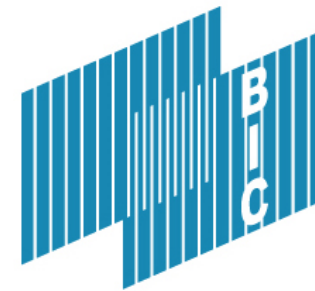




Overview prepared for  
The VGM Experience Meeting  
Hamburg, 6 October 2016

# About the BIC

- Promoting safety, security, standardization and sustainability.
- Non-profit NGO, founded in 1933
- 2100+ members in over 120 countries
- Owner code registration authority since 1972. The BIC code is the “international calling card” of nearly every container in international trade, allowing for proper identification and facilitating the crossing of borders without delay.
- ISO 9897 Locode, extended child of the UN LOCODE, ex. TH-BKK-MDTA = Modern Depot & Transport Co., Bangkok, TH
- Manage Global IMO ACEP Database since 2013
- Official NGO Observer status at:  
IMO, World Customs Organization, UNECE



# Supply chain safety and efficiency through data visibility

## What is BoxTech?

The BoxTech Technical Characteristics Database is a neutral, non-profit, non-commercial, centralized data repository providing container owners and users a platform to easily exchange container fleet technical details.

# SOLAS Regulation

- Effective July 1, 2016, any shipping container leaving from any port in the world must be accompanied by a shipping document signed either electronically or in hard copy by the shipper on the bill of lading listing the verified gross mass (VGM) of a container in order to be loaded onto a ship.
- Obtaining the VGM is allowed by only one of two methods:
  - **Method 1** – Prior to the vessel loading, weigh the entire loaded container using calibrated and certified equipment.
  - **Method 2** - Weigh all of the packages that are stowed in the container, including all pallets, dunnage and other packing material, and then add the **tare weight** of the container.

