



# FFF2020 LOGISTICS PUT TO TEST AT TIMES OF CRISIS

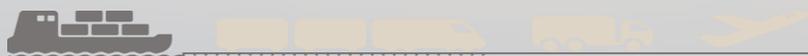
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**CLECAT**

European Association for Forwarding,  
Transport, Logistics and Customs Services



# IS THIS THE NEW NORMAL?

Shippers and forwarders have to deal with sudden carrier changes in capacity, reduced service level and cancelled sailings on a much higher scale than before the crisis: is this a 'new normal'?

**Answer: NO!**

## **Current Situation of the Maritime Supply Chain**

- no added value → unreliable, non predictable, non resilient....slow
- confirmed bookings as long as 4 weeks in advance are not honored
- brutal use of blank sailings and rolling of containers
- global trade at the mercy of a few global shipping lines  
.....organized in 3 alliances?
- blank sailings: mechanism to match demand or increase price?

## **Situation should be temporary and must stop**

- not a single stakeholder has the luxury to take business for granted
- stakeholders must set up platforms for dialogues → we are in there together
- improve and increase competitiveness also through data sharing, tariff and surcharge transparency and just demurrage and detention practices

# IS THE EU BER STILL FIT FOR PURPOSE?

Is the EU Consortia Block Exemption Regulation still fit for purpose at times of vertical integration and digitalisation?

**Answer: NO!**

## **Current Structure of Container Liner Shipping**

- allows shipping lines to manage capacity and pricing discipline to increase prices
- big vessels, 3 alliances, 9 members = 90 % of global containers = closed shop
- if there would be a functioning market.....
  - new competitors would enter the trade due to attractive situation

## **Vertical integration and digitalization**

- Maersk Line strived to become the “integrator of container shipping”
- CMA CGM investment in CEVA

## **Competition on land side services not on same level playing field!**

The privilege of the consortia protection for shipping lines to exchange information maybe used to compete with our industry on land-based services, with our industry not able to rely on a similar protection. This includes the exchange of data.

State aid guidelines at times of COVID-19: creating a fair level playing field?

**Answer: I am afraid not always!**

## **General**

- all stakeholders are threatened by the pandemic
- but this is not the time to abuse a position
- impossible to generalize .....one need to look at it case by case

## **How to control use of funds?**

- funds maybe used for land side purposes
- to compete with our industry
- who may not have access to similar funds!!

**THANK YOU FOR YOUR  
ATTENTION!**



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