

SMDG meeting #74 // Week 3X September 2019

The purpose of SMDG e.V. is to discuss possibilities to standardize exchange of information on a variety of business fields in the container shipping industry

It is important to recognize that these activities are subject to certain legal limits imposed by antitrust laws.

One central concern of these laws is with combinations or agreements in restraint of trade whereby competition is reduced by design.

Consequently, in the course of all SMDG e.V. activities, discussions among members involving pricing, sale terms, territories, production or other aspects of competition, must be avoided.

In the event any member ever feels that the course of SMDG e.V. association activities or statements or actions in association meetings is headed into such an area, members should raise the issue immediately so that further discussion of such matters can be suspended pending receipt of advice satisfactory to the members that the topics addressed do not give rise to antitrust problems

Google Translate not working? Join Us

UNB+UNOA:2+SMDGGFEG19A+PUBLIC+181030:15	DTM+132:200212:101'
53+3103300++++UNKNOWN'	LOC+147+0620282::5'
UNH+SMDGGFEG19A+BAPLIE:D:95B:UN:SMDG22'	MEA+WT++KGM:5000'
BGM++R0C525E331CC7D+9'	LOC+9+DEHAM:139:6'
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DG Plenary #73'	EQD+CN+SMDU20192021 73+45G0+++5'
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DTM+133:1810111900:201'	UNZ+1+3103300'



Intro to SMDG e. V. See SMDG Brochure	X-XX	
<u>Meeting #43 SGSIN presentation</u>		04-
<u>Objectives of the meeting #74</u>	04-05	
Singapore EDI business Case		06-18
<u>Agenda #74 See SMDG Brochure</u>	XX-XX	
Schedule See SMDG Brochure		XX-XX
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Expected Delegates See SMDG Brochure		XX-XX
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Meeting #74 Draft Objectives -- Rational for the location



SMDG e. V. meeting #74 Objectives

Objectives draft subject to adjustment:

- DMR 19B review for IFTMBF, BAPLIE, MOVINS, IFTISAI, TPFREP/ Industry process and communication
- CODE LISTS management (type, country, terminal, depot, handling..)/ Industry process and communication
- Web services/ smart services
- Blockchain
- Appraise gap between necessary recommendation, velocity of implementation and cost to appraise EDIFACT updates and alignment cost

Main Hosts: PSA, ONE, APL TBC, Network Host: TBC

Board objectives as a draft:

- Speed up 19B-20A DMR and MIG, IFTMBF--IFTSAI--CODES
- Publish recommendation to update to **A/B for every format--BP Coprar
- Extend SMDG standardization work to regional Asian carriers, main shippers and IT providers
- Subgroup blockchain sustainable and linked to Un initiatives
- Move along with statutes, fees, admin set up, web sites...
- Have an understanding on IT budget carrier Vs shippers Vs terminals Vs ship owners
- Mapping of main shipping IT provider, professional services and integrators roadmaps



Singapore EDI business Case: Why SMDG e. V. #74 in SGSIN?



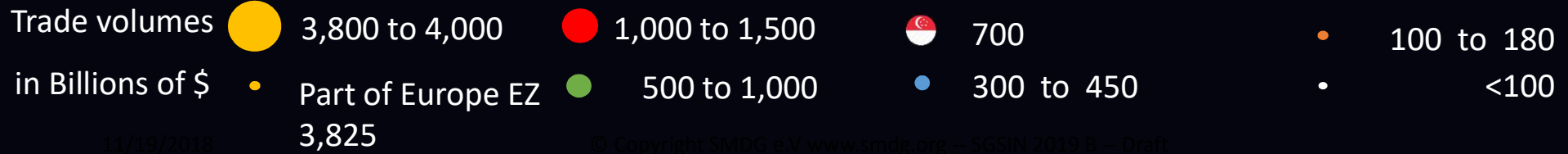
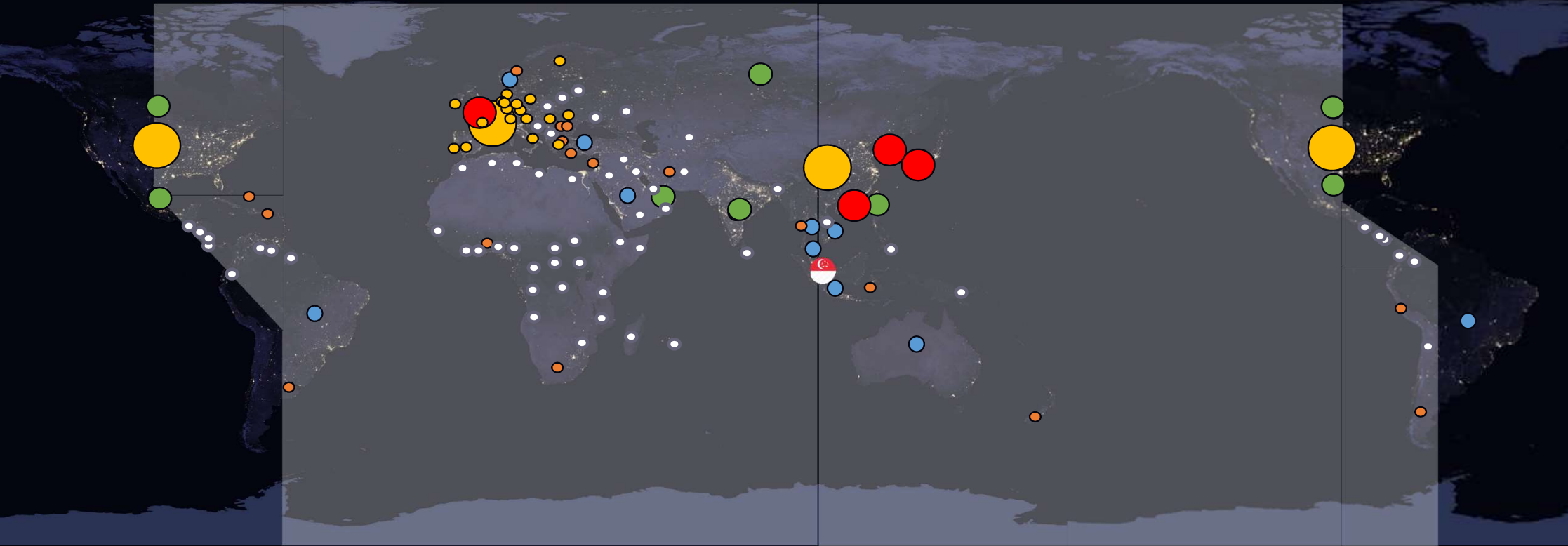
Why Singapore?