# Where to obtain container tare weight?

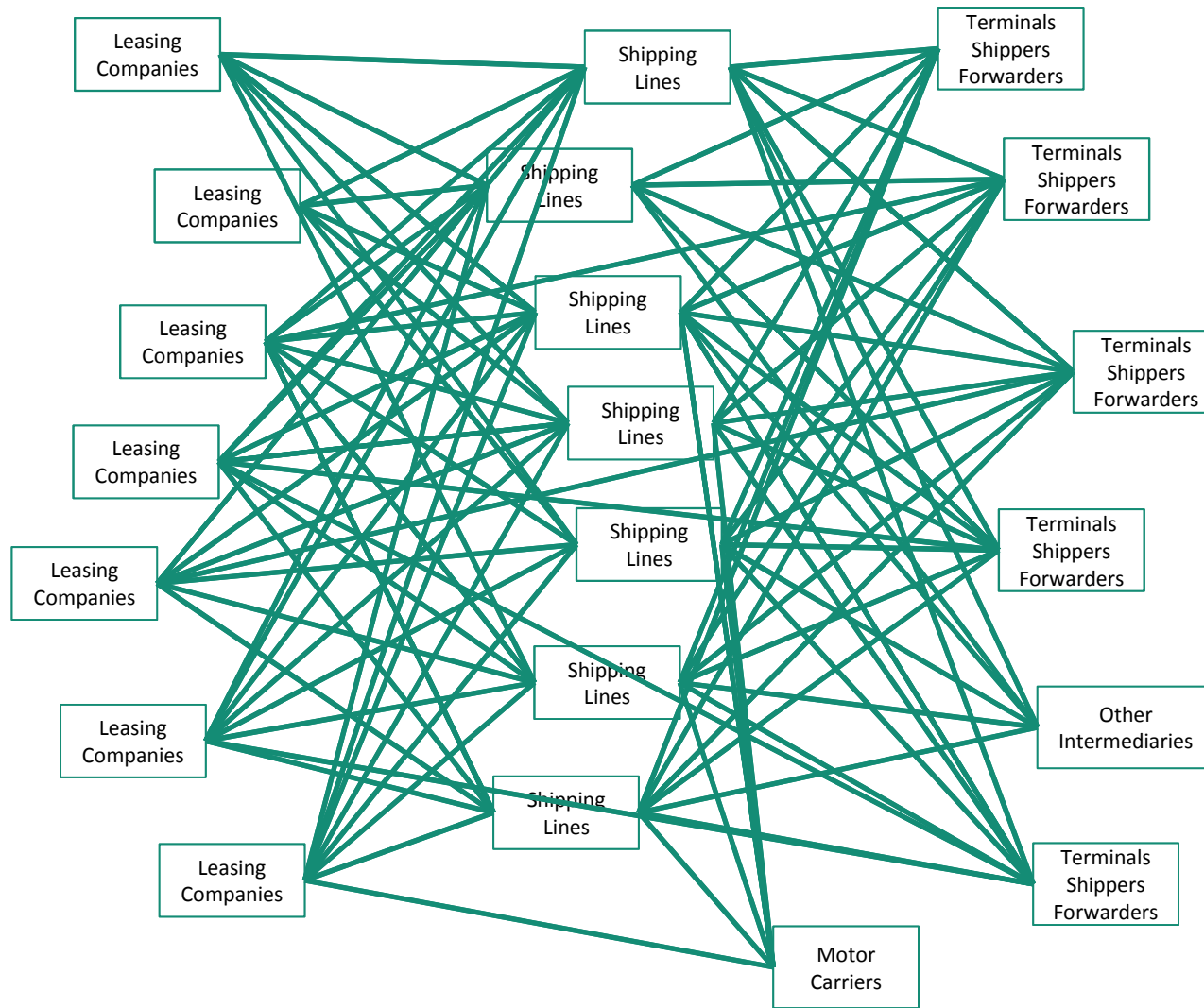
## Shippers & Intermediaries

- From door of container?
- From 2-3 dozen websites?  
-----
- Need a standard process and instant access to technical data to support efficient operations.

## Owners & Operators

- Heavy admin to exchange data between lessors-carriers and carriers-shippers  
-----
- Can satisfy customer's need AND become more efficient themselves through use of a neutral platform

# Does this make any sense?



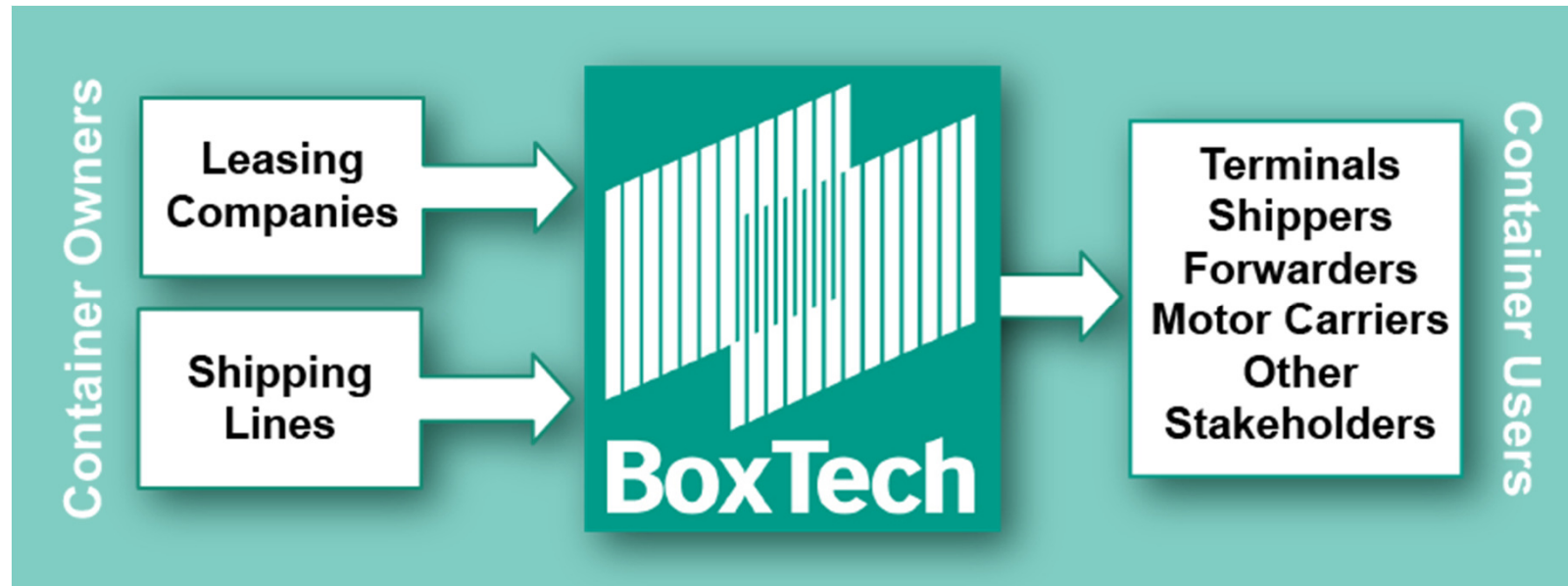
## Container Owners

- Receive multiple inquiries via phone and email; employees are being used for non-core business
- Processes are not in place for sharing key data
- Building/maintaining an online database is not core business

## Container Users and Intermediaries

- Must access multiple sources not always knowing who to contact
- If an online database is even available unit numbers are manually entered
- New processes needed for non-core business




# BoxTech's TCD Provides a Centralized, Neutral Database for all parties



Use of the Boxtech TCD means a one-stop-shop for all parties.  
Everybody wins.

