies available are :

- Origin currency = currency of negotiation and contract
- EUR
- USD

- **Dangerous**

By clicking on Dangerous, the Total Transportation Cost will be calculated with the IMO Surcharge (if available). The default set up of the tool is non dangerous.

- **Food**

By clicking on Food, the Total Transportation Cost will be calculated with the Food/Premium Surcharge (if available). The default set up of the tool is non Food.

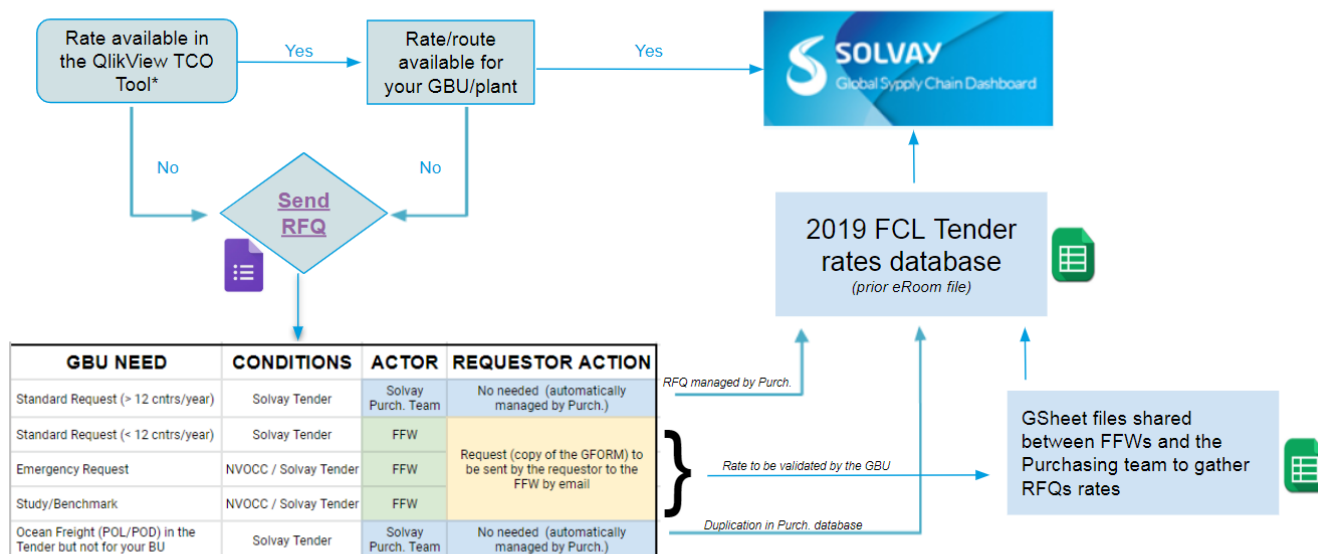
## Validity

In the tool, the rates have current tender's validity : Mar 1st, 2019 - Feb 29th, 2020

You can find also several spot flow which can have shorter validity.

## New flow or SPOT quotation request

# FCL/SOT Request For Quotation (RFQ) Spot Process



\* same Port of Loading, Port of Discharge, Equipment type, OTHC-DTHC

For RFQ please use the link: [RFQ FCL&SOT](#)