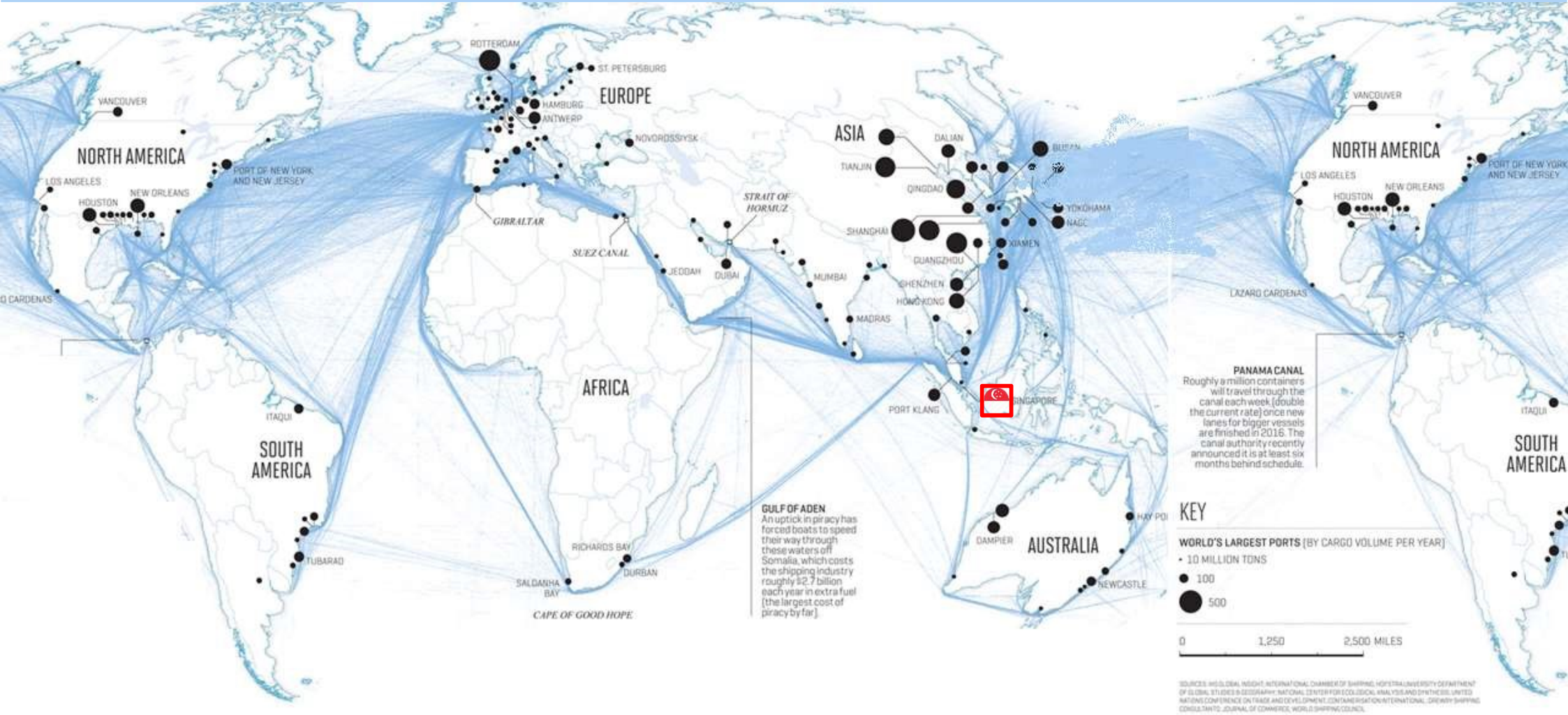
Why Singapore? Center of gravity of Life



Why Singapore? Center of gravity of human activities and trades



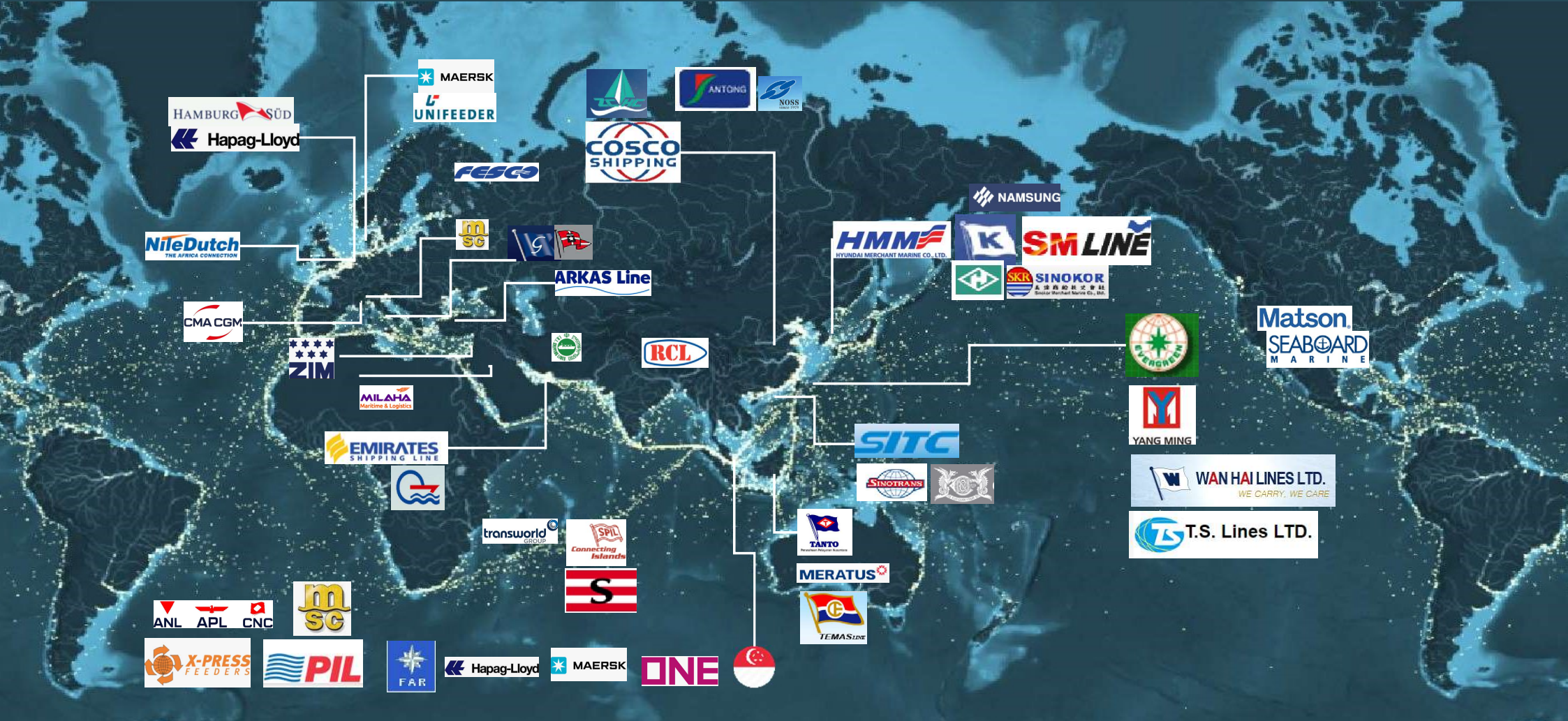
Why Singapore? Center of gravity of trading lines