# Demand for efficiency

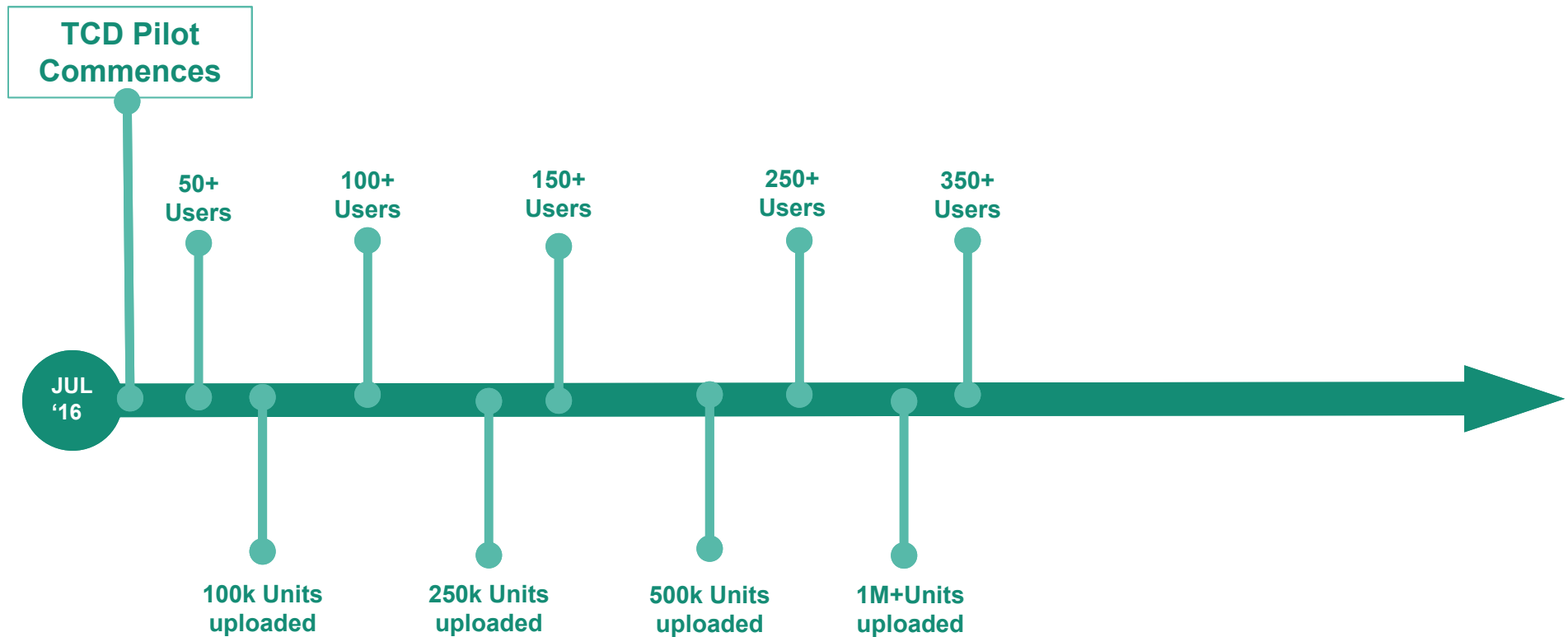
- Already > 340 major shippers, forwarders, terminals, rail and motor carriers have signed-up up to access data.

<u>Shippers/FF's</u>	<u>Terminals</u>	<u>Carriers</u>
		



# Great Interest and Steady Growth

- The TCD has achieved steady growth and user interest from the beginning onwards.



# Onboarding Process: Container Owners



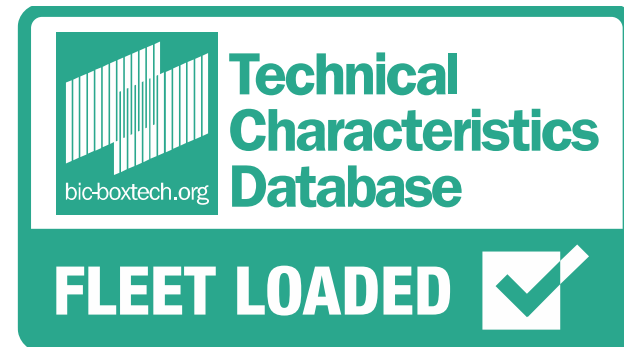
Quick sign-up and account verification



Upload initial file using CSV template



Subsequently automate fleet updates via API



# Accessing data in the TCD Database

- Users complete an online sign-up form to immediately obtain access.
- Query database online by typing container number(s)
- Users may integrate data into their internal systems through APIs.
- In either case, the container number is required.
- Owner/Operator not displayed.