Why Singapore? Center of gravity of all carriers: Top 10



Why Singapore? Center of gravity of all carriers: Top 50

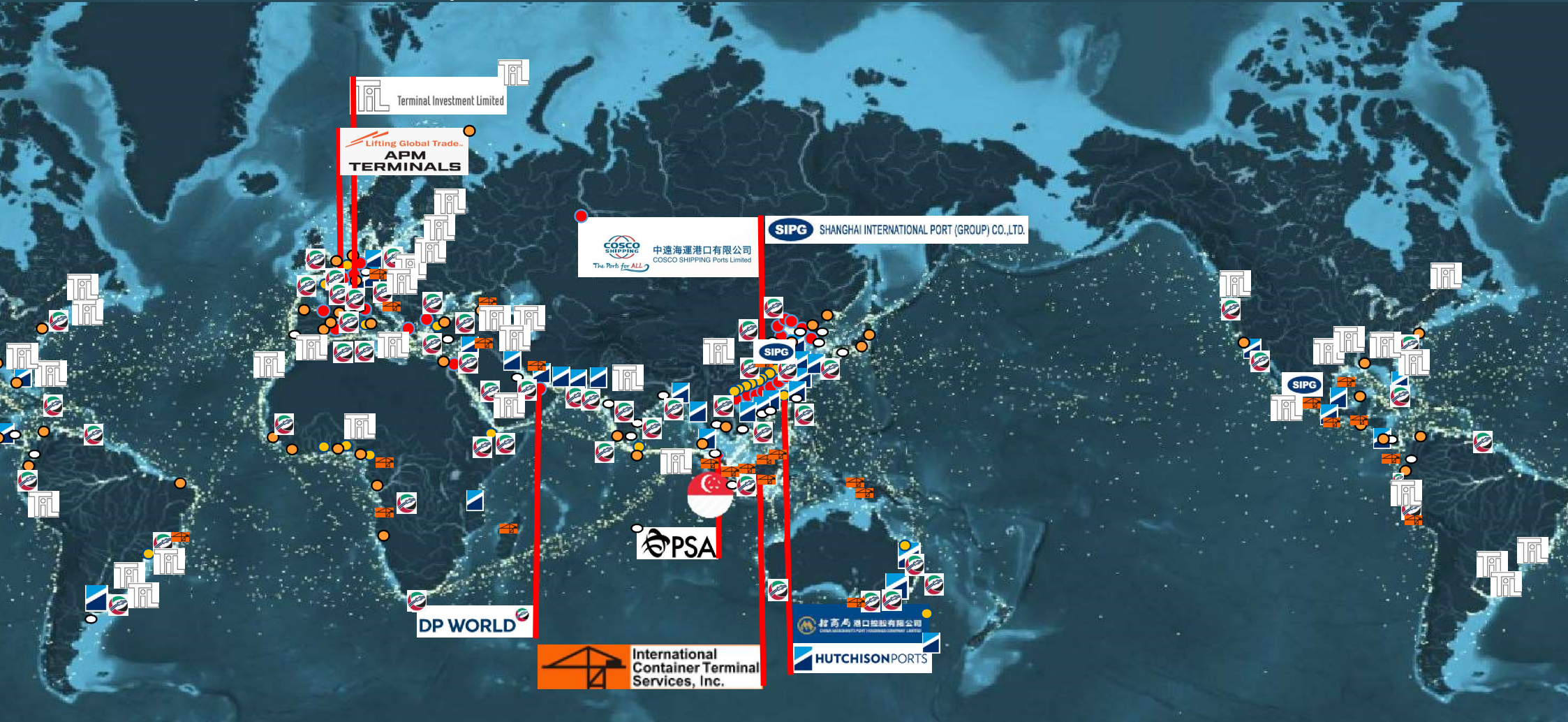


Why Singapore? Center of gravity of all carriers: Top 100

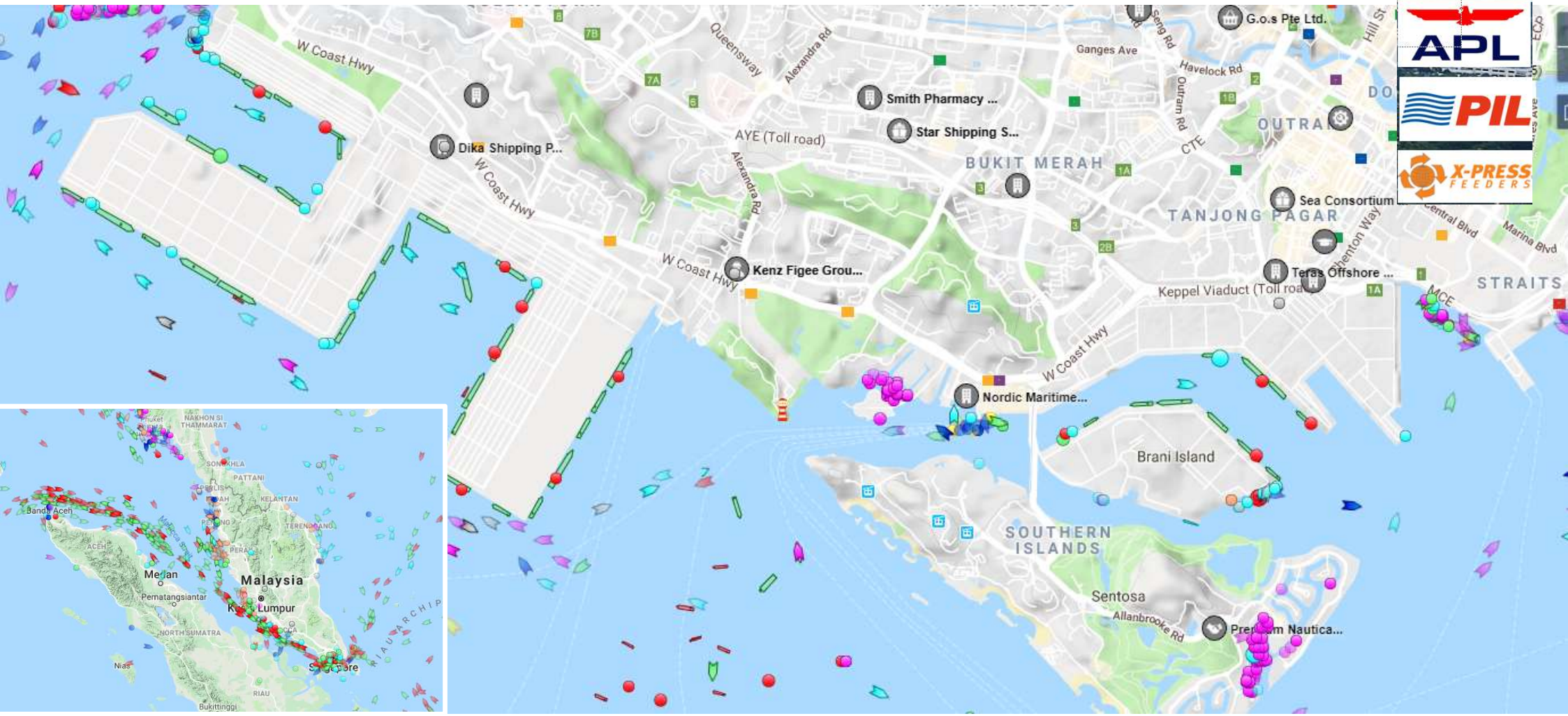


Why Singapore? Center of gravity of Terminal Operators (top 8 below rep)

SMDG#74 in SGSIN



New terminal position with deep-sea and transshipment vessel (AIS) link between top 10 and Top 100





1/ **33,7 M Teu** moved for nearly **18,000 calls** or **1900 Teu moves/ calls**

2/ **6 big terminals players PSA, TIL, CMA CGM, Hutchinson, APMT, COSCO** in technical cooperation to serve efficiently **all 3 alliances** that consolidate **10 of the top 10 carriers** feedered by more than **40 regional carriers** for an aggregate of **90% of the world fleet capacity**,