The screenshot shows the 'Technical Characteristics Database' interface. At the top left is the logo 'BoxTech Technical Characteristics Database'. At the top right is a 'Logout' button. Below the logo is a search bar with the text 'Search : CGMU3019574,CGMU30:'. To the right of the search bar are an information icon and a search icon. Below the search bar, it says '4 container(s)'. To the right of this, there is a 'Display measurements in' section with two buttons: 'Metric' (selected) and 'Imperial'. Below this is a table with three columns: 'CONTAINER NUMBER', 'TARE WEIGHT (KG)', and 'MORE INFO'. The table contains four rows of data, each with a checkmark in the 'CONTAINER NUMBER' column and a 'More info...' link in the 'MORE INFO' column.

CONTAINER NUMBER	TARE WEIGHT (KG)	MORE INFO
AMCU 250089 9 ✓	2,200	<a href="#">More info...</a>
AMCU 250090 2 ✓	2,200	<a href="#">More info...</a>
CGMU 301957 4 ✓	2,960	<a href="#">More info...</a>
CGMU 301958 0 ✓	2,960	<a href="#">More info...</a>

# Detailed Container Data

- Further details such as Physical Characteristics, Dimensions and Manufacturer are displayed on the detailed view. Most are optional.

← Logout

CGMU

CGMU 301958 0  
Data containing an asterisk (\*) were uploaded in a different unit of measure

Physical characteristics	
<u>Group ST</u> 20RF	<u>Detail ST</u> 22R1
<u>Tare weight</u> Kgs : 2,960 Lbs : 6,526 *	<u>Cubic capacity</u> m3 : cu ft :
<u>Max payload</u> Kgs : 27,520 Lbs : 60,671 *	<u>Max gross mass</u> Kgs : 30,480 Lbs : 67,197 *
<u>Stacking</u> Kgs : Lbs :	<u>Racking</u> Kgs : Lbs : Newton :

Dimensions	
<u>External length</u> mm : ft :	<u>Internal length</u> mm : ft :
<u>External width</u> mm : ft :	<u>Internal width</u> mm : ft :
<u>External height</u> mm : ft :	<u>Internal height</u> mm : ft :
<u>Door opening width</u> mm : ft :	<u>Door opening height</u> mm : ft :

Manufacturer data, and data plates	
<u>Manufacturer data</u> Manufacturer : Manufacturer # : Manufacturing date :	<u>Customs plate</u> Customs approval : Customs approval type :
<u>CSC plate</u> Customs approval :	<u>Timber treatment plate</u> Timber certificate :

One door off operations	
<u>Stacking</u> Kgs : Lbs :	<u>Racking</u> Kgs : Lbs :
<u>End wall strength</u> Kgs : Lbs :	

# Win-Win-Win-Win

## Container Lessors

- Avoid sending constant file updates to hundreds of lessees.
- Avoid phone/e-mail customer support to answer basic equipment questions

## Ocean Carriers

- Avoid chasing leasing companies for file updates
- Avoid the maintenance of online tare weight query tool
- Avoid phone/e-mail customer support to answer basic equipment ?'s
- Customer and vendor satisfaction: Make customers and other trading partners more efficient

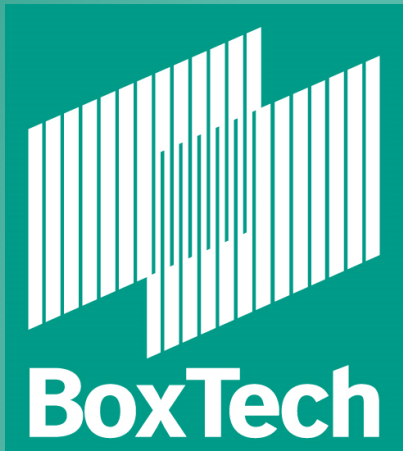
## Shippers / Forwarders

- Avoid accessing dozens of different websites to obtain tare weight
- Avoid manual re-keying of characteristics
- Avoid any manual intervention whatsoever, once automated API in place

## Terminals

- More efficient planning through better visibility of container size/types and other characteristics
- Exception management: Non-standard equipment, spot errors, missing data

# Q&A



# Technical Characteristics Database

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