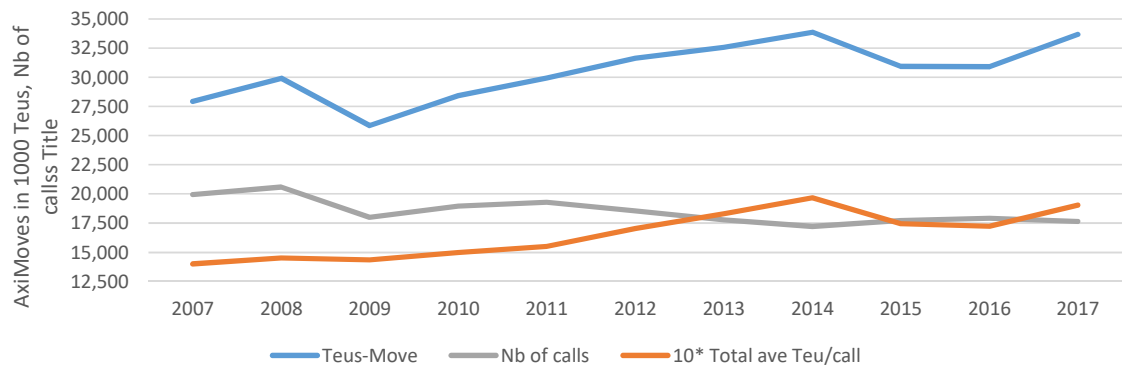
To deliver goods to **4,500 M plus people** through **uncountable numbers of global 3PL companies**

3/ About **200,000,000 + SMDG e. V. -UNEDIFACT** messages exchanged on SGSIN transshipment platform or **500,000 +/- days** to notify schedule, container arrivals, VGM, Depot, bayplan, TPFREP...or 5% of the world traffic on 1 restricted area. Perfect business case to write DMR and MIG and imagine the new standards to make our life easy

4/ Major innovation cluster but only one visit of SMDG 04-97 SMDG

OneStop port services, terminal Automation/TOS, Blockchain

	2007	2017	10Y growth
Nb of container	16,529,881.66	19,921,065.09	20.52%
Teus-Move	27,935,500.00	33,666,600.00	20.52%
Tons	289,094,200.00	349,101,400.00	20.76%
Nb of calls	19,946	17,663	-11.45%
Total TEU/ container	1.69	1.69	0.00%
Total T/ TEU	10.35	10.37	0.20%
Total T/container	17.49	17.52	0.20%
Total ave Teu/call	1,401	1,906	36.09%
Total ave container/ call	829	1,128	36.09%
Total ave lifting In T/call	14,494	19,765	36.37%
Total Edi per Year between	147,141,642.00	130,299,951.00	-11.45%
And	192,754,950.00	232,299,540.00	20.52%
Total Edi per days between	420,404.69	372,285.57	-11.45%
And	550,728.43	663,712.97	20.52%
total Edi per call in average	8520.42	10264.38	20.47%
total average Edi per container	10.28	9.10	-11.48%
total average Edi per teu	6.08	5.39	-11.48%





Why SGSIN?

SMDG e. V. #74 // SGSIN home of



The World's Port of Call

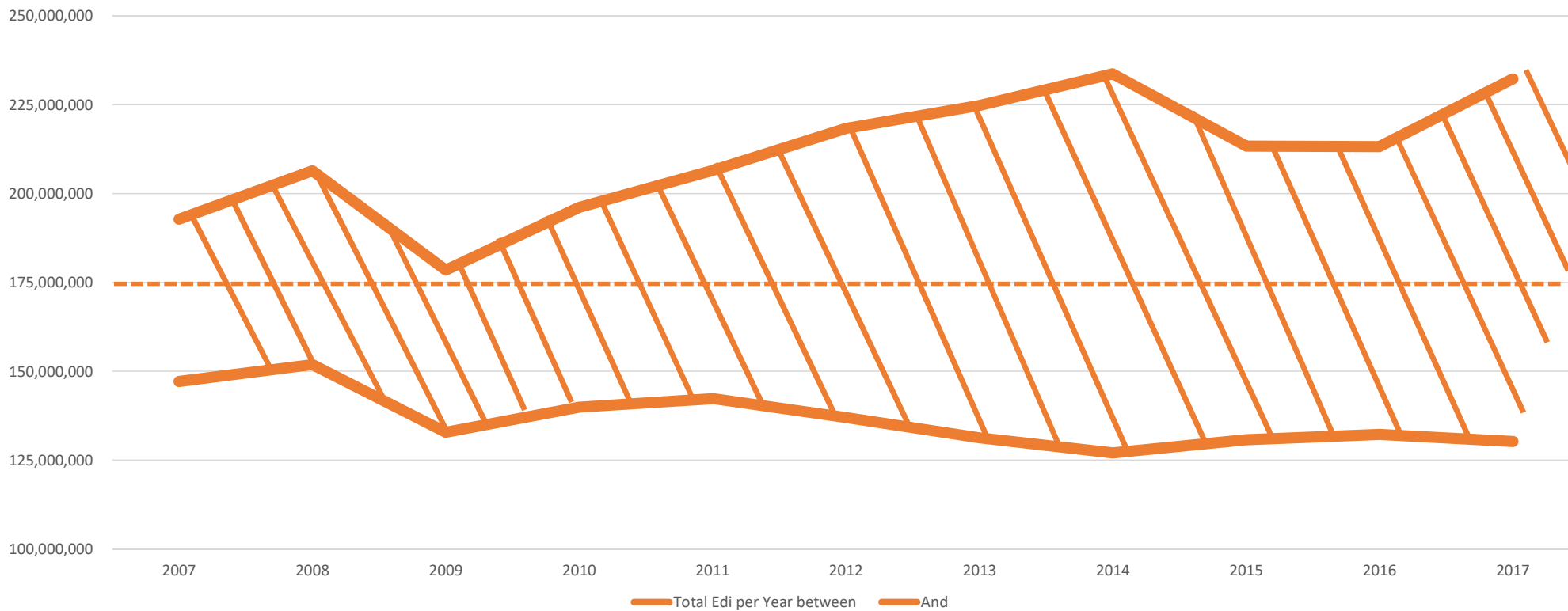


About 1.75 Billions of SMDG e. V. / UNCEFACT Edi exchanged by SGSIN for the past 10 years for the operation of 335 Million Teus on the terminal side

Not counting with the few hundred millions of EDI sent by ONE, Xpress, PIL, MSK, MSC, CMA, HLL...Operation centers in the regions.

More than 60,000 calls planed for about 500 Millions of EDI/ year for 44 Millions of Teu carried/ year

SGSIN - Center of gravity of EDI messages





MYPKG +MYPPI @ 200 to 400 Nmiles

1 Billion EDI messages/ year for 60,000 calls @ SGSIN + MYTPP + MYPKG +MYPPI and 75,000 calls planned @SGSIN + MYPKG by carriers.....
before 2040

Shall we do it Better and smarter?
 See appendix for the forecasts table



Meeting #74 Locations options and study



Several options are under study for the Rooms and catering:

1-A/ One of our official host: we will proceed in the weeks to come with the requests. However, very few facilities can oblige groups of 60+ and potentially multiple sessions and catering: **ONE, APL(CMA), PSA, Xpress, PIL,** host can also have local connections.

1-B/ Republic of Singapore Yatch club: Most detailed study as publicly available prices. Sent request for availability and quotation. Then Same as for NLRTM to find host to split the investment. Location ideal for work close to terminal. Hotel rooms might be available. See with vacation period. Good first benchmark.

2/ National university of Singapore. Campus, rooms might be available plus high interest from the academics possible with the business school and the logistic institutes. Email to the dean in preparation rdesouza@nus.edu.sg

Several options are under study for the Rooms and catering:



Option 1: ONE, APL, or PSA can accommodate us with 1 room for 70 to 90 and 3-4 others for 15-20 persons / groups plus catering and coffee break



ONE



PSA



Option 2 -1B: Republic of Singapore Yacht club

Meeting #74 Rooms quotation requests are being set up and sent for the different events incl boat and network events.

Most detailed study as publicly available prices on the web site

We sent request for availability and quotation. Then Same principle applies as for NLRTM to find hosts to split the investment.

Location ideal for work close to terminal with ok underground and available parking facilitating the welcome of new comers. Hotel rooms available. Beware of vacation period.

Pricing is competitive with other SMDG event made in Paris, Hamburg, Genoa, Sankt Petersburg

possibility to do network event on site confirmed by web site and boat tour pick up under study



<https://rsyc.org.sg/meetings-seminars/>



A good location and good food is the key to holding successful corporate seminars and conferences. RSYC offers you the perfect location to conduct your business meetings and seminars away from the hustle and bustle of the city.

With four different venues for you to choose from, we will be able to suit your needs. Nautica Ballroom, Quarterdeck, Foreshore and Multipurpose Room have the capacity to host a minimum of 50 persons and can be equipped with projectors and sound system. Our function venues provide scalable and flexible configurations to suit various seating arrangements and feature modern audio-visual equipment including the following:

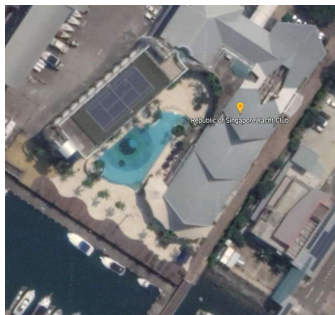
- Complimentary wired or wireless broadband internet access
- LCD projector (Available at a nominal charge)

Conveniently located near Haw Par Villa MRT, it is easily accessible to all and RSYC has ample parking space in and around the clubhouse.

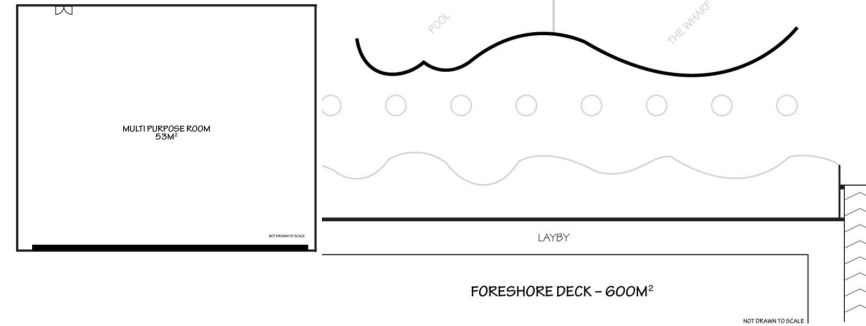
We provide refreshing coffee breaks and mouth-watering international buffets for you as we

Republic of Singapore Yacht Club

52 West Coast Ferry Road, Singapore 126887 | <http://www.rsyc.org.sg>
Tel: 9182 8187 and 9182 8157 | Email: banquet@rsyc.org.sg



11/19/2018

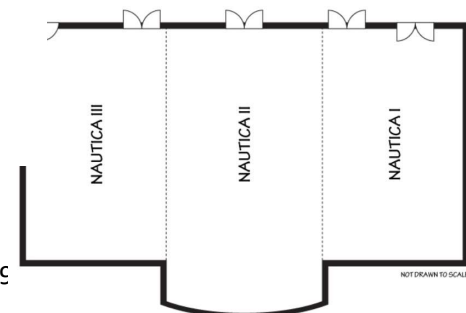
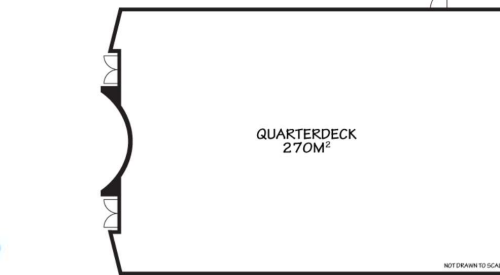


SEMINAR PACKAGE

(Minimum 30 Persons)

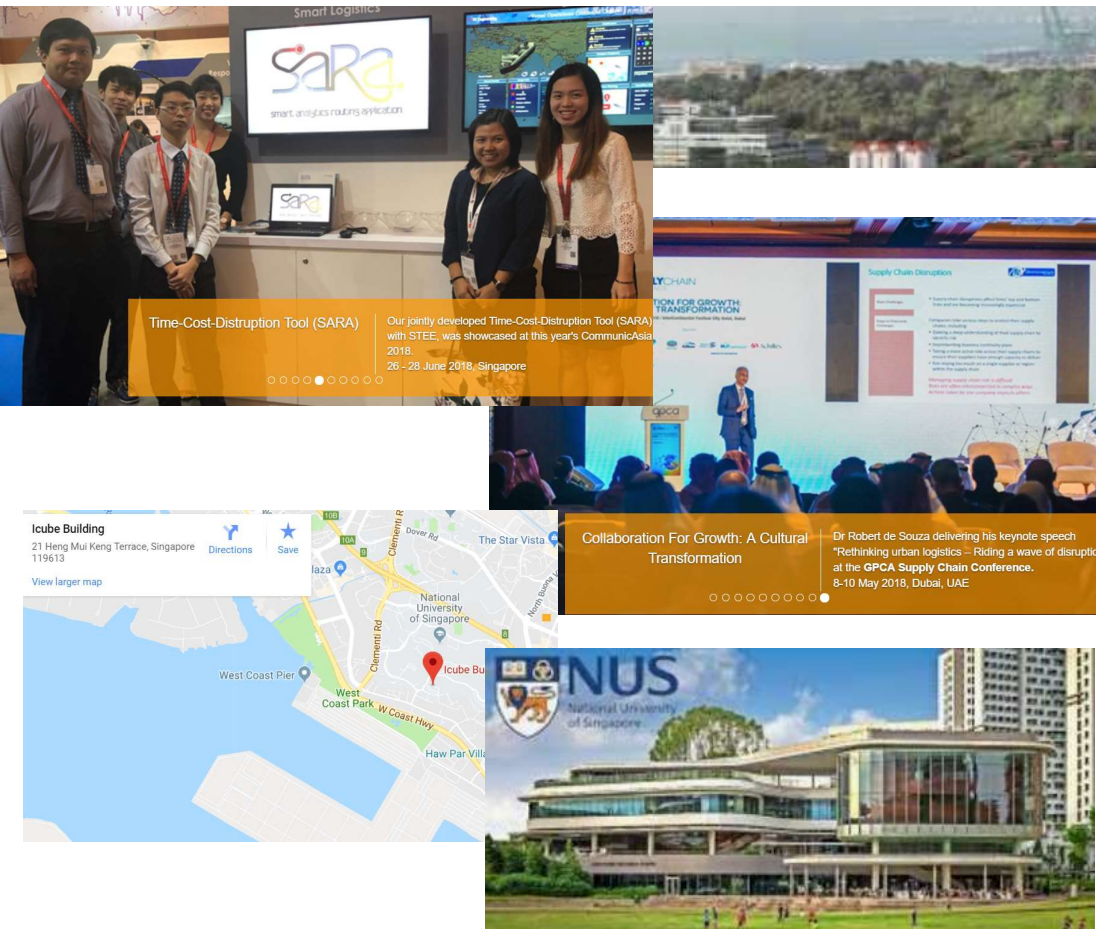
Package A: Full day seminar with lunch, 9am to 5pm from \$68.00++ per person
PROMOTION: Full day seminar at \$55.00+ (Members) and \$58.00++ (Non-Members) per person

- Complimentary use of function rooms
- One Morning & one Afternoon Tea Break with snacks
- One luncheon
- Complimentary usage of 01 LCD projector and screen
- Provision of 02 flipcharts and 01 whiteboard with markers
- Provision of writing pads and pencils
- Mineral water and mints
- Complimentary parking pass for up to 20% of your guaranteed attendance



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Option 3: National University of Singapore



Rooms are available in theory as semester not yet scheduled

Plenary plus subgroup meeting rooms

Idea to involve students for the preparation could be also an added value wether or not NSU is finally chosen

Catering can be easily provided on campus

Real Interest of NUS to check and advise in November

First contact is rdesouza@nus.edu.sg

Executive director of

Transport and Logistic Institute - Asia Pacific Management

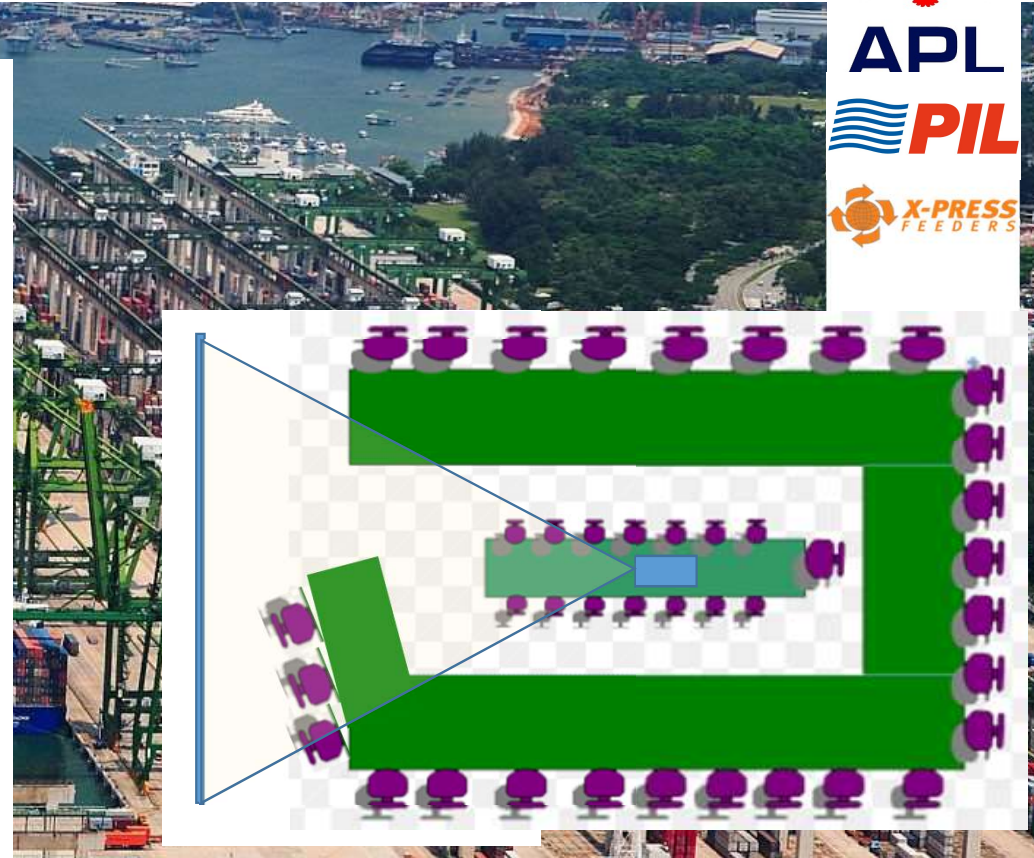


Meeting #74 Room set Up



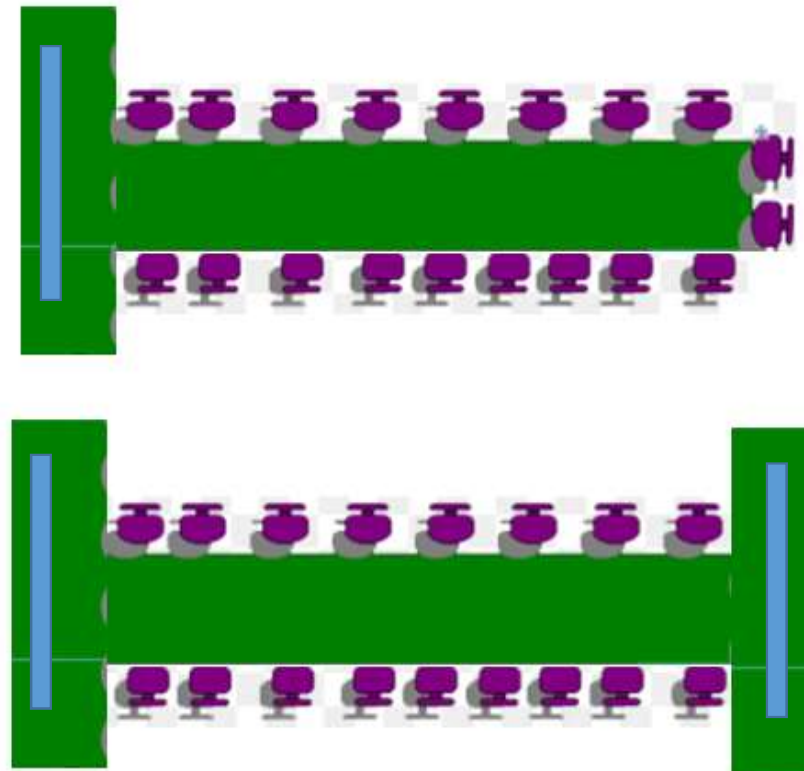
Room setting Plenary

- Double U shape as per meeting #72
- Facilitate fast interaction: good visibility for all, good sound
- 40-60 delegates – Dream case 70 delegates other arrangement
- Arbitration – next steps – DMRs -Notes



Rooms setting Subgroups

- Double T shape meeting settings with screen and admin at the end
- Facilitate fast interaction: good visibility for all, good sound
- 10-20 delegates
- Production of MIG, DMR, Doc, Recommendation, process, ppt
- On board a boat at key side is all ok



Boat Tour Tuesday Evening

SMDG e. V. #74 // SGSIN home of



The World's Port of Call



Container / terminal tour 1 - 2

PSA terminal tour/ boat tour

Drinks and snack food provided on board

Networking event sponsor : TBD

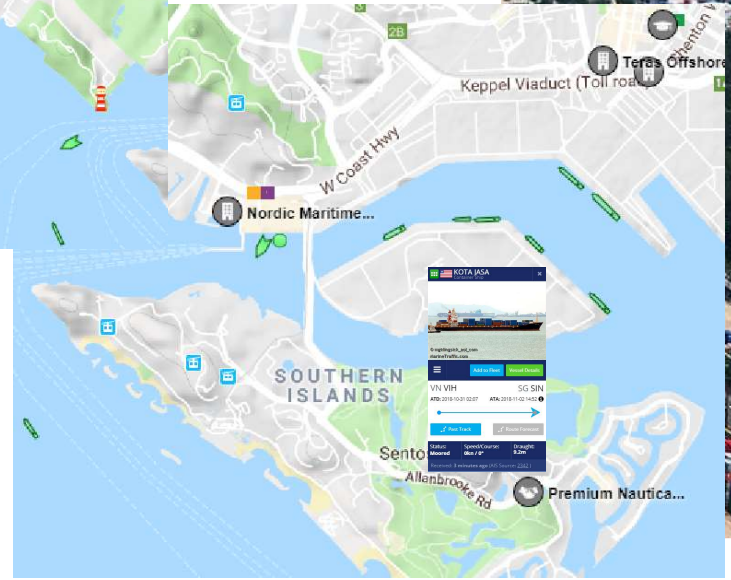
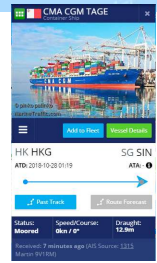
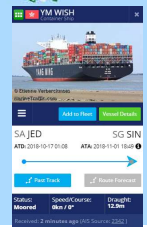
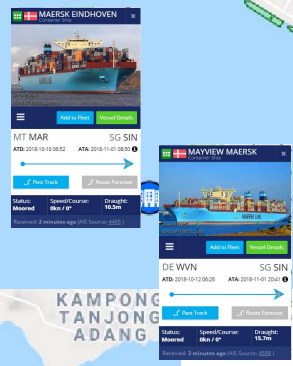
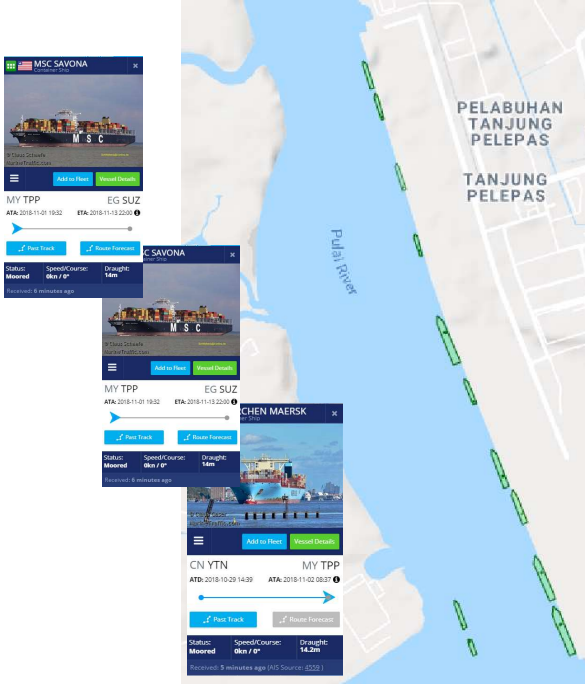
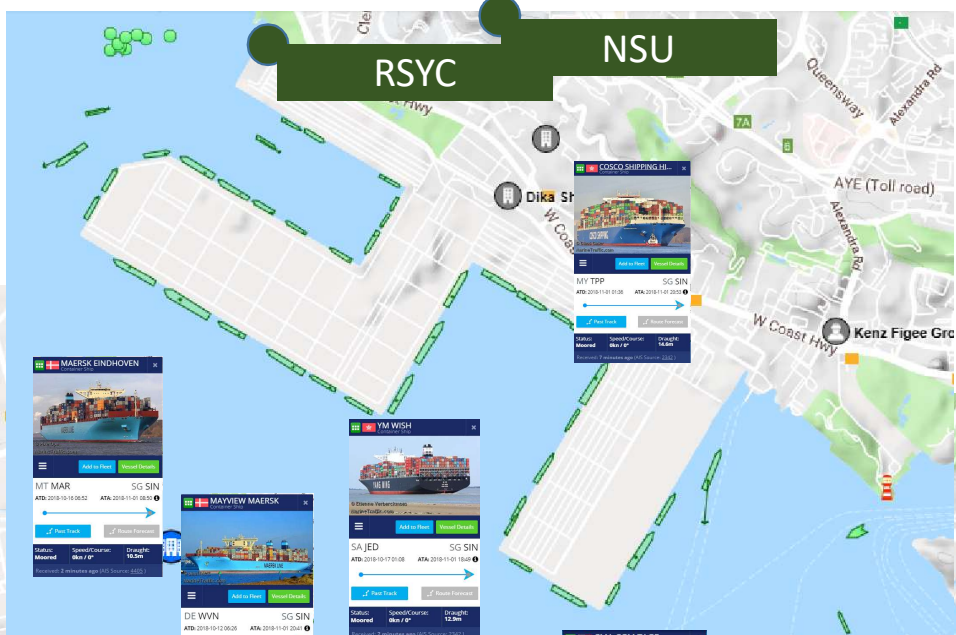
<https://www.tallship.com.sg>



Boat Tour 3 Evening if we are lucky

SMDG e. V. #74 // SGSIN home of

CMA

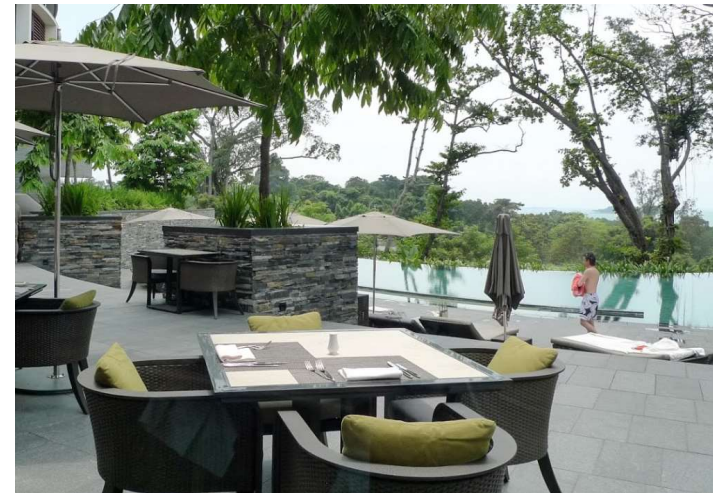




Rooms setting Network event

40-60 delegates –
Dream case 70
delegates

Options are



- RSYC
- Restaurants with view
- ONE, APL, PSA or one of the member facilities
- ...



Meeting #74 Hotel and Accommodation



Hotels recommendations

To Be recommended
 After meeting #73
 And confirmation of SGSIN

In coordination with host and location host for the bus/ in the morning and evening

The screenshot shows a hotel search interface with a map of Singapore. On the left, there are filter options:

- Filter by:**
 - Your budget:**
 - € 0 - € 50 per night: 89
 - € 50 - € 100 per night: 147
 - € 100 - € 150 per night: 135** (Selected)
 - € 150 - € 200 per night: 135
 - € 200 + per night: 163
 - Popular filters:**
 - Breakfast included: 68
 - Hotels: 110
 - Very good: 8+: 48
 - Free WiFi: 147
 - Good: 7+: 107
 - Singapore City Centre: 34
 - Hostels: 17
 - Swimming pool: 39
 - Neighbourhood:**
 - The real heart of Singapore: 52
 - Singapore City Centre: 34
 - Bugis: 25
 - Lavender: 19
 - Jalan Besar: 18
 - Location score:**
 - Excellent location: 9+: 14
 - Very good location: 8+: 76
 - Good location: 7+: 121
 - Pleasant location: 6+: 134
 - Star rating:**
 - 1 star: 11
 - 2 stars: 33
 - 3 stars: 51
 - 4 stars: 38
 - 5 stars: 1

The map shows several red arrows pointing to specific hotel locations in Singapore, including areas like Jurong East, Queenstown, and the city center.



Google Translate Still not working? Join Us

UNB+UNOA:2+SMDGGFEG19A+PU BLIC+181030:1553+3103300+++++U NKNOWN'	DTM+132:200212:101' LOC+147+0620282::5' MEA+WT++KGM:24000' LOC+9+DEHAM:139:6' LOC+11+SGSIN:139:6' RFF+BM:1'
UNH+SMDGGFEG19A+BAPLIE:D:95 B:UN:SMDG22'	EQD+CN+SMDU20192021 73+45G0+++5'
BGM++R0C525E331CC7D+9' DTM+137:1810301553:201'	NAD+CA+SMD:172:20'
TDT+20+SMDG71S+++ :172:20+++FO UH:103:ZZZ:SMDG Plenary #73'	UNT+16+SMDGGFEG19A'
LOC+5+DEHAM:139:6' LOC+61+NLMSV:139:6'	UNZ+1+3103300'
DTM+133:1810111900:201'	

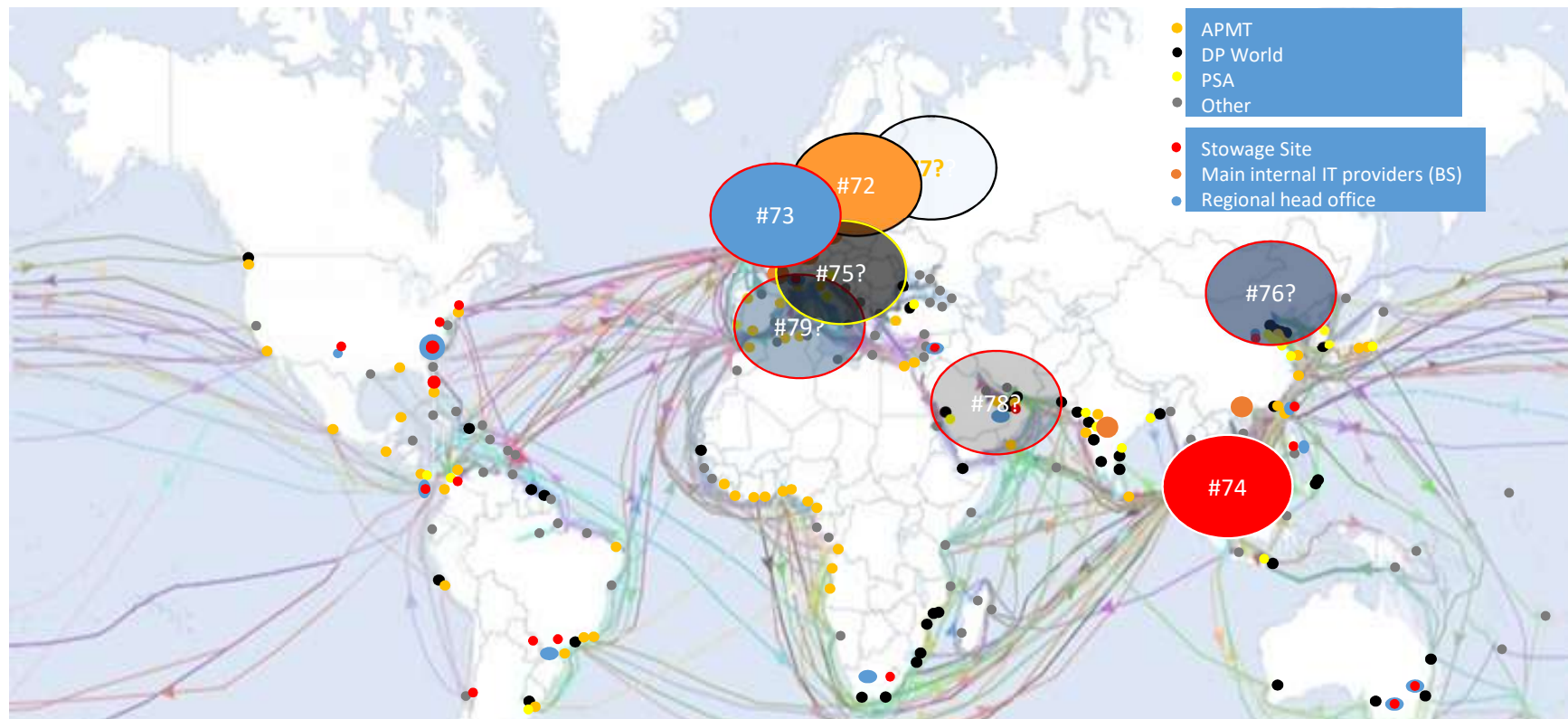


Meeting #74 Future meetings/ draft



Future Meetings proposal from Secretariat

Subject to Chairman, Board ,Plenary approval, Funding and hosts confirmation...but it would be sweet



Location	Port	Quay	Voyage1	Bound1	Voyage2	Bound2	State	ETA	ATA	ETD	ATD	Berthing	Unberthing
DEHAM	Hamburg		SMDG71S		SMDG72N		TerminalReportRe	09.10.2018 09:00		11.10.2018 19:00		09.10.2018 08:30	11.10.2018 19:30
NLMSV	Maasvlakte		SMDG72N		SMDG73E		PreplanSent	12.02.2020 09:30		14.02.2019 15:22		12.02.2019 08:22	14.02.2019 15:22
SGSIN	Singapore		SMDG73E		SMDG74W		Planning	17.09.2019 09:00		19.09.2019 18:15		17.09.2019 08:30	19.09.2019 19:30
CHGVA	Geneve		SMDG74W		SMDG75E		Open	13.02.2019 09:00		15.02.2019 18:15		13.02.2019 08:30	15.02.2019 19:30
CNSHG	Shanghai Pt		SMDG75E		SMDG76W		Open	17.09.2020 09:00		19.09.2020 18:00		17.09.2020 08:30	19.09.2019 19:30

secretariat@smdg.org

- Special thanks to Mr Schröder from Hapag-Lloyds for all his precious slides and docs to prepare this document, having set the bar really high with HHLA, Atseaconsulting and Xvela/ NAVIS CVS for SMDG #72
- Mr Jost Müller for his diverse work on SMDG baplie and movins as well as setting up SMDG e.V
- SMDG Board, SMDG Subgroups Chairperson, Sub-group members, members and Guests
- Our future hosts and event sponsors